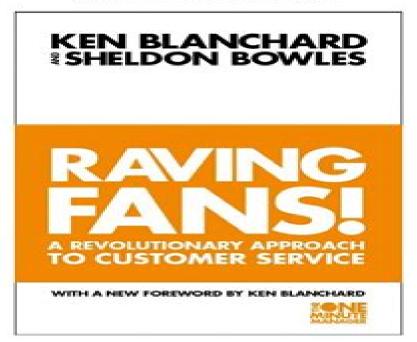
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Kenneth H. Blanchard

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biggest bestselling authors and inspiring business leaders writes of the key to customer service creating a people oriented performance driven customer first organization Along with coauthors Jim Ballard and Fred Finch Blanchard explains why the customer is the right starting place from which to build a successful business By drawing on examples from the world s largest restaurant company Yum owner of KFC Taco Bell Pizza Hut Long John Silver's and A W Restaurants the authors explain how any company large or small can develop a unified people first customer oriented culture Bernard Smalls, 2005-10-14 Servant Selling may seem like an oxymoron in the competitive world that we live it but it is actually a sound concept that works Most sales people see selling as a fight for the checkbook with the customer where the salesperson and customer are in an antagonistic relationship This is the general attitude of most sales people that struggle from month to month for a paycheck It does not have to be that way for you This book holds key concepts of how to do it right and prosper in the world of professional selling Kaching Auto Sales Training Manual Bernard Smalls, 2004-11-17 The complete automotive sales training process that will make you big bucks Learn the psychology of auto sales selling in the 21st century the art of negotiations creating raving fan customers and much more **G2: Building the Next Generation** Philip Palaveev, 2017-08-22 Vital guidance to ensuring the future of your firm G2 Building the Next Generation provides financial advisory firms with a clear roadmap to management succession Based on the author's 17 years of experience with over 1 000 firms this book provides a systematic process to help you identify develop and install the new leadership that will guide your firm's future Extensive statistical research backs proven strategies for structuring management and succession overcoming obstacles selling equity and more while expert guidance walks you through the process and warn you of potential pitfalls along the way A generation of entrepreneurs used their talent and ambition to build an industry to ensure that their success lives on those leaders now face the formidable challenge of succession With the future of your firm at stake how do you recruit train mentor and develop the next generation of professionals owners and leaders This book shows you how to find the people you need and develop them into the leadership your firm deserves Identify and develop future leaders from the pool of existing and upcoming talent Structure management and management succession to ensure successful transition Begin selling equity to your firm s next generation of leaders Learn smart strategies for dealing with setbacks along the way The next generation of leaders will shape the future of your firm but collectively they will define the future of the entire advisory industry Firms who succeed in developing their best talent will continue to thrive those who fail will be left with a great car but no driver Getting this right may be one of the most critical points of your career and it isn t something that should be left to chance or gut feeling G2 Building the Next Generation gives you a solid grounded systematic approach for ensuring your firm s long lived success **Turn Your Passions into Profits** Matt McWilliams, 2023-01-10 Create a lifestyle vou love by pursuing your passions and turning profits Turn Your Passions into Profits outlines step by step guidance for turning your passions into a profitable and lasting business Author Matt McWilliams a successful entrepreneur and in

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