

spend less, sell more

YOUR ONE-PAGE PLAN
TO CONVERT MORE
LEADS INTO SALES

Nicola Lutz

"If you're in sales (no matter what you
sell), you need to read this book...
Your sales will thank you, your bank
account will thank you and, most
importantly, your clients will thank you."
—Dr. Phil Giff, University of Oregon, Eugene, Oregon



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Financing the Growing Business Thomas John Martin,1980 Marketing and Sales ,1984 *National Union Catalog* ,1982 Includes entries for maps and atlases *Valuing Your Business* Thomas John Martin,Mark R. Gustafson,1980
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George Horrigan,2024 *Work Less Make More and Have Fun in Your Business* shows business owners and leaders how to create a successful thriving and immensely profitable business that is enjoyable to operate while providing the personal freedom they desire *Work Less Make More and Have Fun in Your Business* provides a systematic approach that eliminates the guesswork trial and error and uncertainty associated with growing a business scaling operations and increasing its profitability It addresses all aspects of a business with a step by step approach and practical tools to establish the company owners long for It also addresses the six core areas of an entity with easy to understand straightforward and extremely effective processes that enable business owners and leaders to achieve the goals for their business in less hours than they are currently spending on it By using the noted Structure of Success methodology which is built upon George Horrigan s experience with over 1 200 businesses during the past 21 years *Work Less Make More and Have Fun in Your Business* shows how to seamlessly put all the functions of a company together to obtain the results they want Horrigan shows how to utilize innovation to break through plateaus or operational ceilings they may be incurring beat their competition and grow and scale their profitability while getting it ready for their eventual exit **Subject Catalog** Library of Congress, **Monographic Series** Library of Congress, *Books in Series* ,1985 Vols for 1980 issued in three parts Series Authors and Titles
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