

Power Questions Build Relationships Win New Business And Influence Others By Sobel Andrew Panas Jerold 2012 Hardcover

We Need To Talk - Celeste Headlee 2017-09-05

Take a moment to consider how many outcomes in your life may have been affected by poor communication skills. Could you have gotten a job you really wanted? Saved a relationship? What about that political conversation that got out of hand at a dinner party? How is it that we so often fail to say the right thing at the right time? In her career as an NPR host, journalist Celeste Headlee has interviewed hundreds of people from all walks of life, and if there's one thing she's learned, it's that it's hard to

overestimate the power of conversation and its ability to both bridge gaps and deepen wounds. In *We Need to Talk*, she shares what she's learned on the job about how to have effective, meaningful, and respectful conversations in every area of our lives. Now more than ever, Headlee argues, we must begin to talk to and, more importantly, listen to one another - including those with whom we disagree. *We Need to Talk* gives readers ten simple tools to help facilitate better conversations, ranging from the errors we routinely make (put down the

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smart phone when you're face to face with someone) to the less obvious blind spots that can sabotage any conversation, including knowing when not to talk, being aware of our own bias, and avoiding putting yourself in the centre of the discussion. Whether you're gearing up for a big conversation with your boss, looking to deepen or improve your connection with a relative, or trying to express your child's needs to a teacher, *We Need to Talk* will arm you with the skills you need to create a productive dialogue.

Mega Gifts - Jerold Panas 2010

Leading with Questions - Michael J. Marquardt 2014-02-17

Many leaders are unaware of the amazing power of questions. Our conversations may be full of requests and demands, but all too often we are not asking for honest and informative answers, and we don't know how to listen effectively to responses. When leaders start encouraging questions from their teams, however, they begin

to see amazing results. Knowing the right questions to ask—and the right way to listen—will give any leader the skills to perform well in any situation, effectively communicate a vision to the team, and achieve lasting success across the organization. Thoroughly revised and updated, *Leading with Questions* will help you encourage participation and teamwork, foster outside-the-box thinking, empower others, build relationships with customers, solve problems, and more. Michael Marquardt reveals how to determine which questions will lead to solutions to even the most challenging issues. He outlines specific techniques of active listening and follow-up, and helps you understand how questions can improve the way you work with individuals, teams, and organizations. This new edition of *Leading with Questions* draws on interviews with thirty leaders, including eight whose stories are new to this edition. These interviews tell stories from a range of countries, including Singapore, Guyana, Korea, and Switzerland, and

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feature case studies from prominent firms such as DuPont, Alcoa, Novartis, and Cargill. A new chapter on problem-solving will help you apply questions to your toughest situations as a leader, and a new “Questions for Reflection” section at the end of each chapter will help you bring Marquardt’s message into all of your work as a leader. Now more than ever, *Leading with Questions* is the definitive guide for becoming a stronger leader by identifying—and asking—the right questions.

Five Stars - Carmine Gallo 2018-06-14

From the bestselling author of *Talk Like Ted* - how to get to master the art of persuasion. 'An easy-to-read and practical journey through personal development, plus tips on structuring the storytelling that is still considered key to connecting with other people and, crucially, with customers and investors in business.' *Financial Times* (Business Book of the Month) Ideas don't sell themselves. As the forces of globalization, automation, and artificial intelligence combine

to disrupt every field, having a good idea isn't good enough. Mastering the ancient art of persuasion is the key to standing out, getting ahead, and achieving greatness in the modern world. Communication is no longer a “soft” skill - it is the human edge that will make you unstoppable, irresistible, and irreplaceable - earning you that perfect rating, that fifth star. In *Five Stars*, you will learn: -The one skill billionaire Warren Buffett says will raise your value by 50 percent. -Why your job might fall into a category where 75 percent or more of your income relies on your ability to sell your idea. -How Airbnb’s founders follow a classic 3-part formula shared by successful Hollywood movies. -Why you should speak in third-grade language to persuade adult listeners. -The one brain hack Steve Jobs, Leonardo da Vinci, and Picasso used to unlock their best ideas. In *Five Stars*, Carmine Gallo, bestselling author of *Talk Like TED*, breaks down how to apply Aristotle’s formula of persuasion to inspire contemporary

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audiences. As the nature of work changes, and technology carries things across the globe in a moment, communication skills become more valuable - not less. Gallo interviews neuroscientists, economists, historians, billionaires, and business leaders of companies like Google, Nike, and Airbnb to show first-hand how they use their words to captivate your imagination and ignite your dreams. In the knowledge age - the information economy - you are only as valuable as your ideas. Five Stars is a book to help you bridge the gap between mediocrity and exceptionality, and gain your competitive edge in the age of automation.

78 Important Questions Every Leader Should Ask and Answer - Chris Clarke-Epstein
2006-04

This unique book offers 78 questions that leaders at all levels need to ask and answer both inside and outside the organization. The questions and answers cover a range of common and uncommon situations.

It Starts With Clients - Andrew Sobel
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2020-03-31

World-renowned client relationship authority shows you how to dramatically grow your business by mastering fourteen critical client development challenges Andrew Sobel, author of the international bestsellers Clients for Life and Power Questions, offers a proven, 100-day plan for conquering 14 tough client development challenges and growing your client base in any market conditions. He's encapsulated 25 years of unique research, including personal interviews with over 8000 top executives and successful rainmakers, into a practical roadmap for winning more new clients and growing your existing relationships. You'll learn specific strategies to move confidently and predictably from a first meeting to a signed contract, and discover the agenda-setting techniques that create a steady stream of sole-source business. You'll master the art of reframing client requests, leading to broader, higher-impact

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engagements. You'll dramatically sharpen your ability to ask the powerful questions that can transform your client relationships. And, you'll learn to develop advisory relationships with influential C-suite executives. Andrew illustrates each weekly challenge with real-life examples drawn from thousands of executive meetings. He shares success strategies from having grown and led three highly successful professional service businesses. Andrew has taught these strategies to over 50,000 professionals around the world, and they're now available to you in this highly readable, portable masterclass. Whether you are early in your career and need a comprehensive guide to grow your client base from the ground up or are a seasoned practitioner who wants to accelerate your business growth, *It Starts With Clients* will take you to the next level.

Supremely Successful Selling - Jerold Panas
2012-10-09

The guide to listening, building trust, and selling

what the buyer wants Everyone sells—in every aspect of your life and no matter what your profession. *Supremely Successful Selling* describes the art of selling that helps the buyer understand the value and appeal of a product for their personal life or for their business. Replete with stories of some of the greatest sales people in the country, this book teaches you how to listen more than talk, become an ethical ambassador for your product, and understand that everything in life is selling. You'll learn how to take the fear out of asking, the ten actions to avoid, and the most powerful incentives that sell your product. Offers proven advice on how to get the appointment Shares the "Three Magic Questions" that engage a prospect Explains how to overcome objections, the power of the "Magic 7 Minutes," and the Four Es that make a great Sales person Jerold Panas is one of the nation's leading consultants and a platform personality of note. He is the author of thirteen bestselling books and manages one of the largest consulting

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firms in the world for advising organizations and foundations on philanthropy. Let Jerry teach you how to ask questions, listen, build trust, and get to a "Yes."

Clients for Life - Andrew Sobel 2001-02-21

Finally, the book that all professionals frustrated with fleeting client loyalty and relentless price pressure have waited for -- the first in-depth, client-tested guide to developing lasting business relationships. What separates extraordinary professionals from ordinary ones? Why are some professionals always drawn into their clients' inner circle of advisers, while others are employed on a one-shot basis and treated like vendors? Based on groundbreaking research, Clients for Life sets forth a comprehensive framework for how professionals in all fields can develop breakthrough relationships with their clients and enjoy enduring client loyalty. Drawing on insights from extensive interviews with both leading CEOs and today's most prominent client advisers, Jagdish

Sheth and Andrew Sobel debunk the conventional wisdom about professional success -- "find a specialty, do good work" -- as hopelessly inadequate in a world where clients have unlimited access to information and expertise. The authors replace these tired conventions with an innovative blueprint, supported by over one hundred case studies and examples drawn from consulting, financial services, law, technology, and other fields, for how you can evolve from an expert for hire -- a commodity -- to an extraordinary adviser. Riveting portraits of both exceptional contemporary professionals and legendary advisers such as Aristotle, Thomas More, Niccolò Machiavelli, and J. P. Morgan reveal how great client relationships are achieved in practice. Readers will learn, for example, to develop selfless independence, which tempers complete emotional, intellectual, and financial independence with a powerful commitment to client needs; to become deep generalists and

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overcome the narrow perspective caused by specialization; to systematically build lifelong trust; and to cultivate the power of synthesis -- big-picture thinking -- that is so highly valued by clients. Acclaimed by leading management thinkers, Clients for Life clearly illustrates the most important attributes and strategies of extraordinary client advisers and shows how you can use them to enrich your own relationships. It provides sophisticated professionals with the tools and insights they need to reap the rewards of lifetime client loyalty.

Power Questions to Build Clients for Life -

Andrew Sobel 2013-04-12

Use the power of questions to deepen and grow your client relationships The right question can shift a conversation from the analytical to the emotional, from the details to the big picture, and from the past to the future. The result? Deeper client knowledge, more intimate relationships, and a clear understanding of how you can add more value. Power Questions to

Build Clients for Life shows how to use strategic questions to implement nine essential clients-for-life strategies. You'll learn: How to select the right clients to begin with Growth strategies to broaden your relationships Techniques for building personal relationships with your clients Powerful questions to help you connect in the C-Suite Ten questions you must ask your clients every year in order to assess your relationship health Power Questions to Build Clients for Life gives you both the strategies and the key questions to develop trusted partnerships with your most important clients.

Power Questions - Andrew Sobel 2012-02-07

An arsenal of powerful questions that will transform every conversation Skillfully redefine problems. Make an immediate connection with anyone. Rapidly determine if a client is ready to buy. Access the deepest dreams of others. Power Questions sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and

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personal relationships. The book showcases thirty-five riveting, real conversations with CEOs, billionaires, clients, colleagues, and friends. Each story illustrates the extraordinary power and impact of a thought-provoking, incisive power question. To help readers navigate a variety of professional challenges, over 200 additional, thought-provoking questions are also summarized at the end of the book. In Power Questions you'll discover: The question that stopped an angry executive in his tracks The sales question CEOs expect you to ask versus the questions they want you to ask The question that will radically refocus any meeting The penetrating question that can transform a friend or colleague's life A simple question that helped restore a marriage When you use power questions, you magnify your professional and personal influence, create intimate connections with others, and drive to the true heart of the issue every time.

Born to Raise - Jerold Panas 1988

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Interviews with 50 great fundraisers, along with a comprehensive survey of over 3,000 fundraisers, inform you about which qualities in fund raising are innate, which can be learned, and how to use this information right away. A self-appraisal helps you determine your fund-raising strengths and weaknesses.

Power Relationships - Andrew Sobel
2014-01-13

The Relationship Laws that Drive Success There are powerful but invisible laws that determine whether your relationships—with your clients, colleagues, and friends—will thrive or wither. These relationship laws are ever-present. When you align with them, the results are dramatic. Your network will grow rapidly. You'll be seen by clients as a trusted partner rather than an expense to be managed. And you'll find the people around you eager to help you succeed. When you ignore the laws, however, your efforts will falter. Relationship building will seem like very hard work. Power Relationships gives

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readers a unique, entertaining guide to relationship success at work and in life. Each of the 26 laws is illustrated and explained using a compelling, real-life story that shows how to implement it. The second section of the book presents 16 common relationship challenges with specific solutions. You'll read about: The top Citigroup executive whose relationship with a CEO was changed forever on a business trip that exploded into chaos, and how you can use the same principle to deepen your own relationships. The philanthropist who, on the verge of being mugged in a dark parking lot, learns how his actions have had an unimaginable ripple effect across several generations How one of the authors flew halfway around the world and used Law 18—"Make them curious"—to turn a make-or-break, five-minute meeting with a top executive into a long-term relationship. The chance encounter on an airplane with a famous actor that revealed a simple but profound truth. It's Law 25: "Build your network before you

need it." Sobel (author of *Clients for Life, All for One*, and *Power Questions* (with Panas)) and Panas (author of *Asking and Supremely Successful Selling*) have sold over half a million books and are the leading authorities in their field. *Power Relationships* is a unique, road-tested guide to relationship success.
Making the Case - Jerold Panas 2003

Just Listen - Mark Goulston 2015-03-04
Getting through to someone is a critical, fine art. Whether you are dealing with a harried colleague, a stressed-out client, or an insecure spouse, things will go from bad to worse if you can't break through emotional barricades and get your message thoroughly communicated and registered. Drawing on his experience as a psychiatrist, business consultant, and coach, author Mark Goulston combines his background with the latest scientific research to help you turn the "impossible" and "unreachable" people in their lives into allies, devoted customers, loyal

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colleagues, and lifetime friends. In *Just Listen*, Goulston provides simple yet powerful techniques you can use to really get through to people including how to: make a powerful and positive first impression; listen effectively; make even a total stranger (potential client) feel understood; talk an angry or aggressive person away from an instinctual, unproductive reaction and toward a more rational mindset; and achieve buy-in--the linchpin of all persuasion, negotiation, and sales. Whether they're coworkers, friends, strangers, or enemies, the first make-or-break step in persuading anyone to do anything is getting them to hear you out. The invaluable principles in *Just Listen* will get you through that first tough step with anyone. With this groundbreaking book, you will be able to master the fine but critical art of effective communication.

SOAR Selling: How To Get Through to Almost Anyone—the Proven Method for Reaching Decision Makers - David Hibbard

2012-12-21

A BREAKTHROUGH FORMULA FOR REACHING TOP DECISION MAKERS AND INFLUENCERS
"SOAR Selling is a mission-critical tool for building lasting, profitable relationships. David and Marhnelle go far beyond defining a sales process by rolling up their sleeves to share their secret about what you absolutely must do to get in anywhere." -- Marcus Buckingham, New York Times bestselling author, researcher, motivational speaker, and business consultant
"SOAR Selling is essential for any professional organization committed to sales excellence that delivers a superior customer experience." -- Mel Parker, Vice President and General Manager North America, Dell Consumer
"SOAR's integrity and efficacy not only help overcome cold-call-phobia; SOAR turns anyone who's motivated to sell into a cold-call-master. SOAR's proven and effective way 'to get through' has achieved unmatched results for Vistage Chairs who are determined to reach and convert CEOs and

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other executives to Vistage membership. SOAR tips and tools have really propelled our business to SOAR." -- Rafael Pastor, Chairman of the Board and CEO, Vistage International "SOAR Selling teaches salespeople a measurable calling strategy and process that can dramatically improve their ability to reduce their call volume and increase the number of appointments." -- Gerhard Gschwandtner, Publisher, Selling Power "When it comes to driving net new business, SOAR has been at the forefront of the Berlin Company strategy because it works!" -- Andrew T. Berlin, Chairman and CEO, Berlin Packaging, and Limited Partner, Chicago White Sox From the cofounders of the international sales training company, Dialexis, Inc. comes the groundbreaking method for the biggest challenges of every salesperson: getting through to almost anyone, and reaching top decision makers and high influencers. It's time to stop wasting valuable time using the by-the-numbers-plus-luck method--a grueling process that causes

attrition and unethical dialing. SOAR Selling presents a solution to this critical problem by revealing by a proven way for any salesperson to make fewer calls, reach more decision makers, and, most important, get more appointments. The authors have tested the SOAR (Surge of Accelerating Revenue) Selling formula on thousands of live sales calls throughout key global markets. The results are staggering. According to the authors' client research, SOAR is astonishingly effective. SOAR provides a combination contact rate with decision makers and influencers of up to 90% on every net dial to a new prospect. Organizations have experienced 200% to 2000% ROI in just 12 weeks from program completion. The mindset component utilized during SOAR enables the individual to be open to a new way of driving net new business. The coaching segment ensures the program consistently demonstrates revenue surge and ROI. SOAR Selling is the best practice for reaching decision makers. Its secret is

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simple, its approach is based in the mechanics and psychology of call execution with a foundation of a powerful mindset shift. The authors' research reveals that with SOAR, a salesperson can make 12 net dials and reach a combination of 10 top-level decision makers and influencers!

Asking about Asking - M. Kent Stroman 2014
Written for anyone involved in soliciting charitable contributions for nonprofit organizations, this guide explains how to employ simple, effective, proven techniques for seeking and finding larger donations; maximizing the results from fundraising volunteers; assisting donors in maximizing their philanthropic experience; and cultivating and soliciting gifts more confidently.

Asking - Jerold Panas 2009-02

It ranks right up there with public speaking. Nearly all of us fear it. And yet it's critical to our success. Asking for money. It makes even the stout-hearted quiver. But now comes a book,

~~Asking: A 59-Minute Guide to Everything Board Members, Staff and Volunteers Must Know to Secure the Gift.~~ And short of a medical elixir, it's the next best thing for emboldening you, your board members and volunteers to ask with skill, finesse -- and powerful results. Jerold Panas, who as a staff person, board member and volunteer has secured gifts ranging from \$50 to \$50 million, understands the art of asking perhaps better than anyone in America. He has harnessed all of his knowledge and experience and produced what many are already calling a landmark book. What Asking convincingly shows -- and one reason staff will applaud the book and board members will devour it -- is that it doesn't take stellar communication skills to be an effective asker. Nearly everyone, regardless of their persuasive ability, can become an effective fundraiser if they follow Jerold Panas' step-by-step guidelines.

The Fundraising Habits of Supremely Successful Boards - Jerold Panas 2006

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Jerold Panas explores the 25 fundraising habits that distinguish successful nonprofit boards of directors.

Reclaiming the American Dream - Richard C. Cornuelle 2017-07-05

This book was the first to sketch the full dimensions of the nation's voluntary sector, give it a name (the independent sector), explain its unfamiliar metabolism, and imagine its enormous unused potential for defining the central problems of an industrial society accurately and acting on them effectively. Upon publication, George Gallup said the book has sparked "the most dramatic shift in American thinking since the New Deal."

The Art of People - Dave Kerpen 2016-03-15

What does it take to win success and influence? In a world where we are constantly connected, it's those with the best people skills who win the day. Those who build the right relationships. Those who truly understand and connect with

~~their colleagues, their customers, their partners.~~

Those who others like, respect and trust. The Art of People reveals the eleven people skills that will get you more of what you want at work, at home and in life. Accessible, easy to execute and often counter-intuitive, these include: - The single most important question you can ever ask to win attention in a meeting - Why it usually pays to be the one to give the bad news - How to get everyone to want to be around you, with one word No matter who you are or what profession you're in, The Art of People will show you how to charm and win over anyone. 'This book is like How to Win Friends and Influence People - only better suited for today's world' - ADAM GRANT, author of Give and Take and Originals 'People skills can't be computerized, outsourced, or reduced to a rubric. That's why The Art of People is more important now than ever - it will teach you a set of irreplaceable skills that will help you in every area of your life' - DANIEL H. PINK, author of To Sell Is Human and Drive

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