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Lei Shi

A red circular graphic with a gradient, appearing as a stylized arrow or a decorative element, positioned to the right of the author's name.

Closer Survival Guide:

The Closer's Survival Guide Grant Cardone, 2015-12-16 The Closer's Survival Guide is perfect for sales people negotiators deal makers and mediators but also critically important for dreamers investors inventors buyers brokers entrepreneurs bankers CEO's politicians and anyone who wants to close others on the way they think and get what they want in life Show me any highly successful person and I will show you someone who has big dreams and who knows how to close The end game is the close *Sell Or Be Sold* Grant Cardone, 2011 Shows that knowing the principles of selling is a prerequisite for success of any kind and explains how to put those principles to use This title includes tools and techniques for mastering persuasion and closing the sale **20 Rules of Closing a Deal** Grant Cardone, Learn to close and you will never be without work and will never be without money Grant Cardone **Failure Is Not an Option** Hydn Rousseau, 2016-02-26 Author Hydn Rousseau's father walked out on him his three siblings and his mother when Rousseau was five years old Most of his daily meals as a young man consisted of bread and sugar water He didn't graduate from high school He was convicted for selling drugs and served eight and a half years in prison But that didn't stop Rousseau from accomplishing his goals and dreams In *Failure is Not an Option* he shares his story of growing up in poverty and how he didn't allow himself to become a victim or blame others for his circumstances He stopped making excuses and took full responsibility for his actions Twenty years later he is a successful family and businessman who volunteers and mentors in the community A story of perseverance dedication and personal transformation this memoir aims to help others tap into their greatness to accomplish goals and dreams *Entrepreneur Voices on Elevator Pitches* The Staff of Entrepreneur Media, 2019-06-18 What Can You Pitch in 60 Seconds Whether you're facing funding sharks or angel investors we've got the keys to crafting that perfect pitch to help you secure the funds you need to launch your startup build your business and achieve your entrepreneurial dreams In this new edition of the Entrepreneur Voices series entrepreneurs venture capitalists and experts from both sides of the board room present the game winning strategies and deal closing tactics you need to succeed Dive in and learn how to Build a business model and financial plan for your new venture Make a great first impression and sell your idea in 60 seconds Connect with the investors most likely to finance your business idea Craft a slide deck that will catch and keep venture capitalists attention Prepare for on the spot questions in the board room See every No as an opportunity to find the perfect Yes Plus gain exclusive insights from stars you've seen on Shark Tank Planet of the Apps Entrepreneur Elevator Pitch and more **Cases on the Interplay Between Family, Society, and Entrepreneurship** Abe, Ethel Ndidiamaka, Abe, Isaac Idowu, 2023-12-01 In the face of a volatile uncertain complex and ambiguous world and unpredictable challenges governments need to be able to detect those changes in real time and quickly test policy responses to determine what works for businesses communities families and individuals Surprisingly families and enterprises have interconnectivity Most Small Medium and Micro Enterprises SMMEs started as household vendors of daily supplies Understanding this linkage and putting them together

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Baseball Coach's Survival Guide Jerry Weinstein,Tom Alston,1998-04 Here is a comprehensive practical resource that makes building a successful baseball program considerably easier for both the new and the experienced coach Included are proven techniques and ready to use materials for virtually every aspect of the coach s job from recruiting to training talent for each position For easy use the Guide is printed in a handy spiral bound format that folds flat and is organized into 15 sections focusing on 15 different coaching concerns Getting Started Recruiting and Tryouts Game Control From Start to Finish Pitching The Pitches Catching General Infield Play Outfield Play Defensive Strategy and Positioning Team Defense Hitting The Short Game Base Running Offensive Strategy and Techniques Scholarships and Professional Baseball Each section is packed with inside tips drills for skill development and winning strategies for a variety of game situations and for dealing effectively with a wide range of problems Here are just a few examples of the ready to use help you ll find Guidelines for setting team goals establishing standards and marinating positive relationships with players and parents Pitching mechanics and skills including the pitching sequence form starting position to landing special issues with right and left handers and insights into various pitches Tested ways to prevent and treat arm soreness 39 defensive play diagrams for cutoffs and relays bunt defense first and third defense and more Techniques and drills to help players improve their hitting in all situations Guidelines for stealing against left and right handed pitchers Tips for helping outfielders establish the proper psyche state of readiness and way to react to the ball And that s not all Baseball Coach s Survival Guide includes nearly 140 photos showing stance position and technique plus 85 reproducible forms checklists and charts for recording progress and performance that can be photocopied for immediate use to help even the most veteran coach save time

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The British National Bibliography Arthur James Wells,2009 *El-Hi Textbooks in Print* ,1981 **El-Hi Textbooks and Serials in Print** ,1986 **Dental Economics** ,1998 **The Unofficial Guide to Cosmetic Surgery** E. Bingo

Wyer,1998-11-20 Americans are becoming more and more dissatisfied with their features and many of these bothersome details are now treatable with cosmetic surgery Consumers are more willing to explore available options to treating these problems but they don t know which ones to trust Written by a health and beauty journalist who has experienced cosmetic surgery first hand this book is the only one that thoroughly guides the reader through all surgical options In this Unofficial Guide readers find out the lowdown on what cosmetic surgery can and can t accomplish the current mini procedures and surgeries explained in detail and the inside scoop on how to cut costs and find the best doctors and facilities *Thrust for Educational Leadership* ,1985 *Bowker's Complete Video Directory* ,2000 *The Publishers' Trade List Annual* ,1988

Reviewing **Closer Survival Guide**: Unlocking the Spellbinding Force of Linguistics

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