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In this book, Anthony Parinello/sales guru and trainer to over one million salespeople/presents tried-and-true techniques for getting invited back for a second interaction with potential prospects and customers. This three-part book uses the sort of practical feet-in-the-street style that Parinello's followers love to teach salespeople the down-to-earth how-to's of getting the second appointment and performing Parinello's proven [two-call close.]

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This book is about breaking up that stagnation by getting more second appointments. This book is about specific skills that will help you schedule a higher percentage of second meetings with the people you meet for the first time. 1 SUCCESS AND YOUR SALES CAREER c01.qxd 1/21/04 11:36 AM Page 1

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In this book, Anthony Parinello—:sales guru and trainer to over one million salespeople—presents tried-and-true techniques for getting invited back for a second interaction with potential prospects and customers. This three-part book uses the sort of practical feet-in-the-street...

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How can salespeople navigate the obstacle course of administrative assistants, lower-level executives, and corporate guardians to reach their objective? This book offers innovative ideas and street-smart moves to reach the decision-makers in any organisation.

The author of the bestseller Selling to VITO returns with a 10-step plan for getting to the Very Important Top Officer's top of mind, top of wallet, and top of their "to-do" list Anthony Parinello's Selling to VITO introduced salespeople everywhere to the Very Important Top Officer-and taught them the precise steps of how to sell to the person with the ultimate veto power. Now, Parinello returns with Getting to VITO, a one-of-a-kind sales resource that offers proven, best-practices advice on how-to get into VITO's head, get into their budgets, and get on their team as a "trusted advisor." Based on Parinello's own extensive sales experience-as well as the experiences of the more than one million salespeople who've studied his VITO process-Getting to VITO shows salespeople how to: * Find and pre-qualify the real VITO * Establish real value in VITO's eyes * Cut to the chase with seven different correspondence modalities * Disarm every first-call objection a salesperson may encounter * Deliver the show-stopper "elevator" pitch for every industry * One-on-one coaching from Parinello's own professional coach! Anthony Parinello (San Diego, CA) is the country's foremost expert on selling to top officers. His bestselling book and audiotape program Selling to VITO (The Very Important Top Officer) has sold more than 500,000 copies. Parinello's Secrets of VITO: Think and Sell Like a CEO was a Wall Street Journal bestseller and his most recent book Getting the Second Appointment has been accepted by his following as the new sales process of "choice."

Andrew McCarthy grows concerned for his family after he catches a young man, Zachary Denton, photographing his daughter, Grace McCarthy, and other children at a park. To his dismay, Zachary talks his way out of trouble when he's confronted by the police. He hopes that's the end of it. Then he finds Zachary at a diner and then at a grocery store. He knows their encounters aren't coincidences. And just as Andrew prepares to defend his family, Grace vanishes. As the police search stalls and the leads dry up, Andrew decides to take matters into his own hands. He starts by searching for sex offenders in the area and researching enhanced interrogation techniques... He convinces himself he'll do anything to rescue his daughter, unaware of the pure evil he'll face in his journey. He's willing to hurt-to torture-anyone to save his family. Jon Athan, the author of Into the Wolves' Den and The Abuse of Ashley Collins, delves into the underworld of internet predators in this disturbing horror novel. Are your children safe? WARNING: This book contains graphic content. Reader discretion is advised.

Discover the Sales Secrets of Corporate America's Top Movers and Shakers! At a time when integrity of America's corporate leaders is in question and their business practices are under intense scrutiny, bestselling author Anthony Parinello takes us inside the minds of principled CEOs in his new book Secrets of VITO: Think and Sell Like a CEO. Packed with proven, street mart strategies, tactics, and lessons from the best minds in business, this must- have guide for anyone who sells reveals how top-selling CEOs sell their prospects, customers, partners, employees, stockholders, and themselves. You'll discover: How to think strategically and act tactically The operating principles behind the way ethical CEOs sell The 10 commandments of CEOs who sell How CEOs handle objections How CEOs increase loyalty from existing customers 25 ways to diagnose prospects With over 28 years of award-winning sales performance, Anthony Parinello is the country's foremost expert on selling to top decision- makers. Over 1 million business professionals and 65 of the Fortune 100 have embraced his techniques. Now you can, too.

Join Larry, Bob, and all the other VeggieTales® characters as they learn how to help others in these four exciting adventures Each story in this collection uses humor and heart to convey important lessons about having good manners, helping others, listening, and sharing. This handy case with a sturdy handle includes the 4 books shown here.

One of today's most innovative sales trainers reveals how to be a consistent top producer while avoiding the dreaded cold call It's time to hang up on cold calling, asserts Tony Parinello. The renowned sales trainer introduces proven tools and techniques that make such telephone torture unnecessary, teaching sales professionals how to master a powerful four-step process he calls "Identify, Contact, Present, Sell" to reel in new clients. Parinello's approaches will work for anyone who loves to sell but hates the grind of "smiling and dialing." Instead, he explains how to: Identify and contact the very ripest prospects in far less time than via cold calling Rake in much more business from current customers without ever "pestering" Catapult up the sales chart with presentation and closing skills used by sales superstars

When Kirby, Bitsy, and their parents inherit an unusual and very pink motel in Florida, they find it filled with eccentric characters, mystery, and adventure.