



Selling At Mach 1

Robert E. Guarino



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Selling at Mach 1 Steve Sullivan,1995-05 **Cost of Production** John A. Wild,1909 **Advertising and Selling** ,1922
Advertising & Selling ,1921 **Let Me Sell You a Ferrari** Robert E. Guarino,2021-06-01 The moment in 1958 when a sports car crazed youth in Massachusetts saw his first Ferrari changed his life The black 250 GT coupe s seductive lines purposeful air and already hallowed name seized Robert E Guarino s imagination just a few years later he would be selling such cars And in 1967 with two partners and an investment of just 6 000 apiece he would open a Ferrari Porsche Datsun dealership This memoir follows his lifelong journey with Ferraris and other remarkable automobiles as an enthusiast and dealer Highlights include a nonstop drive from Chicago to Boston in a 308 GTB rides with important figures like Piero Ferrari at Fiorano and Dario Benuzzi at Mugello visits to the Ferrari Maserati and Lamborghini factories the horror of watching a delivery truck crash onto a row of new cars and time at the wheel of such icons as the 365 GTB 4 Daytona 250 GTO 288 GTO and F40 **Remember This Titan: The Bill Yoast Story** Steve Sullivan,2007-08-13 Bill Yoast is the real life hero of Remember the Titans the hit movie that chronicled the struggles of black and white high school football athletes to create a championship season in 1972 Virginia A World War II veteran Yoast helped to mold the lives of hundreds of men and women through his inspirational coaching style Yoast offers his personal recollections from that now immortalized season as well as the coaching philosophy he developed in over 30 years of his career The Complete Idiot's Guide to Dynamic Selling Anthony Parinello,1998 One of America s master sales trainers shows how to develop the essential skills to start making sales fast Includes chapters on how to get appointments create dynamic presentations understand a prospect s motivation handle objections and close the sale The author also reveals his secrets for selling to people at the top *How to Buy and Sell Collector Cars* Patrick Krook,2022-10-10 Learn how to maximize your profits and savings when buying and selling collector cars The dealership model is an American institution and auction houses can trace their roots back to the days of dusty cattle sales Both have remained unchanged Since the early 2000s the internet has shaken up these legacy methods of finding buying and selling vintage cars as a global online marketplace that is open to anyone CarTech in conjunction with Patrick Krook of REV Muscle Cars introduces a proven process drawn from 20 years of experience building some of the world s most significant classic car collections Whether you are a first time buyer or an established collector this book shows you how to locate and buy your dream collector car stress free Get the car you are expecting every time creating positive cash flow and keeping the hobby fun for years to come Inside this book is an easy to follow heavily illustrated step by step method to find evaluate negotiate close fund and take delivery of a collector car safely over the internet without leaving your living room It also includes how to avoid costly purchase mistakes such as overpaying fakes or buying someone else s headache Better yet it delves into details about how to always sell out of advantage minimizing the overall amount you invest as you build your collection over time Lastly it provides all the tools you need for buying and selling when you have that person to person

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