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You have made great sales in a strong market but what about when the market is tough? Jeff Shore blazes a new trail for sales counselors with techniques designed specifically for the most difficult markets! More than just a survival guide, Tough Market New Home Sales provides revolutionary strategies for counselors who want to face challenges head-on and achieve thriving sales. Master the Critical Twelve Seconds of an encounter, learn how to create urgency in your customers, and radically redefine the process of closing. Tough Market is the most important, thorough, and innovative book on new home sales in the business. Make it a part of your success!