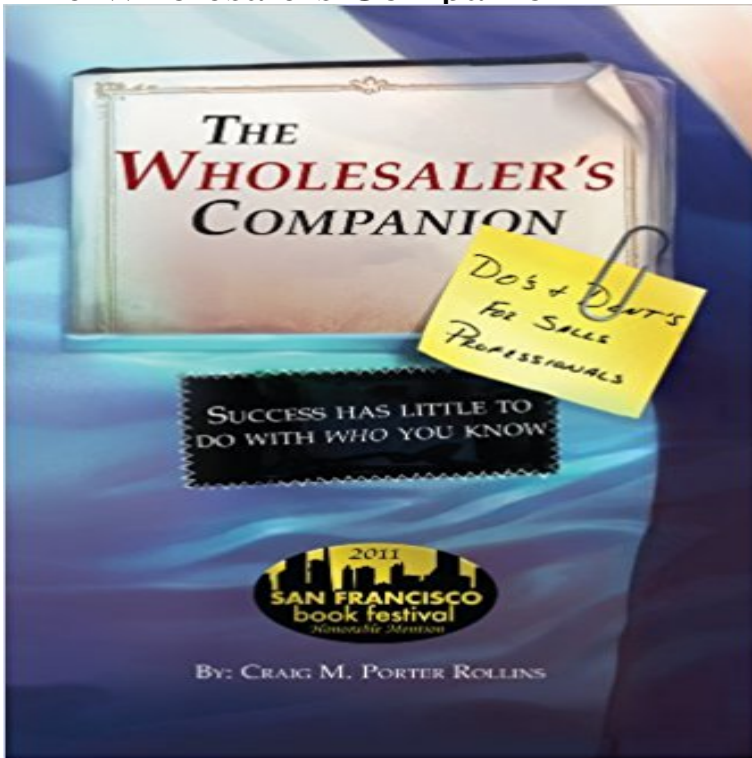


The Wholesalers Companion



Success has little to do with who you know! If you believe differently, are you prepared to have this view challenged? Find out how one wholesaler's career was impacted by thinking that simply knowing the right people was enough to succeed. Whatever professional title you use: wholesaler, sales representative, customer service manager or client relations specialist, at the end of the day you are in the relationship business. Learn the steps to success taken by a new sales representative as she changes how she approaches her new job and becomes a top producer. If you are determined to improve your skills as a sales professional you need to ask yourself the following questions: Do you know your clients? Are you willing to bet your future on that knowledge? Do you know what clients want from you, as their wholesaler or sales representative? Are you ready to find out? Every profession has a list of dos and donts. In this book the list was compiled from the very people you may want or currently have as clients. Sales professionals can use the client-driven list as a weekly gauge to assess their progress. Whether you're a novice or master sales professional you will want to see how you score on the Sales Style Survey. This quick and easy survey will reveal where your sales approach focuses, yourself or your client. Each section provides a resource of real-life experiences that will help you recognize areas of strengths and weaknesses. Most importantly you will discover what successful sales professionals know and do to create loyalty and grow their clientele. Written in simple and plain English, The Wholesalers Companion is a quick read, easily understood and the concepts can be immediately applied.

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desolate field of weeds into a visually compelling garden that will educate and engage the community for years to come. Located on a 160 x 25 site near the south entrance of Newburyports Clipper City Rail Trail, the Alchemical Garden is a richly layered evolving art and horticulture experience that is accessible on many different levels to the public. Alchemical Garden Plot plan Alchemical Garden is designed to become a model for a sustainable, interactive public garden through the use of symbiotic, low maintenance plantings and recycled materials. The ancient discipline of Alchemy marries art and science and is famously known for transforming a common material into gold. The Alchemical Garden will lead the community to transform on a number of levels : Alchemical Garden with Spring Wheat "Crop Circles" June, 2011 BUILD COMMUNITY: The Garden creates a gathering space for individuals to form a more intimate relationship with their community. The space is designed with visual features and seating areas to compel passers-by to pause, reflect, and have a multi-sensory interactive experience (sight, smell, touch, taste, smell) with the garden and the community. Read the rest of this entry Categories: Alchemical Garden, Articulture, Current Events, Projects. Tags: alchemy, art, bike, crucible, ecology, garden, green art, hedge, hyper-accumulating, industry, living structure, Newburyport, permaculture, rail, sculpture, soil remediation, trail, tree guilds.

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