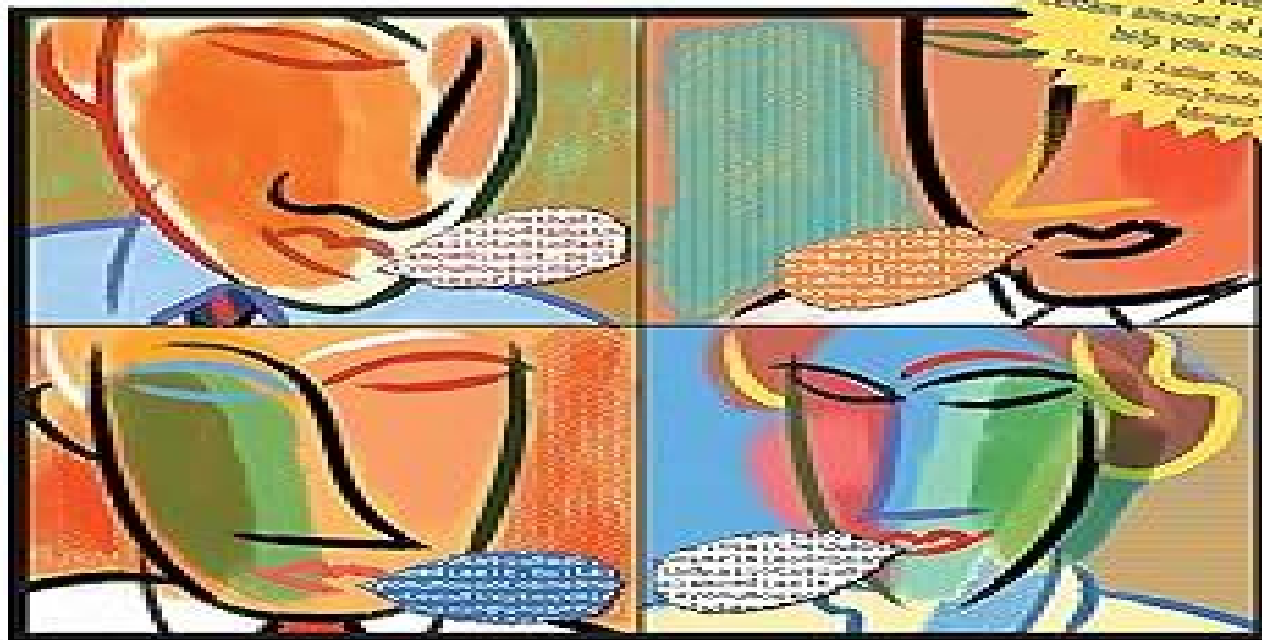


METAPHORICALLY SELLING



How to Use the Magic of Metaphors to
Sell, Persuade, & Explain Anything to Anyone

Anne Miller

Author, "365 Sales Tips for Winning Business"

Metaphorically Selling

Mohammed R. Zawad



Metaphorically Selling:

Metaphorically Selling Anne Miller, 2004 You might say that author Anne Miller is like a homeowner who strikes oil while digging a ditch in the backyard In this book she shares knowledge she refined from more than 20 years of distilling metaphors Her book leaves little doubt that metaphors can fuel the engines of your sales success Its pages are full of colorful persuasive anecdotes and analogies that follow one another like racecars coming out of Turn Four at Daytona If you doubt whether her advice will apply to the rubber meets the road realities of sales just take Miller s ideas out for a test drive Her primary expertise is in presentations not sales which may explain why her roadmap note the extended metaphor to success is so much more creative than most sales advice Miller s book leaves many other tomes in the dust getAbstract com thinks sales professionals who read this book and master the art of the metaphor should get ready to take a victory lap or two

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The Secret Language of Leadership Stephen Denning, 2011-01-07 A Financial Times Best Business Book of the Year A guide to sharpening your narrative intelligence from the Warren Buffett of business communication Chip Heath New York Times bestselling coauthor of *The Power of Moments* In this book the acclaimed author of *The Leader's Guide to Storytelling* introduces the concept of narrative intelligence an ability to understand act and react with agility in the quicksilver world of interacting narratives Stephen Denning shows why this is key to the central task of leadership what its dimensions are and how you can measure it The book's lucid explanations vivid examples and practical tips are essential reading for CEOs managers change agents marketers salespersons brand managers politicians teachers parents anyone who is setting out to change the world Leaders don't just execute strategy they must inspire others to follow This book explains how Financial Times Denning cohesively links the importance of narrative intelligence and telling stories to leadership success Library Journal

I Found Mine Mohammed R. Zawad, 2017-05-11 One man's journey towards finding his passion As most people who finally took the plunge can relate sooner or later you have to stand on the ledge that separates danger and opportunity from security and stagnation It then becomes a question of what direction to jump In *I Found Mine* Mohammed Zawad shares with us the stories that made him Jump Perhaps the most striking thing about this book is Mohammed's talent for incorporating his life experiences and lessons into helping readers to understand his message All the stories are personal and relatable regardless of the reader's background What's noteworthy is how he gives you a glimpse of his personal life the good

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