

# Power Referrals: The Ambassador Method For Empowering Others To Promote Your Business And Do The Selling For You - Andrea Sittig-rolf

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Build your own personal sales force--without spending any money! Sales guru Andrea Sittig-Rolf pushes referral marketing to the next level with her proven Ambassador Method. Power Referrals teaches her step-by-step process of winning over and deploying an army of referral-givers that go out and actually do the selling for you--freeing up the time you need to grow your business. You'll learn how to: Employ the ACT (Acquire, Cultivate, Teach) principle to build your Ambassador sales force Convince referral-givers that your gain is their gain Provide Ambassadors with the tools to promote and sell for you Leverage Ambassadors to close more business than you thought possible Comes with bonus online material for each chapter Follow Andrea Sittig-Rolf's strategies and you'll soon find both your personal and business lives improving exponentially." -Tom Hopkins, sales trainer and author of How to Master the Art of Selling" Andrea Sittig-Rolf's new book will unquestionably help you win more Ambassadors, which will give you an edge on your competition and substantially increase your sales and profits." -Dr. Tony Alessandra, author of The Platinum Rule Wow, Andrea nailed it! Her insights are relevant, practical, and so true in today's sales world. Power Referrals is the secret sauce to achieving your next level of sales success! -Michael Norton, Chairman and Founder CanDoGo and president of Zig Ziglar Corporation "Don't just read this book use this book to get Power Referrals to the next VITO in your sales territory! -Anthony Parinello, author of Selling to VITO, the Very Important Top Officer Author: Sittig-Rolf, Andrea Publisher: McGraw-Hill Illustration: N Language: ENG Title: Power Referrals: The Ambassador Method for Empowering Others to Promote Your Business and Do the Selling for You Pages: 00192 (Encrypted EPUB) / 00192 (Encrypted PDF) On Sale: 2008-09-05 SKU-13/ISBN: 9780071597685 Lib Category: Selling Lib Category: Business referrals Category: Business & Economics : Sales & Selling - General

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