

Two men in dark suits are walking away from the camera on a highly reflective, light-colored floor. The man on the right has his hand on the shoulder of the man on the left. They are walking towards a bright, hazy horizon. The scene is captured from a low angle, emphasizing their silhouettes and the reflection on the floor.

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You will find that you can,
indeed, create win-win
by focusing entirely on
helping clients succeed."**

**—Stephen R. Covey,
author of *The 7 Habits of
Highly Effective People***

LET'S GET REAL OR LET'S NOT PLAY

**TRANSFORMING THE
BUYER/SELLER RELATIONSHIP**

Revised and Expanded

MAHAN KHALSA and RANDY ILLIG

Foreword by Stephen R. Covey

Lets Get Real Or Lets Not Play

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Lets Get Real Or Lets Not Play:

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