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Smartstart Your New York Business

Tom Hopkins, Omar Periu



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Readers will learn how to establish a compass they and the rest of their teams can rely on to guide business decisions going forward Topics covered include self analysis as an entrepreneur how to evaluate a business idea how to choose the best structure for a business including working with legal and accounting professionals business communication skills hiring and managing team members prioritization selling skills marketing strategies negotiation skills and how to keep clients happy long term Own this book and you ll have the opportunity to be guided to your own success by two of the best and proven teachers in the business Bob Burg bestselling coauthor of *The Go Giver* and *The Go Giver Influencer* Inside the pages of this masterpiece you ll get the formula for success that gives you the winning edge in the hyper competitive marketplace Jeb Blount CEO of Sales Gravy and author of *Fanatical Prospecting* [Small Business Sourcebook](#) ,2010 [Smart Start-Ups](#)

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