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Nelson T. Joyner



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How to Write and Sell Simple Information for Fun and Profit Robert W. Bly, 2010-08-31 Packed with income generating ideas about creating a variety of saleable written works this guide includes information for researching and writing effective instructional materials and calling upon a variety of publishing channels including magazines traditional book publishers self publishing and the Internet The mechanics behind becoming a successful writer and information packager are presented in this resource that explores how to write and sell simple information in multiple formats allowing writers to turn specialized knowledge into money making books and products

Selling with Intention Ursula C. Mentjes, 2011-03-24 Every Sales Person and Entrepreneur knows that selling is the key to success but most never achieve their potential even after attending numerous trainings and reading dozens of books Why Most of the training industry focuses on technique without ever addressing the most important part of the sales process what the Sales Person is saying to themselves It doesn't matter how well you implement the concepts and methods if you haven't addressed the beliefs and behaviors that are sabotaging your efforts How we think about selling makes all the difference In *Selling With Intention* Sales Expert and Certified Sales Coach Ursula Mentjes shares the expertise she uses to help clients double their sales revenues in as short as two months Her principles and exercises will help you Transform the way you think about and interact with your target clients the sales process and yourself as a sales person Develop the mindset systems and intentional sales plan you need to significantly increase sales Let go of the fears and limiting beliefs that have been sabotaging your efforts Move forward with a renewed sense of confidence in solving clients problems and Take a quantum leap toward your greatest sales goals

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Sales Scripts that Sell! Teri Kwal Gamble, Michael Gamble, 1992 This book gives both beginning and seasoned salespeople the word tips to power talk their way to success An excellent reference guide for salespeople chock full of tested selling scripts that yield positive results Russel R Taylor DBA Director Taylor Institute for Entrepreneurial Studies College of New Rochelle

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