

How to Sell a Brass Mouthpiece

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It's hard to find good help in music stores anymore, so I put this training video together about 10 years ago with my colleague Kris Hansen at Long & McQuade in Toronto. (Although Kris had never seen "Dragnet" before, I think he did very well.) Disclaimer: We did this after hours and this video in no way reflects Long & McQuade's staff training policies. It does illustrate, however, that the right mouthpiece can solve all your problems. (High note courtesy of Tastebros.com).

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