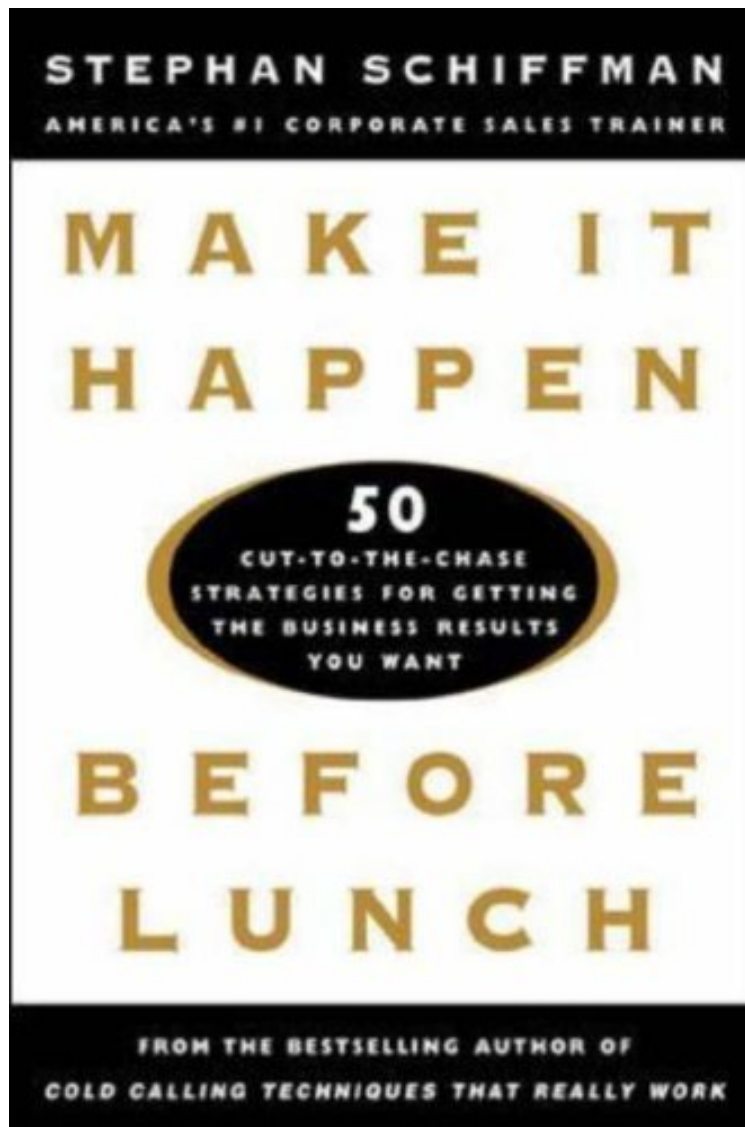


(Free) Make It Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want

Make It Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want

Stephan Schiffman

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Stephan Schiffman : Make It Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want before purchasing it in order to gauge whether or not it would be worth my time, and all praised Make It Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want:

0 of 0 people found the following review helpful. Excellent business and life practices By Alex - Discerning Consumer Stephan is so great at giving practical advice and action steps for being successful in sales and business. I

really like that he pushes you outside of your comfort zone and uses his own experiences as examples. I also think he is very ethical in the way he has done business personally. If I remember one story in this book correctly, he was at one point broke and didn't know where his next paycheck was coming from when he kept dialing and made a sale. Wonderful example! I also have read Cold Calling Techniques That Really Work, and Telesales. 2 of 2 people found the following review helpful. Avoid Failure By Bunson Honeydew I have read a lot of Stephan Schiffman's books. This one is a great guide for keeping you focused on what really matters - getting the sale (or at least the next action). The points flow nicely, and you will learn a lot in a short period of time. It is worth every penny! 0 of 0 people found the following review helpful. Five Stars By Karl Bastian Super book.

Taking his cue from the legendary Hollywood deal maker, Swifty Lazar who once said "Make something happen before lunch," Stephan Schiffman has boiled down his extensive business experience into inspirational lessons that any business professional can use. Now Schiffman focuses his attention on the art of building and maintaining business relationships. Drawing on his lifetime of experience training sales people at Sprint, ATT, American Express, and Chase, Schiffman offers fifty invaluable nuggets of field-tested business advice including: Discover the joy of rejection. Don't take yes for an answer. Remember people live 2 weeks at a time. Don't confuse an obstacle with a tragedy. With each tip providing a fresh insight into overcoming whatever the business world throws at you, Schiffman will change the way you think about business and success.

From the Back Cover Advance Praise for Stephan Schiffman's "Make it Happen Before Lunch" "Stephan Schiffman can make a believer, and a winner, out of almost anyone!" -- Ken and Darla Dolan, hosts of the nationally syndicated radio program "The Dolans" "Required reading for those interested in developing a personal marketing campaign or career plan. In today's economy, that's everyone." -- Leslie Hamilton, coauthor, The 100 Best Nonprofits to Work For "Schiffman is an internationally recognized sales trainer who speaks my language: practice, prospect, present, progress!" -- J. Alexander Hill, VP, Sales and Distribution, Nomadic Display "Steve Schiffman's training is a guaranteed winner. Our sales have increased 200% within six months, thanks to Steve's techniques!" -- Linda Garland-Cowley, Director of Sales and Marketing, Kaiser Permanente [Flap copy] Your very next business appointment, meeting, or phone call may be the one that uncovers the opportunity you were born to pursue; the open door that will finally allow you to turn your major life goal into a reality. Will you recognize that opportunity when you see it? Will you know how to make the very most of it? If you implement each of the strategies in this book, the answer will be "Yes." According to Stephan Schiffman, a renowned corporate consultant who has worked closely with many of the world's top companies and CEOs, there is one key characteristic that all successful people have in common: They sense almost instantly when there is a chance to establish an advantageous business or professional alliance -- and when they recognize such an opportunity, they quickly take steps to move the relationship forward to a Next Step that helps both parties. Schiffman's systems have delivered results for over 450,000 salespeople at companies like Aetna U.S. Healthcare, ATT, Merrill Lynch, MCI/WorldCom, Sprint, Exxon-Mobil, and Lexis-Nexis. In Make It Happen Before Lunch, he offers 50 proven, easy-to-implement strategies that show you exactly how to move ahead to the all-important Next Step in virtually any business relationship. You'll learn how to get your next phone call returned, how to set up a meeting with a reluctant prospect, and how to use a single, simple question to find out exactly where you stand with your contact (and what to do next). Once you learn to use his 50 strategies to make something good happen before lunch, you'll get in the habit of setting something important in motion for the future, each and every business day. That's a habit that pays off handsome dividends. Chock-full of rules, tips, strategies, and anecdotes applicable to virtually every business situation, Schiffman's blueprint for high achievement shows you exactly how to:

- Establish quickly whether your relationship is "alive" and capable of moving forward right now
- Throw the conversational "ball" in a way that dramatically increases the likelihood that the other person will respond positively to your suggestions
- Prioritize your day so you connect with the most promising contacts first
- Act where you want to be, not where you are
- Keep setbacks in perspective
- and be ready to move on at peak effectiveness to the next prospect
- Create a sense of urgency in others about agreeing to a Next Step with you
- Reshape your product, service, or promotion to match what your contact is trying to accomplish

Whether yours is in finance or sales, management or outside consulting, high or not-so-high on the corporate ladder, you'll get more of what you want out of work -- and out of life -- when you let Stephan Schiffman show you how to Make It Happen Before Lunch. ABOUT THE AUTHOR Stephan Schiffman is a leader in motivational and sales training and a sought-after consultant and business strategist. He has been cited as "America's #1 Corporate Sales Trainer" and is acknowledged as the country's foremost expert in the area of prospecting skills. As founder and president of D.E.I. Management Group, he has overseen the training of nearly half a million professionals throughout the world in interactive seminars and workshops. He is the author of the bestselling business classic Cold Calling Techniques That Really Work. His other books include The 25 Habits of Highly Successful Salespeople, Make It Your Business, and The Consultant's Handbook. Mr. Schiffman's systems have been implemented at companies like Aetna U.S. Healthcare, ATT, Merrill Lynch, MCI/WorldCom, Sprint, Exxon-Mobil, and Lexis-Nexis. About the Author Stephan

Schiffman (New York, NY) has been cited as America's #1 Corporate Sales Trainer. He is the author of numerous best-selling books including *Cold Calling Techniques That Really Work* (now in its 4th edition).