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celebrated author and sales trainer Art Sobczak packs even more powerful insight into what many people fear prospecting by phone for new business This best selling guide to never experiencing rejection again has consistently found its way into the Top 20 in Amazon s Sales category because its actionable sales tips and techniques have helped many minimize their fears and eliminate rejection The newest edition builds upon the very successful formula of the last edition to help sales professionals take control of their strategy and get more yeses from their prospects With new information this info packed release provides powerful sales insights including The foundational concepts of cold calling featuring real life examples you can carry with you into your sales career Multiple case studies and messaging from successful salespeople across the globe providing even more insight into what works and what s a waste of your time New methodologies that are proven to push you past your fear and into the world of successful prospecting Free access to Art Sobczak s Smart Calling Companion Course where he builds on the many techniques and strategies in the book and will update it with new material and tech resources so that you will always have the current best practices and tools If you re failing to convert your prospects into dollars Smart Calling will help you push past the obstacles holding you back until you re an expert at taking a no and turning it into a yes

Stop Complainers and Energy Drainers Linda Byars Swindling, 2013-02-13 Turn constant complainers into productive contributors Constant complainers take up resources time and mental bandwidth in the workplace When you change a culture of complainers to one of contributors you boost morale increase productivity and promote effective communication In short you get more done with less drama In Stop Complainers and Energy Drainers workplace communication expert Linda Swindling shares her expertise in negotiating tough situations in the workplace Discover how to influence others to accomplish your purpose Stop Complainers and Energy Drainers uses scenarios engaging questions and survey results to provide strategies that can be implemented immediately Shows how to identify complainers and time drainers Provides forms to help prepare for discussions suggested language to show up powerfully and encouragement to apply strategies Offers concrete phrases and tactics to refocus a complainer and end unproductive conversations Stop Complainers and Energy Drainers is research driven and focused on how to identify as well as manage conversations with venters complainers whiners and energy drainers With these guidelines for communication you ll see powerful results improved relationships and increased confidence

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Skills Over Degrees: The Entrepreneur's Guide to Building a Business in the Real World Dr. Jerry Yonga, 2025-05-13 Degrees do not build businesses people do In a world obsessed with credentials Skills Over Degrees makes a powerful case for those who build hustle and dream big without waiting for permission from a university wall This book will teach you how to Launch and grow a business without a business degree Convince others to believe in your vision Master selling storytelling and reputation Use tools like Canva ChatGPT and Trello to compete with the best Fund your idea even if the bank says No Whether you are a street vendor a university dropout a side hustler or a curious student this book is your playbook for taking action now Includes Real case studies from Cameroon to California A 3 level Entrepreneurship Curriculum inspired by HND programs Worksheets funding scorecards and a one page business plan Powerful quotes and reflections from entrepreneurs

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relationship management Focusing on the merging and converging of electronic media and the need for branding of media at all levels this highly readable book offers complete coverage of advertising sales for radio television and cable plus the new and emerging mass communication technologies primarily those generated by the Internet Selling Electronic Media is enhanced with review highlights and discussion points and illustrated throughout with visuals used by media outlets to market commercials and their audience reach Students pursuing sales and marketing careers in electronic media and professionals wishing to reinforce their understanding of the merging and converging media environment will find what they need in the pages of this book Winning Nice Dawna Stone, Matt Dieter, 2007-08-29 Radio show host and founder of Her Sports Fitness magazine Dawna Stone shares her recipe for personal and professional success A successful executive entrepreneur athlete and public speaker Dawna Stone credits her incredible success to a simple formula be nice and treat people with respect Her refreshing straightforward approach and insights inspire and motivate women to be themselves while succeeding in business and in life Using real life anecdotes and actionable tips from her personal experiences Stone presents 10 steps to developing interpersonal skills WINNING NICE demonstrates how to build an empowered team how to both lead and follow and how to handle the toughest situations including firing employees sexual harassment and negative coworkers Readers will reap exponential rewards as they progress through their business career just by being nice

People Love You Jeb Blount, 2013-01-22 What you experience is what you remember The more emotional the experience the deeper it is branded into your memory Experience has a massive impact on buying decisions Every touch point every time you or someone in your company engages a customer it creates an experience something they remember When they have a negative experience they tend to vote with their feet and their wallets and head straight to your competitors When customers have positive emotional experiences it anchors them to your brand your product or service and ultimately to you In the twenty first century competitive advantages derived from unique products or services are short lived because competitors are able to quickly and easily duplicate or match your offering Likewise a focus on customer satisfaction and loyalty will no longer give you the competitive edge Delivering a legendary customer experience has emerged as the single most important competitive advantage for companies across all industries In **People Love You** you will learn the real secrets of customer experience including 7 Essential Principles of Customer Engagement 5 Levers for Creating a Legendary Customer Experience The Secret to Bridging the Experience Gap How to Leverage the Pull Strategy to become a Trusted Advisor 2 Most Important Rules for Dealing with Pissed off Customers In a hypercompetitive global marketplace protecting your company's customer base the lifeblood of your business must become your number one priority The rubber hits the road with account managers project managers sales professionals and customer service professionals the people most connected to customers who are on the frontlines of customer experience They build unique and enduring emotional connections with customers that creating long term revenue and profit streams In **People Love You** human relationship guru Jeb Blount gives

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