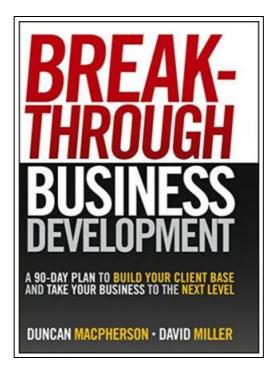
# Breakthrough Business Development: A 90-Day Plan to Build Your Client Base and Take Your Business to the Next Level



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# BREAKTHROUGH BUSINESS DEVELOPMENT: A 90-DAY PLAN TO BUILD YOUR CLIENT BASE AND TAKE YOUR BUSINESS TO THE NEXT LEVEL



Wiley. Hardcover. Book Condition: New. Hardcover. 240 pages. Increase Profits, Be more Organized, attract a Higher Quality and Quantity of Referrals, Run Your Business so That It Doesnt Run You, Take Your Business to the Next Level. . . . With Breakthrough Business Development!Breakthrough Business Development shows you how to attract and keep great clients, while running a profitable and efficient business. It helps every knowledge-for-profit professional to maximize your most valuable client relationships, and to develop a personalized business development plan to mine the untapped potential in your business. Praise for the Pareto System, Featured in Breakthrough Business Development. I am just beside myself on the results gathered so far from instituting the Pareto System. I use an agenda for meetings now and have formulated a standard package given to new clients. Already I have sent out twenty thank-you cards to new referrals. I even got a referral from a referral if that makes sense. Some clients didnt know that I was still expanding my business. I am also finding advocates that I didnt classify as such. Opening twenty accounts in this short time span is amazing but already I have another ten leads in the pipeline. You guys were right, it does work. We have been building client relationships for 45 years. . . Pareto Systems successfully helped us to pause and then guided us through the process of defining the appropriate business structure and systems which will strengthen and enhance our best client relationships. We are now focusing on a comprehensive, systematized program for select clients. The results have been amazing-client satisfaction is way up and so are revenues. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Hardcover.

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