



The I Hate Selling Book : Business-Building Advice for Consultants, Attorneys, Accountants, Engineers, Architects, and Other Professionals

By Allan Boress

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The I Hate Selling Book : Business-Building Advice for Consultants, Attorneys, Accountants, Engineers, Architects, and Other Professionals By Allan Boress

Most consultants and service professionals can't stand selling. This book provides consultants with proven and painless techniques for building their businesses. It shows how readers can: listen to potential clients, ask questions and evaluate answers effectively; avoid fatal mistakes; differentiate themselves from the competition; conduct a "sales examination"; and sustain and grow their business. Allan Boress is the editor of "Quality Client Service".

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Editorial Review

About the Author

Allan Boress, CPA, CFE, trains more professionals than any other individual in the world (that we can find) in the areas of systematic selling, personal marketing, and client relationship management. Since 1980, Allan has taught these skills to over 150,000 professionals.

Allan's training is the only one of its kind to offer a systematic approach to bringing in more business – an approach that removes the pain and fear of failure and rejection from the sales process forever. An award-winning instructor, Allan has worked with most of the professional firms in the world.

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Why don't make it to be your habit? Right now, try to ready your time to do the important take action, like looking for your favorite book and reading a reserve. Beside you can solve your long lasting problem; you can add your knowledge by the reserve entitled The I Hate Selling Book : Business-Building Advice for Consultants, Attorneys, Accountants, Engineers, Architects, and Other Professionals. Try to face the book The I Hate Selling Book : Business-Building Advice for Consultants, Attorneys, Accountants, Engineers, Architects, and Other Professionals as your good friend. It means that it can being your friend when you really feel alone and beside regarding course make you smarter than ever before. Yeah, it is very fortunated in your case. The book makes you a lot more confidence because you can know anything by the book. So , let's make new experience and knowledge with this book.

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