



## Merge: Simplify the Complex Sale in Five Surefire Steps

By William L. MacDonald

AuthorHouse. Hardcover. Book Condition: New. Hardcover. 200 pages. Dimensions: 9.4in. x 6.1in. x 0.9in. MERGE eases you into the front row of a master class on the art and science of the complex sale, taught by one of the most successful marketers in financial services. No matter how good you are (or think you are) as a relationship builder, rainmaker, consultant or closer, pick up the head-snapping nuggets of practical wisdom spread across these pages. MERGE reveals a five-step surefire sales process long forgotten, overlooked, or never learned by so many professionals in finance, insurance, legal, real estate and other high-value professions. Don't miss it this time. Your business, your clients depend on the high-water mark of your greatness. Praise for MERGE MERGE offers the insight of one of America's best and most successful marketers in the financial services industry. Read it before your competition does. -Peter D. Quinn, Senior Vice President, Wells Fargo Bank - Executive Benefits Bill MacDonald has done a superb job of merging theory and practical application of sales and marketing-how he actually made his theories work in practice. MERGE is a book all up-and-coming sales and marketing executives should read, well-written, and easy to read. -Jim...



**READ ONLINE**  
[ 3.74 MB ]

### Reviews

*Good e-book and beneficial one. it absolutely was writtern quite flawlessly and beneficial. I am delighted to explain how this is basically the very best ebook i have read through within my very own daily life and may be he greatest ebook for at any time.*

*-- Prof. Leonardo Parker*

*This pdf is wonderful. It really is writter in simple terms instead of hard to understand. Its been developed in an exceedingly simple way and it is just after i finished reading this ebook in which in fact modified me, alter the way in my opinion.*

*-- Ollie Powlowski*

## You May Also Like



### [The Whale Tells His Side of the Story Hey God, Ive Got Some Guy Named Jonah in My Stomach and I Think Im Gonna Throw Up](#)

B&H Kids. Hardcover. Book Condition: New. Cory Jones (illustrator). Hardcover. 32 pages. Dimensions: 9.1in. x 7.2in. x 0.3in. Oh sure, we all heard the story of Jonah and the Whale a hundred times. But have we heard it from the perspective of the...



### [Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large](#)

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who can teach you a lot. Everyone who...



### [The Day I Forgot to Pray](#)

Tate Publishing. Paperback. Book Condition: New. Paperback. 28 pages. Dimensions: 8.7in. x 5.8in. x 0.3in. Alexis is an ordinary five-year-old who likes to run and play in the sandbox. On her first day of Kindergarten, she makes her first school-aged friend, Elizabeth, and...



### [The Birds Christmas Carol](#)

Digireads.com. Paperback. Book Condition: New. Paperback. 34 pages. Dimensions: 7.8in. x 4.8in. x 0.3in. Kate Douglas Wiggin (1856-1923) was an important reformer of childrens education at the turn of the century. During a period when childrens place in society was little other than...



### [Scholastic Discover More Animal Babies](#)

Scholastic Reference. Hardcover. Book Condition: New. Hardcover. 32 pages. Dimensions: 9.1in. x 7.6in. x 0.5in. Scholastic Discover More is a revolutionary new nonfiction line pairing stunning print books with corresponding interactive digital books that extend the learning online. ANIMAL BABIES unlocks a free...



### [The Gosh Awful Gold Rush Mystery Real Kids, Real Places](#)

Gallopade International. Paperback. Book Condition: New. Paperback. 146 pages. Dimensions: 7.4in. x 5.3in. x 0.6in. When you purchase the Library Bound mystery you will receive FREE online eBook access! Carole Marsh Mystery Online eBooks are an easy, effective, and immediate way to read...