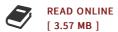




How to Win Customers and Keep Them for Life

By Michael LeBoeuf

Penguin Putnam. Paperback. Condition: New. 256 pages. Dimensions: 8.1in. x 5.2in. x 0.8in.A powerhouse, a classic. --James B. Patterson, bestselling novelist and former Chairman and Creative Director of J. Walter Thompson, U. S. A. , Inc. An invaluable, easy-to-follow blueprint for winning, serving and keeping customers. . . This book is a must for any business. --Jere W. Thompson, President and CEO, The Southland Corporation Michael LeBoeuf, one of the nations foremost business consultants, presents a hard-hitting, action-ready rewards-and-incentives program for creating a winning sales team. This classic no-nonsense guide is completely revised and updated for todays computer-driven world. It contains everything you need to know about successful selling and--most important of all--how to win customers for life. Ive always believed that its a mistake to separate selling, managing and service from each other. How to Win Customers and Keep Them for Life is an easy-to-follow guide for putting them together with great results. --Ed Flanagan, President, Sales Marketing Executives--Greater New York This item ships from multiple locations. Your book may arrive from Roseburg,OR, La Vergne,TN. Paperback.



Reviews

A fresh e book with a brand new point of view. It is definitely simplistic but surprises in the fifty percent of your ebook. Its been designed in an extremely basic way and is particularly just soon after i finished reading this ebook where in fact altered me, change the way i really believe. -- Dr. Alberta Schmidt V

It is fantastic and great. It usually will not charge an excessive amount of. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- Modesto Mante