



Clients Forever: How Your Clients Can Build Your Business for You: How Your Clients Can Build Your Business for You

Doug Carter

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How to Discover and Unlock the Power of the Extraordinary Client!

What if you could increase your income by decreasing your sales calls? It happens whenever you stop wasting your time on marginal clients and focus all your efforts on your top contacts. This unleashes the repeat business and referrals that help you maximize your income, use your time more effectively, and concentrate on what's most important in your life.

In *Clients Forever*, nationally recognized speaker and sales trainer Doug Carter shows you how to build your business through solid, long-term relationships with your favorite kind of clients. Packed with dozens of examples from Carter's own sales experience, plus case studies and personal development activities, this powerful career enhancement guide gives you the know-how and confidence to:

- Focus your efforts on the people you most enjoy working with
- Generate better results with less effort
- Build relationships with clients as valuable people, not just as potential sales
- Develop a new approach that accentuates your personal strengths
- Trust your buyers to control their own informed decisions
- Shift your role from expert consultant to process facilitator

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Larry Swartz:

In this 21st hundred years, people become competitive in each way. By being competitive right now, people have do something to make them survives, being in the middle of the crowded place and notice by simply surrounding. One thing that at times many people have underestimated it for a while is reading. Yes, by reading a publication your ability to survive increase then having chance to stand up than other is high. For you personally who want to start reading a new book, we give you that Clients Forever: How Your Clients Can Build Your Business for You: How Your Clients Can Build Your Business for You book as starter and daily reading publication. Why, because this book is more than just a book.

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Emma O'Neill:

Playing with family in the park, coming to see the marine world or hanging out with pals is thing that usually you have done when you have spare time, in that case why you don't try thing that really opposite from that. One activity that make you not sensation tired but still relaxing, trilling like on roller coaster you already been ride on and with addition details. Even you love Clients Forever: How Your Clients Can Build Your Business for You: How Your Clients Can Build Your Business for You, it is possible to enjoy both. It is fine combination right, you still want to miss it? What kind of hangout type is it? Oh seriously its mind hangout folks. What? Still don't have it, oh come on its called reading friends.

Jonathan Hickman:

On this era which is the greater particular person or who has ability to do something more are more treasured than other. Do you want to become considered one of it? It is just simple solution to have that. What you need to do is just spending your time almost no but quite enough to experience a look at some books. On the list of books in the top record in your reading list will be Clients Forever: How Your Clients Can Build Your Business for You: How Your Clients Can Build Your Business for You. This book which can be qualified as The Hungry Inclines can get you closer in growing to be precious person. By looking upward and review this guide you can get many advantages.

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