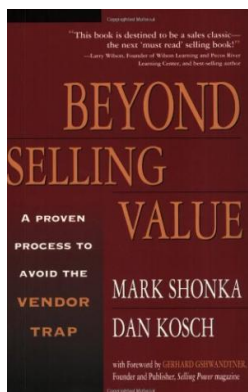


## Beyond Selling Value: A Proven Process to Avoid the Vendor Trap and Become Indispensable to Your Customers



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