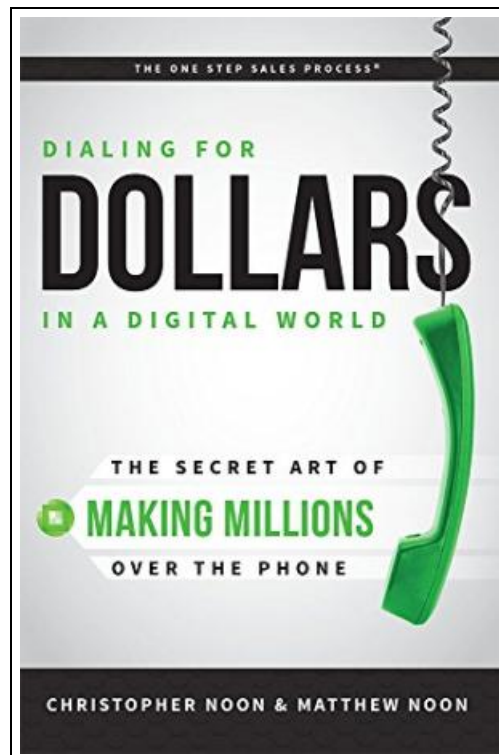


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ADVANTAGE MEDIA GROUP, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****. Want to make millions over the phone? Just say Hello to Chris Noon. In Chris Noon's expert hands, a simple cold call becomes a masterpiece of deal-clinching salesmanship. This book tells you exactly--and in unstinting detail--how he does it. Starting out, Chris learned business in the produce-or-perish pressure cooker of major Madison Avenue ad agency TBWA Chiat Day. As a young account exec, he worked on high-profile campaigns for such goldplated companies as Nissan, Absolute, Kmart, and Meridian. But the experience only fueled his ambition to strike out on his own. He partnered with his brother and founded the lawn and landscape companies in the Boston area that bear their name. With a whirlwind of innovative sales ideas, a natural in-born enthusiasm, and a love of competition and winning (he still plays soccer, the sport he played in Division 1 at Seton Hall University) Chris quickly helped propel the Noon companies into a thriving, multi-million-dollar, nationally recognized success. Recently, Chris has turned his talents and attention to sharing his unique pathways to winning. He launched the Green Light Consulting Services to coach other landscape companies. And now this inspiring new book; it's a personal tour of his sales philosophy, invaluable experience and methods-- including how he turned the standard sales phone call into a One Step Sales sure-fire payoff. Never stop learning, is one of Chris's mantras (it's also the reason he's enrolled in Harvard's OPM Business Program). Learn from Chris and get ready to say hello to Making Millions ! PART INSPIRATIONAL SELF-CONFIDENCE BUILDER. PART ROAD MAP TO BLOWOUT SALES GAINS.



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