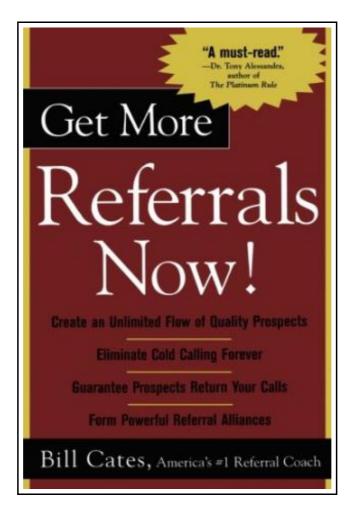
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McGraw-Hill Education - Europe. Paperback. Book Condition: new. BRAND NEW, Get More Referrals Now!: The Four Cornerstones That Turn Business Relationships into Gold, Bill Cates, This book helps you: eliminate cold calling forever; get prospects returning your calls; form powerful referral alliances; and, create an unlimited flow of quality prospects referrals. Selling in today's business environment is more challenging than ever. But the secret to success isn't longer hours and more phone calls; it's getting better referrals. Sales expert Bill Cates' system of referral-based marketing turns every business contact into a relationship - and every relationship into a sales success. You'll learn how to: sell without worrying about Do-Not-Call lists; develop a powerful referral mindset; network strategically for better results; and much more! If you want to bring in more qualified leads and close more sales than you ever imagined, don't work harder, work smarter - with "Get More Referrals NOW!"'In the three months since of implementing Bill Cates' Referral Marketing System, we have experienced an unprecedented increase in sales. Bill Cates' Referral Marketing system works' - Vincent Arena, Executive Vice-President & Chief Administrative Officer, FCLIC. 'The answer to the Do-Not-Call List is the unlimited referrals marketing system[registered] from Bill Cates. In today's environment you need to get connected to the prospect in a compelling way. This system accomplishes that' - Bob Walker, MassMutual Financial Group.'With Bill's powerful system, there are no more cold calls, only warm leads. It's a must-read for anyone in business' - Dr. Tony Alessandra, author of "The Platinum Rule". 'The program Bill delivered 15 months ago has had a lasting impact. Our advisors are acquiring new clients by referrals at a rate that's 40 per cent higher than the national average for our company' - Tim Holland, Field Vice President, "American Express" Financial Advisors. Bill Cates...

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