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Fisher, Susan Shelly, 2001 Looks at personal finance for middle aged persons covering such topics as choosing a financial advisor investments college costs real estate and estate planning *Ready, Set, Sold!* Michael Corbett, 2007-02-27 Michael Corbett appears regularly on national TV and print media and travels the country lecturing to crowds of 25 000 sharing his expertise having made millions buying and selling houses during his twenty plus years in the business With personal tips cost effective techniques and real estate insider secrets *Ready Set Sold* will teach readers how to Add 10 000 to the value of their home in a single weekend Avoid the twelve costliest and most common mistakes Dress and stage their home to make buyers swoon and bid over the asking price Pay no taxes on the sale without breaking the law Complete no cost makeovers that supercharge their selling price Take advantage of the home selling secrets that only real estate agents know Save thousands in commissions and closing costs With before and after photos checklists charts and worksheets *Ready Set Sold* is the book that every home seller MUST read before putting their house up for sale **Selling from Your Comfort Zone** Stacey Hall, 2022-07-26 You don t have to betray yourself or your values to close stellar sales This book introduces a simple formula for a personalized approach to building connections through alignment and problem solving So many salespeople believe that they have to push themselves out of their comfort zones and compromise their values to sell products But as Stacey Hall shows the comfort zone can actually be a power zone that leads to sales satisfaction and success *Selling from Your Comfort Zone* shifts away from pushy and spammy sales tactics and instead shows how you can bring meaning to your role as a salesperson Hall teaches how to remain in alignment with your calling with yourself with what you are selling with your prospects and with what you are saying to your prospects By being aligned with your core values and personality traits you will have more confidence energy and courage to achieve your goals which greatly increases the chances of success Studies reveal that while men generally rely on improving and driving outcomes to close sales women tend to emphasize building connections shaping solutions and collaborating Hall s Alignment Marketing formula combines both skillsets in an easy to follow process for gently expanding your comfort zone to the edge of its safe boundaries By adopting this approach you can stay flexible and resilient in the face of problems and objections that all salespeople encounter along the way **Prepare To Sell Your Company** L.B. Buckingham, 2013-07-25 Selling your company is a trying time similar to selling your house For those unfamiliar with this process the challenging thoughts will be How do I start Who can help me How much can I get for the business Who is most likely to buy it and where do I find them When should I do it This book will answer all your questions Easy to read it covers all the practical aspects of preparing your business for sale It will show you just how a potential acquirer will view a company that is up for sale This will enable you to develop a business profile that will attract buyers and maintain their interest until completion build into the business those aspects that will encourage a buyer to increase their bid This book will take you through the sale process preparation marketing acceptance of offer the due diligence examination the vendor s nightmare successful completion and beyond What you need to do when selling your

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