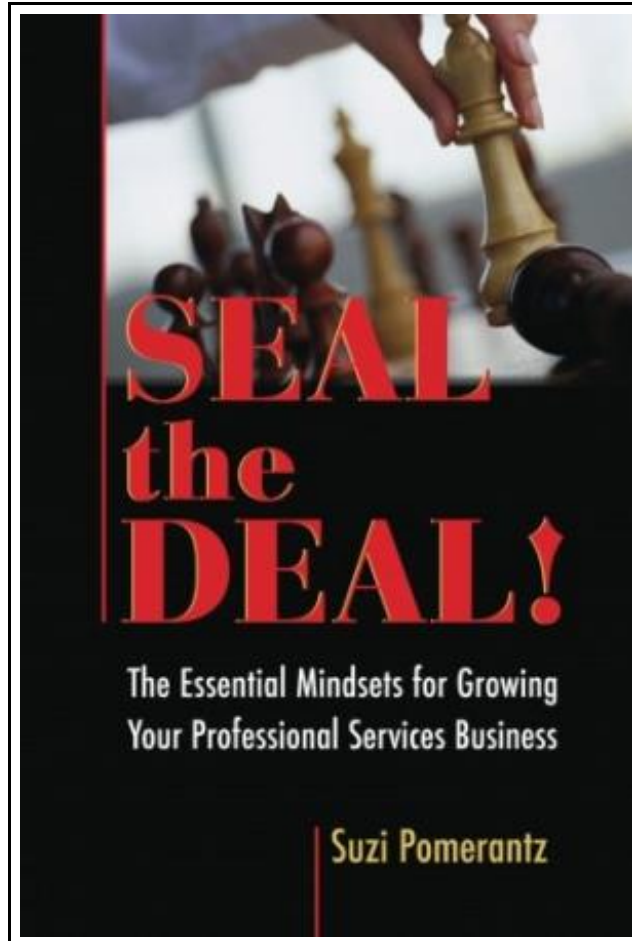


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(Dr. Kayden Gerlach)

SEAL THE DEAL: THE ESSENTIAL MINDSETS FOR GROWING YOUR PROFESSIONAL SERVICES BUSINESS



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Paperback. Condition: New. 356 pages. Dimensions: 8.9in. x 5.9in. x 0.5in. Seal the Deal: The Essential Mindsets for Growing Your Professional Services Business demystifies how successful coaches make money while making a difference. The innovative, 10-Step Seal the Deal system reveals how to integrate the critical trinity of networking, marketing and sales to find and land the ideal clients who need your genius. **REVIEWS** I've experienced the system personally and can say that the Seal The Deal Formula belongs in any professionals chemistry kit. -- Mike Jay, Author of CPR for the Soul and CEO, B-Coach Systems Many great coaches and consultants have the dedication, education and experience needed to help others. They are just missing clients! Seal the Deal shows you how to solve this problem and helps you turn great talent into a great business. This is an important book! -- Marshall Goldsmith, Americas pre-eminent executive coach Seal the Deal is a cogent, coherent and comprehensive approach to business development. Dont miss it! -- Ken Blanchard, Co-author The One Minute Manager and Leading at a Higher Level Seal the Deal, more than a traditional book, is a series of powerful coaching sessions dealing with a big breakdown that many excellent coaches and consultants face today: they dont know how to sell their services to organizations. Suzi Pomerantz not only knows, she can also coach us so we can learn that critical ability. -- Julio Olalla, President, Newfield Network, Inc. With Seal the Deal, Suzi Pomerantz masterfully guides new and experienced professionals alike to grow their business to the next level. Suzi reminds us that selling is not about being inauthentic, its about clear, honest communication and cultivating win-win relationships. -- Karlin Sloan, Author of Smarter, Faster, Better; Strategies for Effective, Enduring, and Fulfilled Leadership **PRODUCT DESCRIPTION** Learn how to...



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