

Zamurai Mobile Whiteboard

Freeman Publications

Mastering Technical Sales: The Sales Engineer's Handbook, Third Edition John Care, Aron Bohlig, 2014-07-01 Every high-tech sales team today has technical pros on board to “explain how things work,” and this success-tested training resource is written just for them. This newly revised and expanded third edition of an Artech House bestseller offers invaluable insights and tips for every stage of the selling process. This third edition features a wealth of new material, including new chapters on business-driven discovery, white boarding, trusted advisors, and calculating ROI. This invaluable book equips new sales engineers with powerful sales and presentation techniques that capitalize on their technical background—all spelled out step-by-step by a pair of technical sales experts with decades of eye-popping, industry-giant success under their belt.

Aplikasi-Aplikasi Paling Top untuk iPad & iPhone Jubilee Enterprise, 2014-01-27 Ada ratusan ribu aplikasi di Apple Store. Namun hanya ratusan aplikasi saja yang paling menarik, Anda butuhkan, dan paling penting untuk mendukung pekerjaan dan minat sehari-hari. Nah, daripada Anda menginstal dan menghapus aplikasi-aplikasi yang telah terpasang itu satu demi satu, akan lebih baik jika Anda membaca buku ini. Di dalamnya Anda akan menemukan aplikasi-aplikasi iPad/iPhone yang dianggap paling menarik, penting, dan mendukung pekerjaan, serta aktivitas sehari-hari. Aplikasi yang dibahas dibagi dalam 15 kategori dan Anda akan menemukan aplikasi-aplikasi menarik, seperti aplikasi untuk mengukur luas pekarangan (tanah), aplikasi untuk para backpacker, penghitung diskon di supermarket, aplikasi untuk menari Zumba Dance, mengecek performa mobil, mencatat seberapa cepat kita berlari, mendengar lagu yang berbeda di headphone kanan dan kiri, dan sebagainya. Buku ini akan mengefisienkan proses seleksi terhadap aplikasi-aplikasi yang ada di dunia Apple Store. Anda tidak perlu lagi menginstal dan menghapus aplikasi satu demi satu hanya untuk menemukan aplikasi yang paling bagus. Cukup baca buku ini dan Anda akan menemukan aplikasi yang terbaik dari aplikasi yang telah disediakan Apple.

The Complete Idiot's Guide to Screenwriting Skip Press, 2000 Provides advice for aspiring screenwriters on how to write scripts for television and motion pictures, including what topics are popular, how to rework scenes, and how to sell screenplays in Hollywood.

Traffic Secrets Russell Brunson, 2023-07-25 Master the evergreen traffic strategies to fill your website and funnels with your dream customers in this timeless book from the \$100M entrepreneur and co-founder of the software company ClickFunnels. The biggest problem that most entrepreneurs have isn't creating an amazing product or service; it's getting their future customers to discover that they even exist. Every year, tens of thousands of businesses start and fail because the entrepreneurs don't understand this one essential skill: the art and science of getting traffic (or people) to find you. And that is a tragedy. Traffic Secrets was written to help you get your message out to the world about your products and services. I strongly believe that entrepreneurs are the only people on earth who can actually change the world. It won't happen in government, and I don't think it will happen in schools. It'll happen because of entrepreneurs like you, who are crazy enough to build products and services that will actually change the world. It'll happen because we are crazy enough to risk everything to try and make that dream become a reality. To all the entrepreneurs who fail in their first year of business, what a tragedy it is when the one thing they risked everything for never fully gets to see the light of day. Waiting for people to come to you is not a strategy. Understanding exactly WHO your dream customer is, discovering where they're congregating, and throwing out the hooks that will grab their attention to pull them into your funnels (where you can tell them a story and make them an offer) is the strategy. That's the big secret. Traffic is just people. This book will help you find YOUR people, so you can focus on changing their world with the products and services that you sell.

Dotcom Secrets Russell Brunson, 2020-04-07 Master the science of funnel building to grow your company online with sales funnels in this updated edition from the \$100M entrepreneur and co-founder of the software company ClickFunnels. DotCom Secrets is not just another how-to book on internet marketing. This book is not about getting more traffic to your website--yet the secrets you'll learn will help you to get exponentially more traffic than ever before. This book is not about increasing your conversions--yet these secrets will increase your conversions more than any headline tweak or split test you could ever hope to make. Low traffic or low conversion rates are symptoms of a much greater problem that's a little harder to see (that's the bad news), but a lot easier to fix (that's the good news). What most businesses really have is a funnel problem. Your funnel is the online process that you take your potential customers through to turn them into actual customers. Everyone has a funnel (even if they don't realize it), and yours is either bringing more customers to you, or repelling them. In this updated edition, Russell Brunson, CEO and co-founder of the multimillion-dollar software company ClickFunnels, reveals his greatest secrets to generating leads and selling products and services after running tens of thousands of his own split tests. Stop repelling potential customers. Implement these processes, funnels, frameworks, and scripts now so you can fix your funnel, turn it into the most profitable member of your team, and grow your company online.

Copywriting Secrets Jim Edwards, 2023-06-06 What if you could sell anything to anyone? Nobody is born knowing how to sell. But the truth is, you can learn how to sell more . . . a LOT more . . . when you discover the right words that make people buy. Copywriting is selling. Whether online, offline, in video, direct mail, on Facebook, or from the stage, copywriting is how you put words together that make people click, call, or pull out their wallets and buy from you. Whether you're a coach, author, funnel hacker, e-commerce seller, or real estate agent, your ability to create sales copy that drives people to buy determines your paycheck, your lifestyle, and your family's future. In the fast-paced, attention-starved, social media-driven world of business today, two facts about your ability to create sales messages (copywriting) stand out: Fact #1: Great Copywriting = Incredible lifestyle, plenty of money, and freedom! Fact #2: Poor Copywriting = Struggle forever and die poor! Putting The Right Words On Paper And Online Is The Single Most Profitable Skill Everyone Can Learn. This book teaches you street-smart copywriting, which means this book teaches you how to get results today. (Because we all need to make more sales today . . . not tomorrow, not next week!) If you've tried to write ads, emails, and sales letters for your business before and failed, this book is for you. If you need to make more sales -- no matter what you sell or who you sell it to -- this book is for you. Bottom Line: If you want to make a lot more money, have a lot more time off, and enjoy a lot more freedom, this book is for you . . . especially if you're not making as many sales as you want to right now.

Million Dollar Maverick Alan Weiss, 2016-10-14 When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In Million Dollar Maverick, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they love and are great at and find a way to sell it to people. They do not--contrary to conventional wisdom--chase money. They attract money. And most of all they think differently, act decisively--and, if talent and timing are with them, succeed quickly. Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and Million Dollar Tips, not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success

Email Persuasion Ian Brodie, 2013-11-13 A results getting tour de force. This is simply the best book on email marketing I have ever read. Howard Lothrop Email Persuasion: The Step-By-Step Guide to Attracting More Clients and Winning More Sales With Email Marketing Business fads come and go, but Email Marketing has consistently outperformed all other marketing strategies. In Email Persuasion, marketing expert Ian Brodie reveals the techniques that are working right now to allow professionals and small businesses to connect with potential clients, build trust-based relationships and generate more sales through email. Inside the book you'll discover: The Customer Insight Mapping technique for building deep understanding of what your clients need and what will motivate them to buy from you. 6 surefire subject line models that will get your emails opened and read. The optin formula for getting the right people to subscribe to your emails (and how to accelerate the growth of your subscriber list). How to engage AND persuade with your emails so that you build a loyal 'fan base' ready to buy from you. The advanced techniques for turning email subscribers into paying clients (and why accepted wisdom on selling in emails is almost all wrong). We've seen a threefold increase in leads and we've won several new clients. Adrian Willmott Email Persuasion lays out a clear blueprint for building an engaged subscriber base, building credibility and trust through your emails and converting your subscribers into paying clients. No jargon. No fluff. Just practical, real-world strategies that deliver results. Pick any one idea from this amazing collection of rock solid common sense on email marketing and just do it! Quite simply, it works! Tony

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The Productivity Project Chris Bailey,2016-01-05 A fresh, personal, and entertaining exploration of a topic that concerns all of us: how to be more productive at work and in every facet of our lives. Chris Bailey turned down lucrative job offers to pursue a lifelong dream—to spend a year performing a deep dive experiment into the pursuit of productivity, a subject he had been enamored with since he was a teenager. After obtaining his business degree, he created a blog to chronicle a year-long series of productivity experiments he conducted on himself, where he also continued his research and interviews with some of the world's foremost experts, from Charles Duhigg to David Allen. Among the experiments that he tackled: Bailey went several weeks with getting by on little to no sleep; he cut out caffeine and sugar; he lived in total isolation for 10 days; he used his smartphone for just an hour a day for three months; he gained ten pounds of muscle mass; he stretched his work week to 90 hours; a late riser, he got up at 5:30 every morning for three months—all the while monitoring the impact of his experiments on the quality and quantity of his work. The Productivity Project—and the lessons Chris learned—are the result of that year-long journey. Among the counterintuitive insights Chris Bailey will teach you: · slowing down to work more deliberately; · shrinking or eliminating the unimportant; · the rule of three; · striving for imperfection; · scheduling less time for important tasks; · the 20 second rule to distract yourself from the inevitable distractions; · and the concept of productive procrastination. In an eye-opening and thoroughly engaging read, Bailey offers a treasure trove of insights and over 25 best practices that will help you accomplish more.

How to Sell Anything to Anybody Joe Girard,2006-02-07 Joe Girard was an example of a young man with perseverance and determination. Joe began his working career as a shoeshine boy. He moved on to be a newsboy for the Detroit Free Press at nine years old, then a dishwasher, a delivery boy, stove assembler, and home building contractor. He was thrown out of high school, fired from more than forty jobs, and lasted only ninety-seven days in the U.S. Army. Some said that Joe was doomed for failure. He proved them wrong. When Joe started his job as a salesman with a Chevrolet agency in Eastpointe, Michigan, he finally found his niche. Before leaving Chevrolet, Joe sold enough cars to put him in the Guinness Book of World Records as 'the world's greatest salesman' for twelve consecutive years. Here, he shares his winning techniques in this step-by-step book, including how to: o Read a customer like a book and keep that customer for life o Convince people reluctant to buy by selling them the right way o Develop priceless information from a two-minute phone call o Make word-of-mouth your most successful tool Informative, entertaining, and inspiring, HOW TO SELL ANYTHING TO ANYBODY is a timeless classic and an indispensable tool for anyone new to the sales market.

The Only Bitcoin Investing Book You'll Ever Need: An Absolute Beginner's Guide to the Cryptocurrency Which Is Changing the World and Your Finances in Freeman Publications,2021-02-23 If you feel like you've missed the boat on Bitcoin. Think again... Because while Bitcoin continues to hit all time highs, this book will show you it's not too late to invest in Digital Gold What was once a fringe currency only used by a dark corner of the web... is now the fastest growing financial asset on Earth. And this is just the beginning... You see, we are still in just the 2nd inning of Bitcoin as a financial entity. So while no financial vehicle is making people rich as quickly as Bitcoin... Less than 10% of Americans and 2% of the worldwide population owns it. But now, the major players are taking an interest. Like Billionaire Hedge Fund owner Paul Tudor Jones Internet pioneer Tim Draper, who was an early investor in companies like Hotmail, Tesla and Robinhood. And CEO of Social Capital, Chamath Palihapitiya, who predicts Bitcoin will be worth \$1 million within the next 15 years. So even if you've been unconvinced thus far, this book will give you the straight facts on Bitcoin as a financial asset... without any of the hype or noise. Here is just a fraction of what you will discover: - The surprisingly small amount of Bitcoin you need to join the top 1% of Bitcoin owners worldwide - Page 15 - How a complete technophobe can buy Bitcoin is less than 5 minutes - Page 65 - 5 Billionaires who believe Bitcoin has a part to play in the world economy - Page 16 - Is Bitcoin a legitimate currency? Answered on page 32 - A simple way to automate your Bitcoin purchases so you can take advantage of dollar cost averaging - Page 66 - The exact percentage of Bitcoin transactions that are used for illegal activities. Anti-Bitcoiners get this wrong all the time - Page 51 - Why you should never use Robinhood to buy Bitcoin - Page 70 - The downside of purchasing Bitcoin funds like GBTC - Page 71 - How much of your portfolio should you dedicate to Bitcoin? Our one size fits all solution is on page 102 Plus free video tutorials for safely buying and storing Bitcoin on Page 7 This is not a 600 page theoretical book which you need a math degree to understand. Written in plain English and free from repetitive technical jargon. Every single piece of financial and technical terminology is clearly defined inside. You'll find easy-to-follow advice on how to buy and store Bitcoin yourself... without having to pay expensive fees to middlemen. For everyone who feels frustrated after watching Bitcoin soar in price... this is your chance to get in while the going is good. And not feel like you missed the boat... So even if you're never read a single finance or investing book in your life, you will immediately understand how to become a successful long-term investor. To kickstart your Bitcoin journey today, scroll up and click add to cart

Invisible Selling Machine Ryan Deiss,2015-03-09

You Are The Brand Mike Kim,2021-06-08 An inspiring and practical guide to help corporate professionals start, run, and grow a side-hustle into a full-time personal brand business as a coach, consultant, or creator.

Stillness Is the Key Ryan Holiday,2019-10-01 Instant #1 New York Times Bestseller & Wall Street Journal Bestseller In *The Obstacle Is the Way* and *Ego Is the Enemy*, bestselling author Ryan Holiday made ancient wisdom wildly popular with a new generation of leaders in sports, politics, and technology. In his new book, *Stillness Is the Key*, Holiday draws on timeless Stoic and Buddhist philosophy to show why slowing down is the secret weapon for those charging ahead. All great leaders, thinkers, artists, athletes, and visionaries share one indelible quality. It enables them to conquer their tempers. To avoid distraction and discover great insights. To achieve happiness and do the right thing. Ryan Holiday calls it stillness--to be steady while the world spins around you. In this book, he outlines a path for achieving this ancient, but urgently necessary way of living. Drawing on a wide range of history's greatest thinkers, from Confucius to Seneca, Marcus Aurelius to Thich Nhat Hanh, John Stuart Mill to Nietzsche, he argues that stillness is not mere inactivity, but the doorway to self-mastery, discipline, and focus. Holiday also examines figures who exemplified the power of stillness: baseball player Sadaharu Oh, whose study of Zen made him the greatest home run hitter of all time; Winston Churchill, who in balancing his busy public life with time spent laying bricks and painting at his Chartwell estate managed to save the world from annihilation in the process; Fred Rogers, who taught generations of children to see what was invisible to the eye; Anne Frank, whose journaling and love of nature guided her through unimaginable adversity. More than ever, people are overwhelmed. They face obstacles and egos and competition. *Stillness Is the Key* offers a simple but inspiring antidote to the stress of 24/7 news and social media. The stillness that we all seek is the path to meaning, contentment, and excellence in a world that needs more of it than ever.

Million Dollar Habits Brian Tracy,2017-09-12 95% of what people think, feel and do, is determined by habits. Habits are ingrained but not unchangeable—new, positive habits can be learned to replace worn-out, ineffective practices with optimal behaviors that can cause dramatic, immediate benefits to the bottom line. In *Million Dollar Habits*, Tracy teaches readers how to develop the habits of successful men and women so they too can think more effectively, make better decisions, and ultimately double or triple their income. Readers will learn how to organize their finances, increase health and vitality, sustain loving relationships, build financial independence, and take a leadership role to turn visions into reality.

Joe Girard's 13 Essential Rules of Selling: How to Be a Top Achiever and Lead a Great Life Joe Girard,2012-11-16 The World's Greatest Salesman Reveals the Techniques of His Astounding Success This newest book from sales phenomenon JOE GIRARD--The 13 Essential Rules of Selling--

provides all the ammunition you need to succeed in an economy where budgets are being slashed and decision makers are scared to spend. Named the official world's greatest salesman by Guinness World Records, Girard covers everything from maintaining a positive attitude and staying organized to dressing appropriately, telling the truth, and making clients' needs and wishes priority one. WHY JOE GIRARD IS #1 . . . JUST A FEW RAVES: Fantastic! The auditorium was jam-packed. They were sitting in the aisle! . . . Inspirational! -- Harvard Business School It takes guts to be an entrepreneur. In that quest, Joe Girard's riveting book will empower you to become tomorrow's entrepreneurial legend. -- Warren E. Avis, founder, Avis Rent-A-Car [Girard is] the consummate salesman! -- Forbes Girard captures the essence of rising to the top in any endeavor: Set ambitious goals and visualize success, work hard, persevere, and stick to your principles. -- Mary Kay Ash, founder and Chairman Emeritus, Mary Kay Cosmetics, Inc.

Will it Fly? Pat Flynn,2016 The author shares a series of tests along with insights from entrepreneurs on how to investigate the viability of a new business idea before trying to launch the business.

The Robert Collier Letter Book Robert Collier,2021-03-04 Robert Collier was decades ahead of his time in writing down ways for man to improve his lot in life. He wrote Secret of the Ages during an active and successful life developed upon basic ideas which opened up new vistas of living for countless multitudes of people. Brought up to be a priest, he worked as a mining engineer, an advertising executive and a prolific writer and publisher. The Robert Collier Letter Book earned Robert Collier the distinction of being one of the greatest marketing minds in history. Robert Collier sales letters were successful because he wrote to his readers' needs. As an expert in marketing, his sales savvy and writing expertise placed hundreds of millions of dollars in his clients' pockets.

Just Sell the Damn Thing Dan Doberman,2017-10-13 Are You Only Making A Fraction Of The Income You Could And Should Be Making? Has finding a steady, predictable and reliable way of getting new customers been a constant struggle? Are you tired of always grinding it out... with almost ZERO results to show for all your gut busting effort... with no end in sight? Just Sell The Damn Thing shows you how to accelerate your company's growth and how do it in a way that makes a lot of money FAST. Through stories from his 30 years as a serial entrepreneur plus dozens of practical tips, Dan shows you the fastest and most effective way to get a FLOOD of new customers, build your business and make the highest possible profits... WITHOUT... - Giving away free stuff - Complicated multi-step funnels - Endless auto responder sequences - Surveys - Content marketing - Social media - Blogging - And all the other grunt work driving you crazy and producing little to no money! If you desire to achieve all your goals and finally realize the dream lifestyle that you got into business for in the first place... then this is the book for you.

Way of the Wolf Jordan Belfort,2017-09-26 Jordan Belfort—immortalized by Leonardo DiCaprio in the hit movie The Wolf of Wall Street—reveals the step-by-step sales and persuasion system proven to turn anyone into a sales-closing, money-earning rock star. For the first time ever, Jordan Belfort opens his playbook and gives you access to his exclusive step-by-step system—the same system he used to create massive wealth for himself, his clients, and his sales teams. Until now this revolutionary program was only available through Jordan’s \$1,997 online training. Now, in Way of the Wolf, Belfort is ready to unleash the power of persuasion to a whole new generation, revealing how anyone can bounce back from devastating setbacks, master the art of persuasion, and build wealth. Every technique, every strategy, and every tip has been tested and proven to work in real-life situations. Written in his own inimitable voice, Way of the Wolf cracks the code on how to persuade anyone to do anything, and coaches readers—regardless of age, education, or skill level—to be a master sales person, negotiator, closer, entrepreneur, or speaker.

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