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THE SUCCESSFUL
CLOSING MOVES
IN SALES, BUSINESS,
AND INTERVIEWS

NORMAN KING AUTHOR OF THE FIRST FIVE MINUTES

James W. Pickens

The Last Five Minutes Norman King, 1991 From the author of The First Five Minutes this is a guide to seizing the initiative and setting the tone and the agenda in the critical last five minutes of any business encounter What Self-Made Millionaires Really Think, Know and Do Richard Dobbins, Barrie O. Pettman, 2006-07-06 Bubbling over with useful ideas Independent Hard wired to reality Hype free and brutally honest Business Age Practical down to earth advise of great value to would be entrepreneurs Sir Adrian Cadbury I was hooked A really useful DIY manual for success Personnel Today Exhiliration Fright Bewilerment Exultation Career Development International A Complete toolkit for the ambitious entrpreneur Success happiness and your first million within your grasp The Citizen A gem of a book A source of ideas and inspiration to any manager Professor Richard Teare Oxford Brookes University A good easy read I agree with everything Philip Vale Durham University Business School That depth of understanding entrepreneurial business which can only come from doing it Baron Prestoungrange Co founder MCB University Press Recommended reading for any frustrated executive considering going it alone Gulf Business There are better ways to becoming a millionaire than trudging to your local store to buy a lottery ticket every week The fact is your chances are 14 million to one If you entered the lottery once every week then sure you can expect to win About once in every two hundred and seventy thousand years But still there are those who believe that if they sit and listen as number after number is called out on the TV that this will be their week Their lucky break Then there are those that know that they must do more than watch spinning balls to make their lives a success that in order to do more to have more to become master of their own destiny they must change They must act And this book is for them Enter Richard Dobbins and Barrie O Pettman two self made millionaires who reveal the secrets of their fantastic business achievements and personal fortunes What Self Made Millionaires Really Think Know and Do does not rely on a mystical system flimsy hype or unbelievable get rich quick schemes Instead it offers practical and realistic advice for turning your brilliant ideas into a money making business reality What Self Made Millionaires Really Think Know and Do guides you from business idea to market acclaim You will discover the secrets of real business from thinking creatively and setting clear goals to negotiating skills leadership and liberating time management It is illustrated throughout with superb success stories and anecdotes from the authors remarkable careers Dobbins and Pettman provide a complete toolkit for the ambitious entrepreneur They provide proven methods for getting what you want in life success happiness and your first million It s not an easy walk in the park but if you are serious about dramatically changing your life it s all within your grasp And it s all in Forthcoming Books Rose Arny, 1991 Marketing Information Hiram C. Barksdale, Jac L. Goldstucker, 1995 here Bibliographic Guide to Business and Economics New York Public Library. Research Libraries, 1991 Publishers Directory, 1994 Asia, Inc ,1993 Whitaker's Book List .1991 Whitaker's Books in Print ,1998 Subject Guide to Books in Print ,1975 Motor Age ,1913 Don't Wear Flip-Flops to Your Interview Dr. Paul Powers, 2015-08-17 When it

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