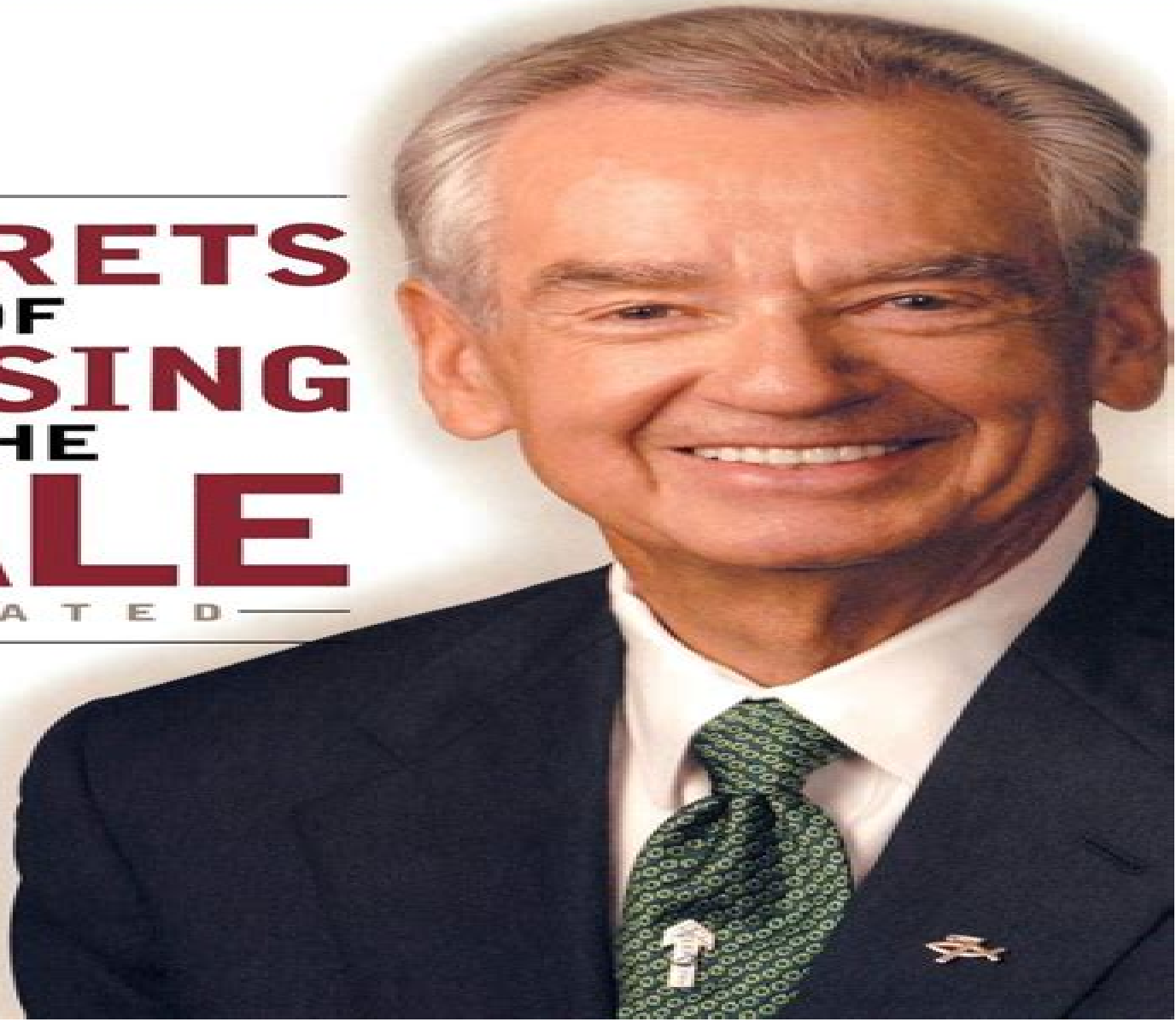


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Publishers Weekly ,1986 **The Business Woman** Alpa Shah,2022-05-13 In whatever you do you re not going to stand out unless you think big and have ideas that are truly original That comes from tapping into your own creativity not obsessing over what everyone else is doing Sophia Amoruso founder of Nasty Gal Fifty years ago the idea of a female entrepreneur managing her own company would have seemed ambitious at best Even today discrimination and gender inequality are still factors working against women yet women entrepreneurs have started their rise to fame Many women have started their own businesses to break free from social constraints Women who are business owners can achieve financial independence without relying on the status quo Statistics show that in the last 20 years the number of female business owners has increased by 114% The reason most women step into the world of entrepreneurship is from a desire to pursue their passions 48% say that this is their main motivation Financial independence is the second reason cited by 43% of the women and flexibility was in third place winning 41% of the votes I think that s wonderful However it s not just establishing a business that s important improving it growing it and sustaining it is critical too My book *The Business Woman* encourages established entrepreneurs and even aspiring entrepreneurs to become successful businesswomen This involves specific skills like leadership learning being ethical turning negatives into positives being Superwoman in a man s world financial literacy and so on It highlights many qualities which can be imbibed by women entrepreneurs for healthy and sustainable entrepreneurship Sustainability can t be like some sort of a moral sacrifice political dilemma or a philanthropical cause It has to be a design challenge Bjarke Ingels **The Lost Art of Closing** Anthony Iannarino,2017-08-08 Always be closing Glengarry Glen Ross 1992 Never Be Closing a sales book title 2014 salespeople everywhere 2017 For decades sales

managers coaches and authors talked about closing as the most essential most difficult phase of selling They invented pushy tricks for the final ask from the take delivery close to the now or never close But these tactics often alienated customers leading to fads for the soft close or even abandoning the idea of closing altogether It sounded great in theory but the results were often mixed or poor That left a generation of salespeople wondering how they should think about closing and what strategies would lead to the best possible outcomes Anthony Iannarino has a different approach geared to the new technological and social realities of our time In *The Lost Art of Closing* he proves that the final commitment can actually be one of the easiest parts of the sales process if you've set it up properly with other commitments that have to happen long before the close The key is to lead customers through a series of necessary steps designed to prevent a purchase stall Iannarino addressed this in a chapter of *The Only Sales Guide You'll Ever Need* which he thought would be his only book about selling But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey For instance you'll discover how to Compete on value not price by securing a Commitment to Invest early in the process Ask for a Commitment to Build Consensus within the client's organization ensuring that your solution has early buy in from all stakeholders Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns *The Lost Art of Closing* will forever change the way you think about closing and your clients will appreciate your ability to help them achieve real change and real results

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