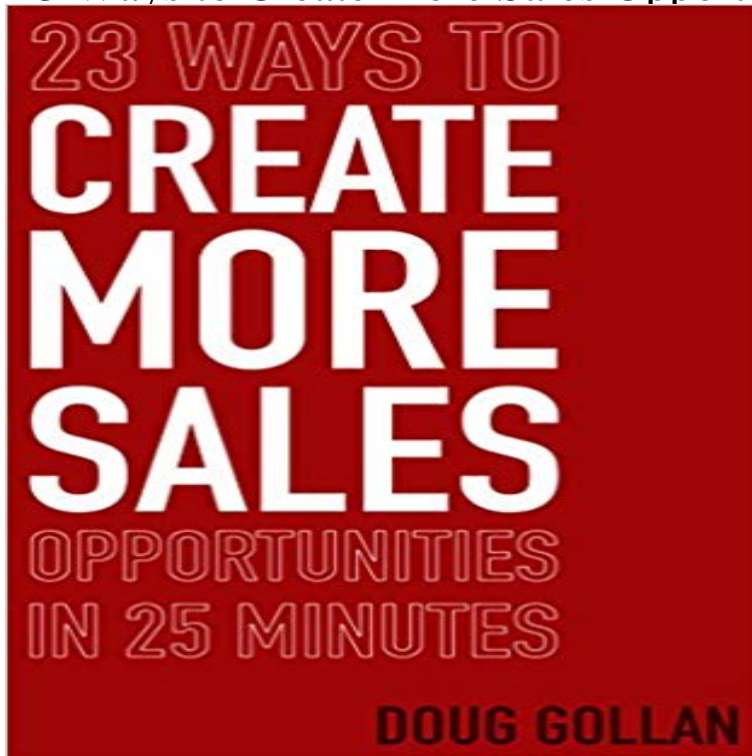


23 Ways to Create More Sales Opportunities in 25 Minutes



23 Ways to Create More Sales is a wonderful collection of short and sharp Sales Strategies that are proven winners. My suggestion is for a 24th...to keep this treasure chest in your back pocket Dale Moss Head of Worldwide Sales (ret.), British Airways PLC Next to all the numerous, sophisticated theories and concepts in today's world, we are in urgent need of practical experience and advice. Doug's book based on his experience provides practical insight that is so rare nowadays. If you want straightforward tips, strategies and advice to sell more, this book is made for you. Jean-Claude Biver Chairman LVMH Timepieces (Hublot, Tag Heuer, Zenith) If you ever have a chance to meet in person with Doug Gollan, you will understand what selling is, and why some people are better at it than others. Or to get a head start, just read this amazing book and you will get the recipes he has been successfully using over the past 25 years. Not only are these 23 ways usable - rare enough in this kind of literature - but moreover they are detailed in a very concrete way, ensuring you can easily implement and adapt them. Pierre-Yves Poulain CEO Luxury Society Doug Gollan has proved time and again the value of integrity and personal relationships when doing business. He understands the importance of gaining trust while running a customer-centric business and is now sharing some of the secrets to his success in this great book. Herve Humler, President & Chief Operations Officer, The Ritz-Carlton Hotel Company, L.L.C. Doug has taken his years of experience competing in the most competitive marketplace in the world and cooked up a recipe for success for all whether new to sales or a seasoned veteran Chuck Imhof Staff Vice President Sales Delta Air Lines Whether just starting out or having been in sales for 20+ years, when one follows Doug's 23 Ways to Create

More Sales Opportunities in 25 minutes, they will find themselves on a path that leads to more conversations and deeper relationships with their clients. Ultimately, Dougs strategies and tactics will elevate you in the field and make you an asset to any client. Aaron D. Shapiro Vice President, Live Nation Entertainment

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