



# Knights of the Blacktop: Advanced Sales Techniques of Automotive Retail Champions

*Tim Northburg*

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**Knights of the Blacktop: Advanced Sales Techniques of Automotive Retail Champions** Tim Northburg  
This advanced sales guidebook builds off the skills introduced in "Automotive Sales Playbook" and "Automotive Sales 101" to bring you the advanced sales techniques of Automotive Retail Champions. Learn every advanced mindset, skill, technique, word tract, and close you need to elevate your automotive career so you can become an elite Knight of the Blacktop!

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