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NAW Smartbrief

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E-Mail news for the wholesale distribution industry

NAW SmartBrief

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NATIONAL
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OF WHOLESALER-
DISTRIBUTORS

Sales

■ **Managing territories no longer just about size**

To achieve the greatest possible success, salespeople should spend the majority of their time on territories with the most opportunity for growth instead of just existing size. [CEO Strategist](#) (9/1)  E-mail this story

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