



Courting Business

Ann Marie Sabath

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Why waste your time chasing after prospects when you can get them to come to you? Most self-proclaimed rainmakers let business drizzle in rather than positioning themselves to experience a downpour. Courting Business gives you the strategies for getting prospects to contact you. Ann Marie Sabath's proven three-step strategy will inspire you to be creative, consistent, and politely relentless in a way that will please even the toughest prospects. This hands-on guide offers tips and techniques for successfully attracting and closing business. With Courting Business, you'll: * Discover the three most important qualities for success. * See why if you're on time, you're late! * Realize how instilling the sense of urgency in your professional style will differentiate you from your competition. * Learn why doing more for fewer people will assist you in developing stronger relationships. * Establish instant rapport with prospects and clients through the use of connectors. * Learn how to overcome the fear of rejection. * Figure out how to turn a "no" today into a "yes" tomorrow. * And much more!

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James Atkinson:

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