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David Duford

**The Salesman Who Doesn't Sell** Brian J. Greenberg,2018-01-02 The internet provides a remarkable platform for large and small businesses alike, and learning how to take advantage of this incredible tool can mean more publicity, more customers, and more sales—all with less work for entrepreneurs. A successful SEO marketing professional with decades of experience developing passive-income businesses online, Brian Greenberg—the salesman who doesn't sell—shares his unique, time-honed strategies to drastically increase sales without putting in overtime hours. This book is an indispensable resource for any professional looking to increase business, from doctors to restaurant owners to e-commerce entrepreneurs.

**Founder Brand** Dave Gerhardt,2022-02-15 You're part of an elite group of builders, creators, and innovators who have accomplished something few can claim: you've founded a company. Now the challenge of standing out in the crowd begins-and how you differentiate yourself counts. Building a brand and growing a business can be expensive and time-consuming. But you have a key advantage and secret strategy, one that will set you apart no matter your industry, product, or company size. You have a story, and it's one of your most valuable assets. In *Founder Brand*, marketing expert Dave Gerhardt reveals how to build your brand by positioning yourself as the story, heart, and soul of your business. This is a tactical guidebook that first shows you how to tell your story, then how to put your story to use as a marketing strategy. You'll learn how social media provides a bridge between you and your customers, the platforms that are appropriate for your business, and how to measure results to truly determine value. This book is the ultimate resource for founders, CEOs, and marketing teams trying to find their company's niche, strategize for the future, and create brand awareness that establishes the credibility and trust your products deserve.

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**The Official Guide to Selling Final Expense Insurance** David Duford,2016-04-05 The Most Comprehensive Guide To Successfully Selling Final Expense Life Insurance - From The Perspective Of A Time-Tested, In-The Trenches, Final Expense Agent!With more people now than ever interested in selling final expense life insurance, it is now more important than ever to develop a comprehensive approach to lead generation, prospecting, presenting, and closing final expense life insurance business. Taking his own experience successfully selling final expense burial insurance and from his

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*Health Economics* Jay Bhattacharya, Timothy Hyde, Peter Tu, 2018-10-19 Comprehensive in coverage this textbook, written by academics from leading institutions, discusses current developments and debates in modern health economics from an international perspective. Economic models are presented in detail, complemented by real-life explanations and analysis, and discussions of the influence of such theories on policymaking. Offering sound pedagogy and economic rigor, *Health Economics* focuses on building intuition alongside appropriate mathematical formality, translating technical language into accessible economic narrative. Rather than shying away from intellectual building blocks, students are introduced to technical and theoretical foundations and encouraged to apply these to inform empirical studies and wider policymaking. *Health Economics* provides: - A broad scope, featuring comparative health policy and empirical examples from around the world to help students relate the principles of health economics to everyday life - Coverage of topical issues such as the obesity epidemic, economic epidemiology, socioeconomic health disparities, and behavioural economics - A rich learning resource, complete with hundreds of exercises to help solidify and extend understanding. This book is designed for advanced undergraduate courses in health economics and policy but may also interest postgraduate students in economics, medicine and health policy. Accompanying online resources for this title can be found at [bloomsburyonlineresources.com/health-economics](https://bloomsburyonlineresources.com/health-economics). These resources are designed to support teaching and learning when using this textbook and are available at no extra cost.

**The Ultimate Small Business Guide** Editors Of Perseus Publishing, 2004-01-08 In the United States, over 1.7 million startups were registered in 2001. The dream of owning, launching, and managing your own business is alive and well. With so many details to address and challenges and obstacles to overcome, where can entrepreneurs turn to find solid, authoritative, and up-to-date information? The Entrepreneur's Bible is one-stop shopping for anyone thinking of taking the entrepreneurial plunge or looking to grow an already established business. Expanding upon the dynamic database developed for *Business: The Ultimate Resource*, *The Entrepreneur's Bible* includes a wealth of insightful tools and information, and success stories and interviews from entrepreneurs who have experienced the joys and frustrations of business ownership firsthand. Covering all aspects of business creation and growth-from planning to launching to managing to growing-*The Entrepreneur's Bible* will be an essential resource for business owners, whether you're a company of 1 or 1000.

*The Official Guide To Selling Insurance For New Agents* David M Duford, 2019-11-04 The Most Comprehensive Guide To Successfully Starting Your Insurance Sales Career... No Matter What Insurance Product You Sell... From The Perspective Of A Top Producing Insurance Agent And National Trainer! Did you know that the ugly truth of insurance sales is that over 90% of new agents FAIL within their first 12 months of getting their license? The sad truth is that insurance sales is TOUGH, and to succeed, you must have a strategy in place to avoid becoming another statistic. Taking his own experience succeeding AND failing out of insurance sales, David Duford has designed this guide to help new insurance agents navigate the most common pitfalls to selling insurance so you can improve your odds of a successful, lucrative career. *The Official Guide To Selling Insurance For New Agents* provides the blueprint to optimizing your new career as an insurance agent. This handbook explains: 1) How to avoid failure and achieve success. 2) How to select the best insurance product to sell. 3) How to identify and avoid joining agencies who are NOT working in your best interest. 4) A crash-course in understanding how to become a top-producing insurance agent.

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