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The secrets of breakout selling! Using his thirty years of experience training corporate sales forces, Stephan Schiffman has put together a collection of the most essential techniques for succeeding in the

field. From getting leads and cold calling to establishing a solid relationship and closing the deal, Schiffman covers everything you need to know in order to improve your performance and make the sale. Inside this book, you'll find his proven sales philosophy, which includes such elements as: Sales don't happen unless questions are asked. An objection is an opportunity in disguise. A salesperson's responsibility is to help the client solve a problem. No one ever made a good sale by interrupting a client. Whether you're new to the field or looking for a quick refresher, you will finally be able to beat out the competition and take your career to the next level with *The Ultimate Book of Sales Techniques!*

Being able to detect black magic isn't all tea and crumpets—and for Theodosia Throckmorton, it can be a decidedly tricky business! When Sticky Will drags Theo to a magic show featuring the Great Awi Bubu, she quickly senses there is more to the magician than he lets on, setting in motion a chain of events she never could have bargained for. Meanwhile, back at the Museum of Legends and Antiquities, Henry is home for the spring holidays and makes an accidental discovery of an artifact that alchemists have been hunting for centuries. Soon, every black-cloaked occultist in London is trying to get their hands on it . . .

There has been much opinion and little fact written on the subject of lock picking. It is the purpose of this book to clarify the facts about this delicate process, and at the same time to train you in proper procedure. Reading this book is certainly enough to get you started picking simple locks, but remember: a great deal of time and patience are needed to become a truly proficient locksmith. In this volume, you will learn the fundamental theories of lock picking in addition to proper terminology, the importance of tool design (i.e. how to select and use the right tool for a given job), the effects of tolerances, and finally the techniques most commonly used by locksmiths to successfully pick the vast majority of standard pin and wafer tumbler locks. Lock picking is a useful, engaging, and satisfying skill; with this book and a little determination, you'll be off to a great start.

You've heard from the rest, now learn from the best—*Million Dollar Closing Techniques*. The close is the last critical phase of the selling process and, often, the beginning of a long and fruitful relationship. Unfortunately, it is also the phase in which many a sure thing has foundered. In this groundbreaking guide, some of the world's most successful sales professionals demystify the art of the close and instruct you in proven closing strategies and techniques. Based on interviews with members of the prestigious Million Dollar Round Table—the top six percent of the international life insurance sales industry—*Million Dollar Closing Techniques* features fascinating, instructive "war stories" and step-by-step guidance on: * Closing psychology * Breaking through the preoccupation barrier * Setting goals and preparing to close * Motivating customers to go all the way * Power phrases that help you to close No matter what product or service you sell, you won't want to be without this authoritative guide to the art and science of effective closing techniques. Read *Million Dollar Closing Techniques* and take the leap to a bold new level of professional excellence. Also available in the Million Dollar Round Table series: *Million Dollar Prospecting Techniques Paper* * 0-471-32550-3 * \$16.95 USA/\$26.50 CAN *Million Dollar Selling Techniques Paper* * 0-471-32549-X * \$16.95 USA/\$26.50 CAN

Featuring four paranormal romance stories, includes a never-before-published Eve Dallas novella that pits the futuristic lieutenant against a seductive vampire.

You've heard from the rest, now learn from the best—*Million Dollar Prospecting Techniques*. Effective prospecting skills are the foundation upon which successful sales careers are built. Now, learn the secrets of effective prospecting from some of the most successful sales professionals in the world. Based on interviews with members of the prestigious Million Dollar Round Table—the top six percent of the international life insurance sales industry—*Million Dollar Prospecting Techniques* features fascinating

and instructive case studies and anecdotes; proven prospecting strategies, systems, and formulas; and step-by-step guidance on all key aspects of sales prospecting, including: * Attitude, authenticity, and other intangibles * Locating and qualifying prospects * Leveraging the telephone's full power * Making cold calling more effective-and more fun * Building networks and getting referrals * Marketing-including a chapter on electronic marketing techniques No matter what product or service you sell, you won't want to be without this authoritative guide to the art and science of effective prospecting techniques. Also available in the Million Dollar Round Table series: Million Dollar Selling Techniques Paper * 0-471-32549-X * \$16.95 USA/\$26.50 CAN Million Dollar Closing Techniques Paper * 0-471-32551-1 * \$16.95 USA/\$26.50 CAN

"One part The Beauty Myth . . . and one part Backlash"*--a provocative exploration of who and what a wife really is. There is a wife crisis in North America, a brewing storm of conflicting forces swirling around what it means to be a wife at the beginning of the 21st Century. The word is so fraught with ambiguity that it has become a litmus test, eliciting from women emotions ranging from longing to antipathy, anxiety to derision. This crisis is at the heart of Anne Kingston's *The Meaning of Wife*. Delving into the complex, troubling, and sometimes humorous contradictions, illusions, and realities of contemporary wifedom, Kingston takes the reader on a fascinating journey into the wedding industrial complex, which elevates the bride to a potent consumer icon; through the recent romanticization of domesticity; and across the conflicted terrain of wifely sexuality. She looks at "wife backlash," and the new wave of neo-traditionalism that urges women to marry before their "best-before" dates expire; explores the apotheosis of abused wives and the strange celebration of wives who kill; and muses on the fact that Oprah Winfrey and Martha Stewart, two of the world's wealthiest and most influential women, are both non-wives whose success has hinged on their understanding of wives. The result is an entertaining mix of social, sexual, historical, and economic commentary that is bound to stir debate even as it reframes our view of both women and marriage.

Japanese manga art has taken the world by storm. Master-manga artist Ben Krefta guides you through the essential features of this high-energy cartoon style, from drawing the characters' large sparkling eyes to creating dynamic action scenes. This book will help you: * Choose your materials * Construct proportions and poses * Create facial features and signature expressions * Design clothing, accessories and weapons * Use photoshop to enhance your artwork * Set up a story board * And more! With over 15 step-by-step drawing projects, tons of advice and full-color artwork to inspire you, *The Art of Drawing Manga* is perfect for anyone wanting to get started in this exciting and imaginative art form.

Power electronic circuits for modern industrial applications Offering a remarkable variety of exercises, examples, and problems, including design-oriented problems, Issa Batarseh's *POWER ELECTRONIC CIRCUITS* will help you develop the skills and knowledge you need to analyze and design power electronic circuits for modern industrial applications. Batarseh presents detailed explanations of circuit operations, clear discussions of the theory behind power electronic circuits, and an effective problem-solving approach. The text first prepares you with necessary background material on devices, switching circuit analysis techniques, and converter types and methods of conversion, and then covers high-frequency non-isolated dc-to-dc converters, isolated dc-to-dc converters, and resonant soft-switching converters. The final chapters address traditional diode and SCR converters and dc-ac inverters. Highlights * Each chapter features at least 10 exercises, which will help you understand basic concepts, equations, and circuit operations. * Throughout the text, more than 250 problems of varying levels of difficulty give you the opportunity to use what you've learned. * Special design problems (highlighted with a "D") offer open-ended opportunities to apply design techniques. * Solved examples help you refine your problem-solving skills. * Introductory material on devices, switching circuit analysis techniques, and converter types provides the background you need to understand power electronics concepts. * Features detailed discussion on resonant and soft-switching dc-to-dc converters. * Provides a

simplified discussion of Pulse Wide Modulation (PWM) Technique. * A Web site is provided with detailed lecture notes and practice quizzes.

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