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use the straight line system the straight line system communicates clarity without breaking fundamental rules of selling and human communication vision and beliefs jordan advocates identifying empowering beliefs that lead to success and eliminating beliefs that limit potential

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in straight line persuasion an individual will attempt to develop a quick rapport with their target gather intelligence about the individual and control the interaction so that it doesn't move off course

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the 3 tenets of straight line persuasion in this module you will learn how to develop instant rapport with your prospect on both a conscious and unconscious level gather intelligence about your customer s needs and beliefs and take control of the sale to keep it moving down the straight line

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