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Thomas A. Freese, based in Atlanta, is the founder and president of QBS Research, Inc., which teaches Question Based Selling to salespeople around the country. The list of the author's clients includes IBM, Merrill Lynch, Compaq Computer Corporation, Northwestern Mutual Life, Sun Microsystems, Lucent Technologies, Cisco, GE Capital and MCI.

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In Secrets of Question Based Selling Freese introduces Conversational Layering as a way to build effective business relationships. Conversational Layering is designed to ask people the right questions at the right time.

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