



Municipal Engineering Volume 53

By Anonymous

Rarebooksclub.com, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book ***** Print on Demand *****. This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1917 edition. Excerpt: .to tell the truth when it hurts. He must everlastingly present the main issues; the decision must be hammered through on principles. It is desirable that he should know enough about other lines of work, so that he can, without being officious, offer advice wisely on matters concerning the business of the prospective client. After making a man s acquaintance the steps which follow are easier to determine upon. They consist in part of getting his friends to write or see him in your behalf. He is affected most by successful competitors in his own line of business who write or see him and endorse your company. Induce him to write to ten or more of your own recent clients so as to get disinterested opinion from those who have had recent experience with you as to your worthiness. If they come from men...



Reviews

Certainly, this is actually the very best job by any author. It really is rally exciting through studying time. You may like how the blogger write this pdf.

-- Rudolph Jones MD

Completely essential go through ebook. I was able to comprehended almost everything using this created e pdf. You will not sense monotony at anytime of your time (that's what catalogs are for relating to if you request me).

-- Timmothy Schulist