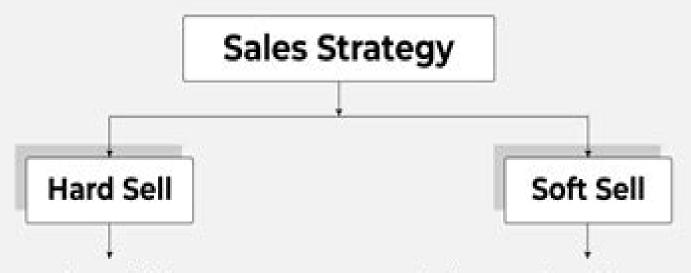
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- · Direct, aggressive, and high-pressure
- Creates a sense of urgency
- Does not focus on customer relationship
- Sells products of low-cost, shorter shelf-life, one-time usage product, and small businesses
- Markets products of huge stocks and less demand
- Uses a rational appeal

- · Indirect, gentle, and low-pressure
- Does not urgethe potential customer
- Extends a long-term relationsip with the customer
- Sell products of long-term, repeated usage, and brands
- Markets products of huge demand and less supply
- Uses a emotional appeal

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Ryan Serhant

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Build It! Run It! Sell It? R.W. "Bill" Crossley,2012-10-26 Build it Run it Sell it is a business book disguised as a humorous novel with a plot that makes for an interesting informative and entertaining read Set in the disparate worlds of sailing aboard luxury yachts and high fashion BIRISI is organized around the framework of the entrepreneurs mantra Build it Run it Sell it into which are woven the imperatives of a successful multi million dollar enterprise and the structuring of a deal that investing angels and green card seekers cant refuse Investigation Relative to Wages and Prices of Commodities United States. Congress. Senate. Select committee on wages and prices of commodities. [from old catalog],1910

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