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

Andrea Sittig-Rolf

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Andrea Sittig-Rolf : Power Referrals: The Ambassador Method for Empowering Others to Promote Your Business and Do the Selling for You

before purchasing it in order to gauge whether or not it would be worth my time, and all praised **Power Referrals: The Ambassador Method for Empowering Others to Promote Your Business and Do the Selling for You**:

1 of 1 people found the following review helpful. Excellent manual on how to develop referral systems
By Sasha Berson
I highly recommend this manual to anyone in the fields of professional sales or services. Power Referrals is packed with excellent information on how to develop powerful referral relationships. The action items/exercises are extremely helpful in practicing what you just learned as "knowledge alone is not power, but a potential for power; it's what you do with the knowledge, that's power" - Darren Hardy.
0 of 0 people found the following review helpful.

Power Referrals
By Joy Freeman
My Boss loved this book! He is on fire to get our Sales Team moving!! We have a powerful team and they Rock!
1 of 5 people found the following review helpful. Power referrals - The ambassador method
By Floris Voorsteegh
Although I hated the delivery period between the USA and Europe - The Netherlands specifically, I am glad the book arrived. Haven't started reading but it looks very promising. I bought the book cause I was expecting to receive some tips and tricks on how to raise ambassadors in a business. When 'flipping' through the pages I definitely think my questions will be answered.

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 it! Her insights are relevant, practical, and so true in today's sales world. Power Referrals is the secret sauce to achieving your next level of sales success!"-Michael Norton, Chairman and Founder CanDoGo.com and president of Zig Ziglar Corporation
"Don't just read this book...use this book to get Power Referrals to the next VITO in your sales territory!"-Anthony Parinello, author of Selling to VITO, the Very Important Top Officer

About the Author
Andrea Sittig-Rolf is founder and president of Sittig Incorporated, a sales training and consulting organization.