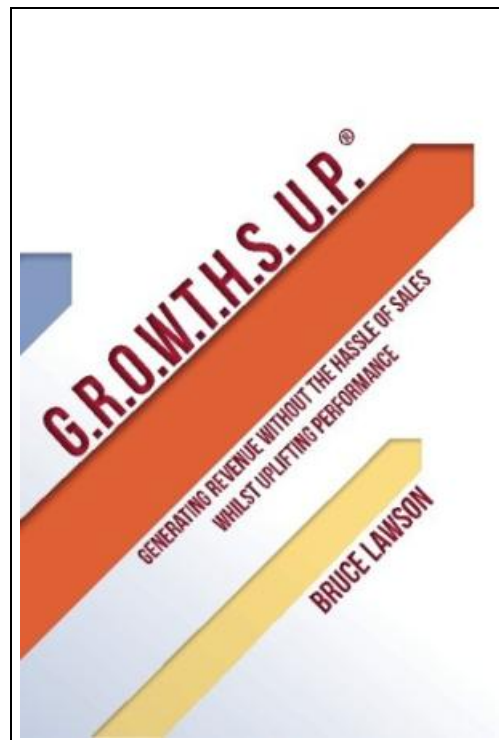


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Createspace, United States, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.G.R.O.W.T.H.S. U.P. stands for: Generating Revenue Without The Hassle of Sales whilst Uplifting Performance. The model replaces old-style aggressive, combative sales processes and sales targets based on revenue and closes with a natural method that will increase the number of your customers and improve your revenue generation, all the while staying relaxed, focused, congruent and motivated. The book outlines what G.R.O.W.T.H.S. U.P. is as an overview of the model and introduces some of the underlying concepts and trends. We go through why you might hate sales and how the model will replace those hates with something positive and substantive with concepts that will motivate and reinforce your well-being and boost your self-image. We set the scene in how you can get the most out of the model by identifying and then helping you discard some bad habits, old thoughts and old-style thinking that you may have picked up or had foisted on you in the past. This is to clear the way to help you gain the most traction from the G.R.O.W.T.H.S. U.P. model. To reinforce that clarity, in Section 2, we begin by helping you develop a PMA (Positive Mental Attitude), which is essential to help you maximise the model. We offer you tips and techniques to get you feeling positive. We show you ways to stay there - by reinforcing your self-image, improving your motivation and beginning the process of helping you stay focused, being congruent and in control. Now that you are in the right frame of mind to optimise use of the model, the rest of this section offers you a series of techniques to obtain the best results. Using easy-to-remember acronyms, we will learn how to S.M.I.L.E. Then...

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