



Power Referrals: The Ambassador Method for Empowering Others to Promote Your Business and Do the Selling for You (Paperback)

By Andrea Sittig-Rolf

McGraw-Hill Education - Europe, United States, 2008. Paperback. Condition: New. Language: English . Brand New Book. 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...



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