

MICHAEL J. DURBIN

DOUBLEZ VOS CONTACTS

100 façons d'être efficace
dans vos contacts professionnels



Éditions

Doublez Vos Contacts

Pierre Grimal



Doublez Vos Contacts:

Doublez l'intelligence de vos enfants Roger Suire, 1961 SMS - Mode d'emploi Linda Felinger, 2013-06-05 Une nouvelle collection de guides d'adultes prescripteurs de tendances pleins d'humour de liberté et d'esprit subversif sur des sujets d'actualité ou de société Des guides pertinents pour être impertinents Le sms a 20 ans Parce qu'aujourd'hui nous avons tous des forfaits sms illimités parce que le sms est devenu un moyen de communication incontournable et gratuit le sms est devenu une langue part entière Grâce à ce guide apprenez à crypter les sms de vos parents amis maris ou amants et y répondre

La Vie Efficace Edward Earle Purinton, L'efficacité est l'art de transformer le chaos en direction l'inertie en mouvement et la routine en objectif Ce livre traite de cet art avec clarté et précision non pas comme un manuel technique mais comme un miroir des possibilités pour ceux qui veulent faire plus avec ce qu'ils ont déjà Le monde qui nous entoure est plein de gaspillage de temps de talent et d'énergie Des milliers de personnes travaillent au mauvais endroit des milliers vivent en dessous de leurs moyens des milliers tombent malades cause de mauvais choix Mais il y a un moyen de s'en sortir et il réside dans l'organisation de sa propre vie dans le contrôle de ses motions dans le soin de son corps dans l'attention portée à ses pensées et dans le choix conscient de ses actions L'efficacité n'est pas la froideur ou la rigidité C'est de la sensibilité appliquée et de l'intelligence cultivée et de l'intention focalisée Elle se révèle lorsque l'être humain prend conscience qu'il n'est pas là au hasard qu'il peut façonner sa situation qu'il est possible de se développer sans dépendre de la chance ou d'une influence extérieure C'est une force silencieuse discrète mais profondément transformatrice Il ne s'agit pas de travailler plus mais de travailler avec sens clarté et légèreté étudier avec méthode Manger avec discernement Vivre avec équilibre L'esprit a autant besoin d'être nourri que le corps Les pensées que nous choisissons influencent notre santé nos décisions et même notre destin L'auteur nous rappelle que le génie n'est pas le don de quelques uns mais une qualité latente chez beaucoup soufflée par des systèmes éducatifs rigides et des environnements mal formés De même qu'un physique solide n'est pas le fruit de la chance un esprit brillant est le résultat d'une culture d'une réflexion et d'une audace constantes La grandeur n'est pas le fruit d'une impulsion mais d'une répétition intelligente Le travail lorsqu'il est choisi et accompli avec amour est une voie de libération Les loisirs lorsqu'ils sont bien utilisés restaurent et développent L'alimentation souvent négligée est le fondement de la vitalité La maison lorsqu'elle est bien construite est un centre d'énergie d'éducation et d'harmonie La vie quotidienne si elle est bien gérée est un terrain fertile pour l'évolution Ce livre propose une nouvelle ou peut-être très ancienne façon de se regarder Il n'impose pas de règles mais offre des paramètres Il ne promet pas de miracles mais suggère des voies à suivre Au lieu de formules toutes faites il présente des idées qui stimulent la réflexion provoquent l'action et remettent en question la médiocrité S'il est un thème qui revient chaque page c'est bien celui de la possibilité de vivre mieux avec plus de clarté et d'objectifs Chaque choix compte chaque habitude se construit chaque pensée laisse sa marque Et surtout chacun peut être plus grand qu'il ne le pense s'il décide d'étudier avec honnêteté de prendre soin de ce qu'il consomme avec attention et de servir le monde avec authenticité Ce n'est pas un livre lisse

d une traite C est un compagnon relire r fl chir et tester C est une proposition pour r organiser sa vie non pas avec rigidité mais avec s r nit Avec le courage de changer et la sagesse de simplifier Parce qu en fin de compte une vie efficace est une vie qui transforme silencieusement l ordinaire en quelque chose d extraordinaire A R Ribeiro Biblioth que de la Nouvelle Pens e

La feuille du cultivateur ,1856 *Doublez vos contacts* Michael J. Durkin,2012-09-19 Gr ce ce livre vous apprendrez Comment approcher une nouvelle personne dont vous aimeriez faire la connaissance et savoir exactement quoi dire pour d buter une conversation sans l aide de phrases st r otyp es Des techniques pour demander des gens leur num ro de t l phone ou courriel afin de les contacter et de toujours maintenir une posture de contr le De quelle fa on g rer la demande de documentation et d arriver quand m me fixer un rendez vous Des techniques pour savoir g rer les demandes d explications au t l phone et arriver quand m me fixer un rendez vous en t te t te avec le prospect Comment d tecter le langage corporel secret de vos prospects afin de saisir le meilleur moment pour demander leur num ro de t l phone et cela sans donner l impression que vous avez besoin d eux Et beaucoup plus encore *L'Événement* ,1999 Bulletin de l'Institut national des appellations d'origine des vins et eaux-de-vie ,1965 **Doublez vos contacts** ,2010 Vous tes sur le point d apprendre des secrets que ne conna tront jamais la plupart des r seauteurs en relation avec le fait de cr er des contacts et de fixer des rendez vous s ils n ont pas lu ce livre Comment approcher une nouvelle personne dont vous aimeriez faire la connaissance et savoir exactement quoi dire pour d buter une conversation sans l aide de phrases st r otyp es enseign es dans le marketing de r seau Des techniques pour demander quelqu un son num ro de t l phone ou adresse courriel afin de les contacter et de toujours maintenir une posture de contr le Comment g rer qu on vous demande de poster de la documentation et d arriver quand m me fixer un rendez vous Des techniques pour savoir g rer le fait qu on vous demande des explications au t l phone et arriver quand m me fixer un rendez vous en face face avec le prospect viter de dire des mots accrocheurs qui sonnent l alarme dans l esprit de vos prospects comme quoi il s agit de marketing de r seau Comment d tecter le langage corporel secret de vos prospects afin de saisir le meilleur moment pour demander leur num ro de t l phone sans qu il semble que vous ayez besoin d eux Et beaucoup plus encore Vous avez joint le marketing de r seau pour r ussir tous les niveaux C est ce que ce livre veut vous aider accomplir **Au bord de l'eau; plaine et bois** ,1951 Paracelse Guy Bechtel,1970 **Mister Freedom** William Klein,1970 Satire about American culture nationalism and political boorishness Superhero Mr Freedom goes to France to save it from Communism but he spends more time creating mayhem than he does helping *Ameriques* Philippe Gloaguen,1975 *Asie* Philippe Gloaguen,1975 *Afrique* Philippe Gloaguen,1975 **Le courrier** ,1985 **Nouveau Paris match** ,1959 Le point ,2001 **Histoire mondiale de la femme: L'Occident, des Celtes à la Renaissance** Pierre Grimal,1965 **Je sais tout** ,1929 **Le figaro magazine** ,1998-07

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