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Tracy has been successfully marketing himself since the early 1980s when he founded Brian Tracy International. He has authored more than 70 books on several topics, including sales, and according to his website, he has made more than 5,000 appearances as a public speaker.

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Brian Tracy, uno de los conferencistas profesionales e instructor de ventas más destacado del mundo hoy en día, se dio cuenta que su logro o adelanto más importante en las ventas fue el descubrimiento de que «la Psicología de Ventas» es más importante que las técnicas y los métodos de venta.

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