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Northwest Territories, Canada. Supreme Court

The Lost Art of Closing Anthony Iannarino,2017-08-08 “Always be closing!” –Glengarry Glen Ross, 1992 “Never Be Closing!” –a sales book title, 2014 “?????” –salespeople everywhere, 2017 For decades, sales managers, coaches, and authors talked about closing as the most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from the “take delivery” close to the “now or never” close. But these tactics often alienated customers, leading to fads for the “soft” close or even abandoning the idea of closing altogether. It sounded great in theory, but the results were often mixed or poor. That left a generation of salespeople wondering how they should think about closing, and what strategies would lead to the best possible outcomes. Anthony Iannarino has a different approach geared to the new technological and social realities of our time. In *The Lost Art of Closing*, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you’ve set it up properly with other commitments that have to happen long before the close. The key is to lead customers through a series of necessary steps designed to prevent a purchase stall. Iannarino addressed this in a chapter of *The Only Sales Guide You’ll Ever Need*—which he thought would be his only book about selling. But he discovered so much hunger for guidance about closing that he’s back with a new book full of proven tactics and useful examples. *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey. For instance, you’ll discover how to:

- Compete on value, not price, by securing a Commitment to Invest early in the process.
- Ask for a Commitment to Build Consensus within the client’s organization, ensuring that your solution has early buy-in from all stakeholders.
- Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns.

The Lost Art of Closing will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and real results.\

Discovery Tools: The Next Generation of Library Research John S. Spencer,Christopher Millson-Martula,2016-03-16 Discovery tools are now becoming more common in the academic library landscape, and more products are now available from vendors. While librarians are advocating and promoting their use by students and faculty, they are also evaluating their searching capabilities, their usefulness, and on-going maintenance requirements. This work is geared to librarians considering the implementation of a discovery tool. As a result, it addresses the selection and implementation of such a tool, its relationship to information literacy and catalog maintenance, usability testing, and assessment. Issues such as database and catalog searching and the quality of searching queries are also addressed. A comprehensive review of the literature serves as a valuable resource. Librarians will appreciate the highly practical nature of the volume as it is enriched by a number of varied case studies. This book was published as a special triple issue of *College & Undergraduate Libraries*.

Continuous Discovery Habits Teresa Torres,2021-05-19 If you haven't had the good fortune to be coached by a strong leader or product coach, this book can help fill that gap and set you on the path to success. - Marty Cagan How do you know that you are making a product or service that your customers want? How do you ensure that you are improving it over time? How do you guarantee that your team is creating value for your customers in a way that creates value for your business? In this book, you'll learn a structured and sustainable approach to continuous discovery that will help you answer each of these questions, giving you the confidence to act while also preparing you to be wrong. You'll learn to balance action with doubt so that you can get started without being blindsided by what you don't get right. If you want to discover products that customers love-that also deliver business results-this book is for you.

Milton's Secret Eckhart Tolle,Robert S. Friedman,2008-11-28 For the first time ever, bestselling author Eckhart Tolle brings the core of his teachings to children, ages 7 to 100. Beautifully illustrated and artfully expressed, this charming story will bring joy to children and their parents for decades to come. Milton, who is about eight years old, is experiencing bullying on the school playground at the hands of a boy named Carter. Because he is being picked on, Milton no longer enjoys going to school. In fact, he dreads each morning because of his fear of Carter. By discovering the difference between Then, When, and the Now, Milton is able to shed his fear of being bullied. Living in the Now, he no longer dreads encountering Carter--and this changes everything. *Milton's Secret* will not only appeal to the millions of adult readers of Tolle's other books, but also to any parent who wants to introduce their children to the core of Tolle's teachings: Living in the Now is the quickest path to ending fear and suffering.

Computational and Structural Approaches to Drug Discovery Robert Stroud,Janet Finer-Moore,2007-10-31 Computational methods impact all aspects of modern drug discovery and most notably these methods move rapidly from academic exercises to becoming drugs in clinical trials... This insightful book represents the experience and understanding of the global experts in the field and spotlights both the structural and medicinal chemistry aspects of drug design. The need to 'encode' the factors that determine adsorption, distribution, metabolism, excretion and toxicology are explored, as they remain the critical issues in this area of research. This indispensable resource provides the reader with:

- * A rich understanding of modern approaches to docking
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Addressing a wide range of uses of protein structures for drug discovery the Editors have created an essential reference for professionals in the pharmaceutical industry and moreover an indispensable core text for all graduate level courses covering molecular interactions and drug discovery.

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The Greatest Human Discovery - of All-Time! Mark Kincaid,2016-03-01 Today, we are in the beginning of the Greatest Human Discovery Of All-Time!Though, if you had guessed Albert Einstein's most profound - Theory of Relativity you would have been wrong.The Greatest Human Discovery Of All-time - actually consists of two such most important and profound 'discoveries'. Sixty years ago now, one lone Vedic seer by the name of Maharishi Mahesh Yogi first - discovered that very unique and unprecedented - easy and effortless technique of consciousness expansion - which he then called that Transcendental Meditation technique.Why this is one of the greatest of all human discoveries - is because this single technique now - is making it possible for millions of people today - to unfold their full human potential -

which is by far, one of the greatest of all such human discoveries. Thirty years later, in 1987 - the Maharishi first also brought out another such life-revelation which he called: Astrology For Enlightenment! This too represents one of the most important of all such human discoveries - because there is still today quite a bit of incompleteness in this ancient, divine science of astrology. Whereas previously, there have been many such different systems - like western and eastern astrology's - now all of these separate and different systems are beginning to be integrated together in one wholeness of astrology. Also, this singular idea of astrology for enlightenment has also become responsible for the greatest breakthrough within this entire field of astrology - which is just how...we're supposed to be able to use our charts to profoundly self-improve and self-develop in this life...Previously, all such traditional astrology's had not been known for such an important self-development perspective. Instead, most such traditional astrology's were only used for their inherent, diagnostic applications. This meant, helping people to discover 'how'.....their personal charts fit them. But, very little such historical astrology's were about 'how'....we're meant to most profoundly self-improve and self-develop...in this life. When we now can combine these two greatest of modern day breakthroughs - in both the fields of consciousness expansion and astrology....We will then have the greatest human discovery ... of all time....because the entire field of human subjectivity....is now complete....For all who'd like to discover HOW to unfold more and more of your latent, unused and hidden potential, now discover how you too can utilize both of these two most intimate aspects of your inner life...and become that much more wise and intelligent person.....you were always meant to become! Sincerely, Mark Kincaid Founder Nature's Astrology - www.naturesastrology.com And teacher of Transcendental Meditation since 1973.

A Discovery of Dragons Lindsay Galvin, 2021-07-06 How to Train Your Dragon meets natural history, with real science, in this story of discovery through one of the lens of one of the most historical voyages in history. It's 1835. Cabin boy Simon Covington is on the voyage of a lifetime to the Galapagos Islands with the world-famous scientist, Charles Darwin. But when Simon falls overboard during a huge storm, he washes up on an unexplored island. Stranded there, he makes a discovery that could change the world. Now it's not just his own survival at stake - the future of an undiscovered species is in his hands. But perhaps, there's one person who could help...Based on the real events of Charles Darwin's legendary voyage, this is a novel that melds science with wonder.

Terra Cognita Eviatar Zerubavel, 2018-04-17 Most of us are fascinated by the conventional storybook account of Christopher Columbus' heroic discovery of America in 1492. Yet, should the credit for discovering America go to a man who insisted it was but a few islands off the shores of China? In Terra Cognita, Eviatar Zerubavel argues that physical encounters are only one part of the complex, multifaceted process of discovery. Such encounters must be complemented by an understanding of the true identity of what is being discovered. The small group of islands claimed by Columbus to have been discovered off the shores of Asia was a far cry from what we now call America. The discovery of the New World was not achieved in a single day but was a slow process--mental as well as physical--that lasted almost three hundred years. By celebrating 1492 as a year of discovery, we inevitably distort the reality of history. In vividly documenting how a slowly emerging New World gradually forced itself into Europe's consciousness, Zerubavel shows that Columbus did not discover America on October 12, 1492. Supplemented by fascinating old maps and a new preface written for this paperback edition, Terra Cognita will be of interest to historians, geographers, cognitive scientists, sociologists, and students of culture.

A Treatise on Equity Jurisprudence John Norton Pomeroy, 1907

3 Hours 33 Minutes in Heaven: NEW DISCOVERY! Now Anyone Can Visit Heaven. Regan Forston, 2020-01-31 It is now possible for anyone in a deeply relaxed state to visit Heaven. This new technique has been used successfully for over 50,000 people so far by the Newton Institute. You have a God Switch within yourself that allows you to do this. Follow Regan on his life's Journey that led up to his miraculous Life Between Lives session. In Heaven he met and communicated with teachers, guides, loved ones and he got answers to many of his questions and advice for completing his life's mission. The certified Newton Institute facilitators are scattered around the globe so you can find one and take the journey to Heaven too.

Buchanan's Journal of Man, 1887

General Motors Corporation v Department of Treasury, 466 Mich 231 (2002), 2002 116984

The Discovery Saga Collection Wanda E. Brunstetter, 2014-11-01 Originally released in a 6-part serial, now you can have The Discovery--A Lancaster County Saga all in one book. Meredith and Luke Stoltzfus, an Amish couple who are faced with the greatest challenge of their young lives. Financial struggles. Arguments. A suspected pregnancy. A last-minute trip to Middlebury, Indiana. A drug addict on the run. A deadly encounter at a Philadelphia bus station. Will their love and faith be enough to bring them back together again, against all odds?

Music Now Geoffrey R. D'Ombrian, 1969

The Historical Magazine and Notes and Queries Concerning the Antiquities, History and Biography of America John Ward Dean, George Folsom, John Gilmary Shea, Henry Reed Stiles, Henry Barton Dawson, 1869

The Territories Law Reports Northwest Territories, Canada. Supreme Court, 1900

Sea of Glory Nathaniel Philbrick, 2004-10-26 A treasure of a book.--David McCullough The harrowing story of a pathbreaking naval expedition that set out to map the entire Pacific Ocean, dwarfing Lewis and Clark with its discoveries, from the New York Times bestselling author of Valiant Ambition and In the Hurricane's Eye. A New York Times Notable Book America's first frontier was not the West; it was the sea, and no one writes more eloquently about that watery wilderness than Nathaniel Philbrick. In his bestselling In the Heart of the Sea Philbrick probed the nightmarish dangers of the vast Pacific. Now, in an epic sea adventure, he writes about one of the most ambitious voyages of discovery the Western world has ever seen--the U.S. Exploring Expedition of 1838-1842. On a scale that dwarfed the journey of Lewis and Clark, six magnificent sailing vessels and a crew of hundreds set out to map the entire Pacific Ocean and ended up naming the newly discovered continent of Antarctica, collecting what would become the basis of the Smithsonian Institution. Combining spellbinding human drama and meticulous research, Philbrick reconstructs the dark saga of the voyage to show why, instead of being celebrated and revered as that of Lewis and Clark, it has--until now--been relegated to a footnote in the national memory. Winner of the Theodore and Franklin D. Roosevelt Naval History Prize

Shark Week Discovery, Martha Brockenbrough, 2016-05-17 Gliding through the water at breakneck speeds--a fin, just skimming the surface of the water. The biggest jaws you've ever seen. These are the iconic images that flash through all our minds when we think of sharks, but there's so much more to know about these majestic predators of the sea. If you're already a fan of the Discovery's phenomenon Shark Week, then you will love this book! From the unique look of the prehistoric Whorl shark, to the hunting techniques of the Great White, all the thrills and chills of Shark Week are now here for year-round reading. Filled with photos, first-hand accounts of shark attacks, and unbelievable facts (Did you know that there are sharks that live in volcanoes?), this book is for every shark fanatic who wants to get even more up close and personal. Now you really can live every week like it's shark week.

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