

**PRINCIPLED SELLING: HOW TO WIN MORE BUSINESS
WITHOUT SELLING YOUR SOUL**

Dawn Crull

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David Tovey is an inspirational speaker, coach, consultant and author of Principled Selling: How to Win More Business Without Selling Your Soul, published by.

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With over 25 years of sales and marketing experience, David works with individuals and organisations to help them implement Principled Selling and achieve outstanding sales growth with a joined up approach to inbound marketing, social media, sales, key account management and sales leadership. Sadly, too many people still allocate their time in a way that means they do so much talking, pitching their products and services, that they end up having very little time to let the potential customer talk about themselves, their organisation

and their real requirements.

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