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The Persuader's Guide to Eliminating Resistance and Getting Compliance (Paperback)

By Jack N Raven

Createspace Independent Publishing Platform, 2013. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.If you are a Persuader (who isn't), this book can teach you techniques of persuasion to allow you to navigate and make your offers to minimize, even eliminate resistance from the targets or leads! The goal of this book is to introduce a special way of looking and treating the persuasion even, so that resistances are minimized, while giving you unprecedented leverage in how to control people much more smoothly. You can collect all the trial closes and fancy shmancy persuasion techniques, but if you lack the innergame and how to see the whole picture? You won't be able to persuade and get the Compliance (acceptance of offer, target makes the desired action etc)! If you can master resistance? You can master persuasion! For my readers interested in subjects on how to be a Spy, or on how to be a Con artist? Well this book does not cover those subjects directly, HOWEVER to learn how to spy for example requires the skillsets of getting compliance and resistance management, which are things that are indeed covered in this book. Table Of...



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