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motiva ional. Este considerat un
adev rat guru al vânz rilor, având la
activ peste 30 de c r i scrise i sute

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de materiale video și audio, ale căror vânzări au depășit orice așteptări. ...

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BRIAN TRACY, unul dintre profesioniștii și instructorii de vârf în vânzări ai zilelor noastre, a instruit

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personal milioane de oameni din lumea intreaga. Sunt oameni care lucreaza in mii de companii din aproape orice sector economic si toti au obtinut rezultate uimitoare.

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pentru cei noroco i, iar pentru noi
este greu de atins. Succesul nu este un
accident sau o întâmplare, este o

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deprins , poate fi învățat de tine,
de către oricine ...

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program de instruire in vanzari din toate timpurile. Acum, programul sau classic pentru success a fost reimprospatat si pus la dispozitia cititorilor in aceasta editie extinsa - o carte care nu trebuie sa lipseasca din ...

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poti aplica principiile enuntate in
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Această carte este un extraordinar ghid - concis, la îndemână, ușor de citit și de pus în practică. Cele 21 de tehnici prezentate de Brian Tracy se vor dovedi utile pentru orice manager conștient de faptul că cea mai valoroasă resursă a oricărei afaceri rămân oamenii. Cartea de fa

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atingi într-un timp record, urmând pas
cu pas un proces de lucru bine pus la
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cum să găsești și să obții ceea ce îți
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95% of what people think, feel and do, is determined by habits. Habits are ingrained but not unchangeable—new, positive habits can be learned to replace worn-out, ineffective practices with optimal behaviors that can cause dramatic,

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immediate benefits to the bottom line. In Million Dollar Habits, Tracy teaches readers how to develop the habits of successful men and women so they too can think more effectively, make better decisions, and ultimately double or triple their income. Readers will learn how to organize their

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finances, increase health and vitality, sustain loving relationships, build financial independence, and take a leadership role to turn visions into reality.

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of Victor in Life, and The Law of Forgiveness. Just like the lonely princess in the fairy tale who was reluctant to lock lips with a warty frog and transform him into a handsome prince, something stops many of us short of attaining our dreams. Our negative thoughts, emotions, and

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attitudes can threaten to keep us from achieving all that we ' re capable of. Here bestselling author and speaker Brian Tracy and his daughter, therapist Christina Tracy Stein, provide a set of practical, proven strategies anyone can use to turn those negative frogs into positive

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princes. Tracy and Stein present a step-by-step plan that addresses the root causes of negativity, helps you uncover blocks that have become mental obstacles, and shows how you can transform them into stepping-stones to achieve your fullest potential. The book distills, in an

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accessible and immediately useful form, what Tracy has presented in more than 5,000 talks and seminars with more than five million people in fifty-eight countries and what Stein has learned through thousands of hours of counseling people from all walks of life. “ There is nothing either

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good or bad, but thinking makes it so, ” the authors quote Shakespeare. The many powerful techniques and exercises in this book will help you change your mindset so that you discover something worthwhile in every person and experience, however difficult and challenging they might

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seem at first. You ' ll learn how to develop unshakable self-confidence, become your best self, and begin living an extraordinary life.

Brian Kurtz is the bridge connecting the bedrock fundamentals of direct response marketing to the state-of-the-

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art strategies, tactics, and channels of today. Overdeliver distills his expertise from working in the trenches over almost four decades to help readers build a business that maximizes both revenue and relationships. Marketing isn't everything, according to Brian Kurtz.

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It's the only thing. If you have a vision or a mission in life, why not share it with millions instead of dozens? And while you are sharing it with as many people as possible and creating maximum impact, why not measure everything and make all of your marketing accountable? That's what

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this book is all about. In the world of direct marketing, Brian Kurtz has seen it all and done it all over almost four decades. And he lives by the philosophy, "Those who did it have a responsibility to teach it." Here's a small sample of what you'll learn: *

The 4 Pillars of Being Extraordinary *

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The 5 Principles of why "Original Source" matters * The 7 Characteristics that are present in every world class copywriter * Multiple ways to track the metrics that matter in every campaign and every medium, online and offline * Why customer service and fulfillment

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are marketing functions * That the most important capital you own has nothing to do with money * And much more Whether you're new to marketing or a seasoned pro, this book gives you a crystal-clear road map to grow your business, make more money, maximize your impact in

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your market, and love what you're doing while you're doing it. Kurtz takes you inside the craft to help you use all the tools at your disposal--from the intricate relationship between lists, offers, and copy, to continuity and creating lifetime value, to the critical importance of multichannel

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marketing and more--so you can succeed wildly, exceed all your expectations, and overdeliver every time.

Offering winning techniques for

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spectacular sales results, the creator of *The Psychology of Selling* shows readers how to conquer fears, read customers, plan strategically, focus efforts on key emotional elements, and close every sale. 30,000 first printing.

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Do you feel like your career exists somewhere between your last sale and your next one? Are you always searching for the way to bridge the gap and create long-term success? Does it seem that somehow your life is only about your ability to perform on the job? For too long you have bought

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into the idea that the business you do and the life you lead are completely separate. What Todd Duncan has learned in his twenty-two years of sales is the polar opposite: When you discover how to connect who you are and what you are about in your selling career, the results will be phenomenal

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and long-lasting. No matter what industry you work in or what type of sales position you hold, adopting the practical principles in High Trust Selling will open the door to a new way of thinking and a life beyond your wildest expectations. “ Long-term sales success happens when high

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trust exists—when you are a trustworthy salesperson running a trustworthy sales business, and when it ' s clear to your clients that you are a person of integrity who will not only do what you say but who also has the means to deliver. ” —Todd Duncan

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Branding on the Eastern Front is both a testimony of how Western-born approaches must adapt to emerging economies, and a crash course in branding and leadership for entrepreneurs, marketers, and

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contemporary consumers of any kind. The late great branding master Wally Olins said in the Foreword to the book "What is fascinating about the work that my very good friend Aneta Bogdan has been doing for the last dozen years or so is that it seeks not only to create brands in a country in

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which they had no existence at all for fifty or more years, but that she has done it with such verve, intelligence and creativity." The book is a premier, Eastern view on the debate around the transformative power of branding, including relevant case studies, and an insight into the emergent corporate

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and entrepreneurial milieus. The author is never average: cynical and idealistic, authoritarian and inspirational-a fresh, break-the-rules storyteller with a speculative and passionate discourse. All in all, the book is a keen practitioner's candid account about the assimilation and

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development of brands and branding in post-communist Eastern Europe and other emergent markets - in a time when Western-born principles of branding are being tried and tested, not only by their new grounds, but also by the changing times.

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positive words of Ziglar to lift you up
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