



Call to Action: For Commercial Equipment Leasing and Finance Professionals

Mr. Scott A. Wheeler CLFP

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Scott A. Wheeler, CLFP has compiled his favorite sales tips into an easy-to-read format for veteran and novice commercial equipment leasing and finance professionals. “Call to Action” is designed to assist individuals to think outside of their current comfort zone, to increase their productivity, and to enhance their personal value proposition. Each chapter in this book touches upon a significant area in the finance and leasing industry. The sales tips are followed by call to action exercises to stimulate group discussions and individual reflection. Professionals throughout the equipment finance and leasing industry will benefit greatly from using this book as a reference guide and workbook for self-improvement.

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