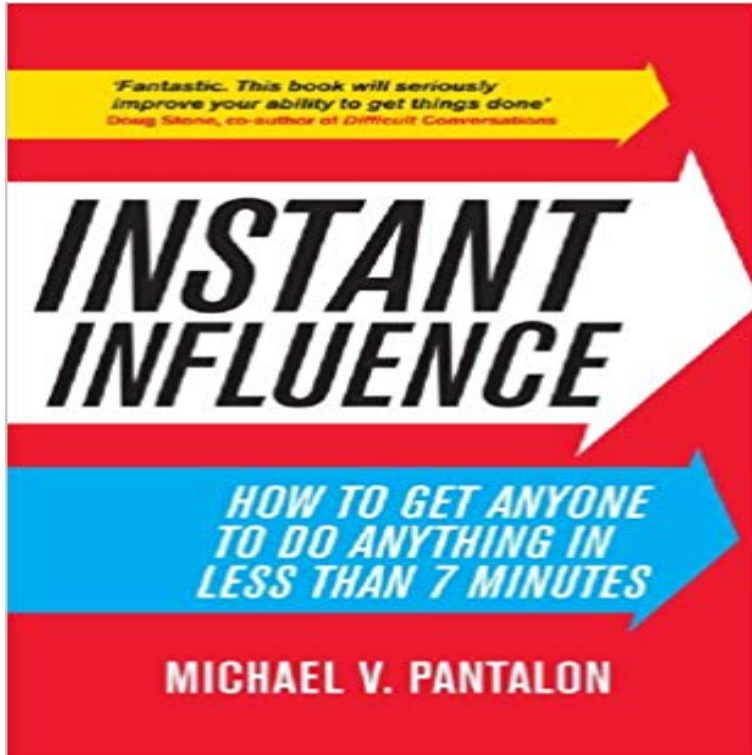


Instant Influence: How to Get Anyone to do Anything in Less Than 7 Minutes



There are six simple steps in INSTANT INFLUENCE, as follows: 1. Why might you change? 2. How ready are you to change? (on a scale of 1 to 10) 3. Why didnt you pick a lower number? 4. Imagine youve changed - what are the positive outcomes? 5. Why are those outcomes important to you? 6. Whats the next step? This scientifically tested method succeeds in every area of work and life by helping people tap into their deeply personal reasons for wanting to change and finding a spark of a yes within an initial no.

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