



Fishing for Leads: Change Your Bait, Sharpen Your Hooks, and Reel in New Business!

By Rick Hill

iUniverse, United States, 2012. Paperback. Book Condition: New. 213 x 137 mm. Language: English . Brand New Book ***** Print on Demand *****.Finding new people to do business with has been, and always will be, the single most important aspect of the sales game. This guidebook provides you with proven strategies to continually develop new business. With these tips, you can learn to walk into a room full of people you've never met before and walk out with several qualified leads. Longtime sales consultant Rick Hill explains how to develop leads regardless of what you are selling; close sales with one short question; identify who to talk with and who to avoid; avoid rookie mistakes that cost you business. By using these tools, you can sell insurance, real estate, advertising space, and any number of other products with confidence. You can also become a better public speaker and discover new ways to use the Internet to increase sales. Praise for Fishing for Leads When Rick tells you how to build a speech, believe him. I've been copying him for years! - Mark Hansen, author of Success 101 for Teens, Dollars and Sense for Winning Financial Life Rick...



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