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**FOREWORD BY BRIAN TRACY
BESTSELLING AUTHOR OF GOALS!**

Beyond Referrals



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to Convert Referrals into High-Value Clients

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Beyond Referrals Perpetual Revenue High Value

Brian P. Moran, Michael Lennington



Beyond Referrals Perpetual Revenue High Value:

Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients Bill Cates, 2013-04-19 More Introductions More Appointments More Clients You face four hurdles to gaining new clients finding enough of the right prospects getting their attention making the sale and multiplying your clients through referrals While referrals are important they re not the endgame Beyond Referrals helps you turn referrals into introductions appointments and sales showing you how to turn referrals into introductions to the prospects who are eager to hear from you Then you ll learn proven ways to convert a high percentage of prospects into high value clients Bill s referral system is being used throughout our company because the results are undeniable He has truly revolutionized the way our advisors are acquiring new clients through referrals This book will turbocharge your client acquisition JOE JORDAN Senior Vice President MetLife Beyond Referrals is a gold mine of value based profit creating information Utilizing Bill s Perpetual Revenue System we learn that obtaining the referral is only the first step in an ongoing and very profitable cycle BOB BURG coauthor of The Go Giver and author of Endless Referrals Beyond Referrals explains how to avoid leaving money on the table from what I call the second sale You can read this book and double your business or you can merely work twice as hard That s not much of a choice ALAN WEISS PhD author of Million Dollar Consulting and Million Dollar Referrals This is the ultimate blueprint for converting referrals into clients Ivan Misner PhD New York Times bestselling author and founder of BNI *The 12 Week Year* Brian P. Moran, Michael Lennington, 2025-11-11 The guide to shortening your execution cycle down from one year to twelve weeks Most organizations and individuals work in the context of annual goals and plans a twelve month execution cycle Instead The 12 Week Year avoids the pitfalls and low productivity of annualized thinking This book redefines your year to be 12 weeks long In 12 weeks there just isn t enough time to get complacent and urgency increases and intensifies The 12 Week Year creates focus and clarity on what matters most and a sense of urgency to do it now In the end more of the important stuff gets done and the impact on results is profound Explains how to leverage the power of a 12 week year to drive improved results in any area of your life Offers a how to book for both individuals and organizations seeking to improve their execution effectiveness Authors are leading experts on execution and implementation Turn your organization s idea of a year on its head and speed your journey to success **The 12 Week Year** Brian Moran & Michael Lennington, 2022-11-15 The 12 Week Year merupakan proses yang ditempa di bidang olahraga digunakan oleh para atlet kelas dunia serta diubah untuk kepentingan bisnis dan kehidupan sehari hari oleh Brian P Moran dan Michael Lennington The 12 Week Year telah dikaji oleh ribuan klien dan ratusan perusahaan dan didukung oleh pengalaman nyata selama bertahun tahun Dalam buku yang inovatif ini pengarang menyingkap rahasia sederhana untuk membantu Anda mencapai hasil yang lebih besar The 12 Week Year menggabungkan disiplin disiplin dan prinsip prinsip yang telah terbukti tentang eksekusi yang efektif dalam konteks siklus eksekusi 12 minggu Dalam buku ini Anda akan menemukan cara mengembangkan kejelasan dan fokus pada

hal yang paling penting dan rasa urgensi yang sehat untuk menyelesaikannya Anda akan belajar cara memegang kendali atas waktu menaikkan pendapatan menyeimbangkan prioritas dalam hidup mengurangi stres dan mencapai target target dalam waktu singkat The 12 Week Year adalah buku how to baik bagi individu maupun organisasi yang dalam 12 minggu ke depan ingin mencapai lebih banyak hal daripada yang dicapai orang lain dalam 12 bulan ke depan Bergabunglah dengan ribuan orang yang telah merasakan keuntungan rencana 12 Week Year Raihlah buku ini dan ubahlah gagasan kerja dalam setahun secara total dan percepat perjalanan Anda menuju kesuksesan Gunakan secara maksimal kekuatan 12 Week Year untuk mendorong hasil yang lebih baik di segala bidang dalam hidup Anda

El año de 12 semanas Brian P. Moran, Michael Lennington, 2021-06-04 La mayor a de las organizaciones e individuos trabaja bajo el concepto de metas y planes anuales es decir en ciclos de ejecución de 12 meses En cambio El año de 12 semanas te propone evitar las trampas y la baja productividad que genera el tipo de pensamiento anualizado Esta propuesta redefine tu año para que pienses en términos de 12 semanas de ejecución durante las cuales no tendrás tiempo suficiente como para posponer tus metas y por el contrario tu urgencia por cumplirlas aumentar y se intensificar En El año de 12 semanas aprenderás cómo Aprovechar el poder de las metas programadas con una fecha de vencimiento de 12 semanas para que obtengas mejores resultados en cualquier área de tu vida Implementar las instrucciones tanto para individuos como organizaciones que buscan mejorar el nivel de efectividad en lo referente a la ejecución de sus metas y proyectos Utilizar la experiencia y el liderazgo de sus autores en las áreas de ejecución e implementación Este libro toma valiosos principios disciplina consistencia enfoque intensidad propiedad responsabilidad y planificación y los convierte en un sistema sencillo pero que realmente funciona Qué más se puede pedir

MATTHEW E WINTER Presidente de Allstate Auto Home and Agencies El año de 12 semanas es un sistema poderoso para lograr resultados extraordinarios tanto a nivel profesional como personal Es un enfoque simple pero probado para crear resultados innovadores Si estás comprometido a hacer cambios duraderos esta es una lectura obligada para ti TOM BURNS Director de Distribución de Allianz

O Ano de 12 Semanas Brian P. Moran, O que distingue as pessoas e as empresas que singram na vida daquelas que apresentam resultados fracos uma capacidade de executar eficazmente com base no conhecimento que possuem Para a maior parte de nós há uma diferença entre aquilo que sabemos que devemos fazer e aquilo que estamos realmente dispostos a fazer Este é o grande desafio conseguirmos executar as coisas que fazemos com que possamos materializar o nosso verdadeiro potencial Execução a palavra chave O segredo para o sucesso não é trabalhar mais focar a execução nas tarefas prioritárias que nos levarão a atingir as coisas que queremos da vida E para fazer isto existe um método comprovado que nos ajuda a simplificar o nosso processo O Ano das 12 Semanas O Ano de 12 Semanas um processo inicialmente desenvolvido para o campo do desporto e usado por atletas de renome mundial Dado o sucesso obtido foi transformado para o contexto empresarial e para a vida diária por Brian P Moran e Michael Lennington Este não é um livro de teorias O Ano de 12 Semanas tem sido usado por milhares de clientes e centenas de empresas e suportado por anos de experi

ncia de vida real Neste livro inovador os autores desvendam o segredo simples que o vai ajudar a alcan ar mais em quatro vezes menos tempo Dividido em duas grandes partes O Ano de 12 Semanas re ne os princ pios de organiza o e execu o mais eficazes e contextualiza os em ciclos de 12 semanas No livro descobrir como desenvolver clareza e foco para aquilo que mais interessa e um sentido de urg ncia saud vel que lhe permitir Recuperar o controlo do seu dia a dia Aumentar os seus rendimentos Equilibrar as prioridades na sua vida Reduzir o stress Alcan ar os seus objetivos em tempo recorde Como tornar real a sua vis o O Ano de 12 Semanas um livro guia para pessoas e para empresas ou equipas que gostariam de conseguir alcan ar mais da vida Adquira este livro e d um novo significado ideia de um ano ao mesmo tempo que p e prego a fundo na sua viagem rumo ao sucesso *United States Investor and Promoter of American Enterprises* ,1897 **The Saturday Evening Post** ,1925 **The Accountant** ,1918 **The Christian Union** Henry Ward Beecher,1889 *The Statutes at Large, of England and of Great Britain* Great Britain,1811

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