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No More Cold Calling(TM)

Cold calling is one of the most awkward -- and unsuccessful -- ways to obtain clients in business. Now Joanne S. Black shares her proven 5-step Referral Selling system, so no businessperson ever has to make a cold call again. In this unique and practical guide, Black offers a tutorial on how to differentiate your business from your competitors, make favorable impressions on current clients so they'll refer their acquaintances, and set a "hook" that will leave them wanting more. NO MORE COLD CALLING provides selling scripts, presentation techniques, troubleshooting advice, and a host of helpful insights to increase any sales force's productivity.

Construction Safety

A close-to-ideal blend of suburb and city, speedy construction of towers of Babylon, the sparkling proportion of glass and steel buildings' facade at night showcase the wisdom of humans. They also witness the footsteps, sweats and tears of architects and engineers. Unfortunately, these signatures of human civilizations are swathed in towering figures of construction accidents. Fretting about these on sites, different countries adopt different measures on sites. This book firstly sketches the construction accidents on sites, followed by a review on safety measures in some of the developing countries such as Bermuda, Egypt, Kuwait and China; as well as developed countries, for example, the United States, France and Singapore. It also highlights the enormous compensation costs with the courts' experiences in the United Kingdom and Hong Kong.