

Soundpoint Ip 650 Quick User Guide

In the world of DIE, the players are now real players. Countries are their pieces, and the board threatens to run red with blood. Who is the Queen, and who are pawns? Who's playing to win? Who's forgotten what they're playing for? And what will they do when they're reminded of the real stakes? The critically acclaimed dark fantasy smash hit goes epic in its third volume.

Collects DIE #11-15

When it's all said and done, penetration testing remains the most effective way to identify security vulnerabilities in computer networks. Conducting Network Penetration and Espionage in a Global Environment provides detailed guidance on how to perform effective penetration testing of computer networks—using free, open source, and commercially available tools, including Backtrack, Metasploit, Wireshark, Nmap, Netcat, and Nessus. It also considers exploits and other programs using Python, PERL, BASH, PHP, Ruby, and Windows PowerShell. The book taps into Bruce Middleton's decades of experience with computer security, including penetration testing of military networks, the White House, utilities, manufacturing facilities, CIA headquarters, the Defense Information Systems Agency, and NASA. Mr. Middleton begins with a chapter on defensive measures/privacy issues and then moves on to describe a cyber-attack on one of his labs and how he responded to the attack. Next, the book explains how to research a target without directly "touching" that target. Once you've learned all you can, the text describes how to gather even more information using a more direct approach. From there, it covers mathematical analysis, considers target exploitation, and discusses Chinese and Syrian cyber-attacks. Providing authoritative guidance on cyberforensics, reverse engineering, and penetration testing, the book categorizes testing tools according to their use within the standard penetration testing framework. For each of the above-mentioned categories, you will find basic and advanced tools and procedures to help you identify security vulnerabilities in today's networks. After reading this book, you will understand how to perform an organized and efficient penetration test. You will also learn techniques used to bypass anti-virus software and capture keystrokes of remote systems. Explaining how to put together your own penetration testing lab, the text concludes by describing how to utilize various iPhone apps to perform reconnaissance activities on wireless networks.

This bestselling guide makes it easy to learn how to design a complete Voice over IP (VoIP) or traditional PBX system with Asterisk, with a detailed roadmap that shows readers how to install and configure this open source software, whether upgrading an existing phone system or starting from scratch.

The superb analyses of James Orr into the essential nature of Christianity and God in the world are underappreciated classics. This edition includes Orr's notes, appended at the end of each chapter. Based off a series of lectures delivered in the late 19th century, this work delves into the essential truths of the Christian character. What it means to be a follower of Christ, and how the Christian views the world around him, is but the initial foray of an author determined to unveil the meanings behind the spirituality. The place of Jesus as an exemplar to all Christians is investigated, with Orr giving us a variety of scholarly views on how the life and deeds of Christ can and are viewed by believers. Orr then broadens his examination into theism in general: the human being holding a theistic outlook upon the world is sure to derive comfort and meaning from his beliefs. The loss of this is, in the opinion of Orr and the scholars he cites, equivalent to a great misfortune.

Design a complete Voice over IP (VoIP) or traditional PBX system with Asterisk, even if you have only basic telecommunications knowledge. This bestselling guide makes it easy, with a detailed roadmap that shows you how to install and configure this open source software, whether you're upgrading your existing phone system or starting from scratch. Ideal for Linux

administrators, developers, and power users, this updated edition shows you how to write a basic dialplan step-by-step, and brings you up to speed on the features in Asterisk 11, the latest long-term support release from Digium. You'll quickly gain working knowledge to build a simple yet inclusive system. Integrate Asterisk with analog, VoIP, and digital telephony systems Build an interactive dialplan, using best practices for more advanced features Delve into voicemail options, such as storing messages in a database Connect to external services including Google Talk, XMPP, and calendars Incorporate Asterisk features and functions into a relational database to facilitate information sharing Learn how to use Asterisk's security, call routing, and faxing features Monitor and control your system with the Asterisk Manager Interface (AMI) Plan for expansion by learning tools for building distributed systems

Telephoning in English is for professionals or trainee professionals in business, commerce and administration who need to make and answer phone calls. It is suitable for learners at the intermediate and upper-intermediate levels, and can be used in class or for self-study. The emphasis is on developing and consolidating practical telephone skills in a variety of interesting and relevant contexts. Activities range from message-taking and spelling practice to role play, providing learners with a comprehensive course in using the telephone in English.

Second edition This has been fully revised and updated to take into account the most important recent developments in the world of telecommunications. It has also been redesigned at a larger format and in colour to make it easier to use for learners working on their own. The recorded material is available on an audio cassette set (2) or audio CD set (2).

Sidestep VoIP Catastrophe the Foolproof Hacking Exposed Way "This book illuminates how remote users can probe, sniff, and modify your phones, phone switches, and networks that offer VoIP services. Most importantly, the authors offer solutions to mitigate the risk of deploying VoIP technologies." --Ron Gula, CTO of Tenable Network Security Block debilitating VoIP attacks by learning how to look at your network and devices through the eyes of the malicious intruder. Hacking Exposed VoIP shows you, step-by-step, how online criminals perform reconnaissance, gain access, steal data, and penetrate vulnerable systems. All hardware-specific and network-centered security issues are covered alongside detailed countermeasures, in-depth examples, and hands-on implementation techniques. Inside, you'll learn how to defend against the latest DoS, man-in-the-middle, call flooding, eavesdropping, VoIP fuzzing, signaling and audio manipulation, Voice SPAM/SPIT, and voice phishing attacks. Find out how hackers footprint, scan, enumerate, and pilfer VoIP networks and hardware Fortify Cisco, Avaya, and Asterisk systems Prevent DNS poisoning, DHCP exhaustion, and ARP table manipulation Thwart number harvesting, call pattern tracking, and conversation eavesdropping Measure and maintain VoIP network quality of service and VoIP conversation quality Stop DoS and packet flood-based attacks from disrupting SIP proxies and phones Counter REGISTER hijacking, INVITE flooding, and BYE call teardown attacks Avoid insertion/mixing of malicious audio Learn about voice SPAM/SPIT and how to prevent it Defend against voice phishing and identity theft scams

The Complete Book of Magnetic Recording Get the very latest and most up-to-date information on every aspect of magnetic recording with the 4th edition of one of TAB's all-time best-sellers. Often referred to as the "Bible" by technicians and engineers working in the magnetic recording industry, the Handbook is

practical rather than theoretical in its approach. In the rapidly growing field of magnetic recording, this book is truly the "authority" with easy access to topics of interest and extensive instruction on the equipment and techniques prevalent in the industry. This massive reference volume contains numerous illustrations and three indexes (illustrations, names and terms) for quick cross-referencing. References are also included for further study. Every engineer and technician working in the field of magnetic recording should add the Handbook to their reference shelf.

A Doody's Core Title 2012 This new illustrated guide to assistive technologies and devices chronicles the use of AT/AD - technology used by individuals with disabilities to perform functions that might otherwise be difficult or impossible. This book empowers people to use assistive technologies to overcome some of their physical or mental limitations and have a more equal playing field. It includes real-life examples about how people with disabilities are using assistive technology (AT) to assist them in daily tasks, and discusses emotional issues related to AT/AD.

This last book in the six-volume series from NEXTmanga combines cutting-edge illustration with fast-paced storytelling to deliver biblical truth to an ever-changing, postmodern culture. More than 10 million books in over 40 different languages have been distributed worldwide in the series.

Say "I Do" to Success From wedding bells to wedding bills, gain an inside look at the billion dollar wedding industry and learn how to earn your next pay check coordinating the "big" day of today's brides and grooms. Discover the newest wedding trends, such as destination weddings, tapas-style catering, disposable video cameras, wedding logos and more. Plus, learn everything else you need to know to start and run a successful wedding consultant business, including: How to market your services and find customers Using social media to attract and communicate with clients Tips from the pros for handling the unexpected What licenses and permits you need How to avoid common mistakes How to negotiate with vendors and suppliers to get the best prices The most important contacts to make And more! You don't need an office or a lot of startup money. With your creativity and help from our experts, you'll be well on your way to success!

Do you want to understand Neural Networks and learn everything about them but it looks like it is an exclusive club? Are you fascinated by Artificial Intelligence but you think that it would be too difficult for you to learn? If you think that Neural Networks and Artificial Intelligence are the present and, even more, the future of technology, and you want to be part of it... well you are in the right place, and you are looking at the right book. If you are reading these lines you have probably already noticed this: Artificial Intelligence is all around you. Your smartphone that suggests you the next word you want to type, your Netflix account that recommends you the series you may like or Spotify's personalised playlists. This is how machines are learning from you in everyday life. And these examples are only the surface of this technological revolution. Either if you want to start your

own AI enterprise, to empower your business or to work in the greatest and most innovative companies, Artificial Intelligence is the future, and Neural Networks programming is the skill you want to have. The good news is that there is no exclusive club, you can easily (if you commit, of course) learn how to program and use neural networks, and to do that Neural Networks for Beginners is the perfect way. In this book you will learn: The types and components of neural networks The smartest way to approach neural network programming Why Algorithms are your friends The "three Vs" of Big Data (plus two new Vs) How machine learning will help you making predictions The three most common problems with Neural Networks and how to overcome them Even if you don't know anything about programming, Neural Networks is the perfect place to start now. Still, if you already know about programming but not about how to do it in Artificial Intelligence, neural networks are the next thing you want to learn. And Neural Networks for Beginners is the best way to do it. Buy Neural Network for Beginners now to get the best start for your journey to Artificial Intelligence.

Build better relationships and Sell More Effectively With a Powerful SALES STORY

"Throughout our careers, we have been trained to ask diagnostic questions, deliver value props, and conduct ROI studies. It usually doesn't work; best case, we can argue with the customer about numbers—purely a left brain exercise, which turns buyers off. This book explains a better way." —John Burke, Group Vice President, Oracle Corporation

"Forget music, a great story has charm to soothe the savage beast and win over the most challenging customer. And one of the best guides in crafting it, feeling it, and telling it is What Great Salespeople Do. A must-read for anyone seeking to influence another human being." —Mark Goulston, M.D., author of the #1 international bestseller Just Listen: Discover the Secret to Getting Through to Absolutely Anyone

"Good salespeople tell stories that inform prospects; great salespeople tell stories that persuade prospects. This book reveals what salespeople need to do to become persuasive story sellers." —Gerhard Gschwandtner, publisher of Selling Power

"This book breaks the paradigm. It really works miracles!" —David R. Hibbard, President, Dialexis Inc™

"What Great Salespeople Do humanizes the sales process." —Kevin Popovic, founder, Ideahaus®

"Mike and Ben have translated what therapists have known for years into a business solution—utilizing and developing one's Emotional Intelligence to engage and lessen the defenses of others. What Great Salespeople Do is a step-by-step manual on how to use compelling storytelling to masterfully engage others and make their organizations great." —Christine Miles, M.S., Psychological Services, Executive Coach, Miles Consulting LLC

About the Book: This groundbreaking book offers extraordinary insight into the greatest mystery in sales: how the very best salespeople consistently and successfully influence change in others, inspiring their customers to say yes. Top-performing salespeople have always had a knack for forging connections and building relationships with buyers. Until now, this has been considered an innate talent. What Great Salespeople Do challenges some of the most widely accepted paradigms in selling in order to prove that influencing change in buyers is a skill that anyone can learn. The creator of Solution Selling and CustomerCentric Selling, Michael Bosworth, along with veteran sales executive Ben Zoldan, synthesize discoveries in neuroscience, psychology, sociology, anthropology,

and other disciplines, combining it all into a field-tested framework—helping you break down barriers, build trust, forge meaningful relationships, and win more customers. This book teaches you how to: Relax a buyer's skepticism while activating the part of his or her brain where trust is formed and connections are forged Use the power of story to influence buyers to change Make your ideas, beliefs, and experiences "storable" using a proven story structure Build a personal inventory of stories to use throughout your sales cycle Tell your stories with authenticity and real passion Use empathic listening to get others to reveal themselves Incorporate storytelling and empathic listening to achieve collaborative conversations with buyers Breakthroughs in neuroscience have determined that people don't make decisions solely on the basis of logic; in fact, emotions play the dominant role in most decision-making processes. What Great Salespeople Do gives you the tools and techniques to influence change and win more sales.

This supplement describes the SAS/ACCESS features and options that are available for SYBASE. When you use this supplement along with SAS/ACCESS Interface to Relational Databases: Reference, you will have a comprehensive guide to SAS/ACCESS software for your database management system (DBMS). This supplement explains how SAS/ACCESS software has been customized to accommodate the particular requirements and capabilities of your DBMS. This title is also available online. This title is designed for users of SAS/ACCESS software who need specific information about SYBASE. Supports releases 9.1 and higher of SAS software.

A major systematic study of the connection between Marx and Lacan's work Finalist for the American Board and Academy of Psychoanalysis Book Prize Despite a resurgence of interest in Lacanian psychoanalysis, particularly in terms of the light it casts on capitalist ideology—as witnessed by the work of Slavoj Žižek—there remain remarkably few systematic accounts of the role of Marx in Lacan's work. A major, comprehensive study of the connection between their work, *The Capitalist Unconscious* resituates Marx in the broader context of Lacan's teaching and insists on the capacity of psychoanalysis to reaffirm dialectical and materialist thought. Lacan's unorthodox reading of Marx refigured such crucial concepts as alienation, *jouissance* and the Freudian 'labour theory of the unconscious'. Tracing these developments, Tomšič maintains that psychoanalysis, structuralism and the critique of political economy participate in the same movement of thought; his book shows how to follow this movement through to some of its most important conclusions.

Children are already learning at birth, and they develop and learn at a rapid pace in their early years. This provides a critical foundation for lifelong progress, and the adults who provide for the care and the education of young children bear a great responsibility for their health, development, and learning. Despite the fact that they share the same objective - to nurture young children and secure their future success - the various practitioners who contribute to the care and the education of children from birth through age 8 are not acknowledged as a workforce unified by the common knowledge and competencies needed to do their jobs well. *Transforming the Workforce for Children Birth Through Age 8* explores the science of child development, particularly looking at implications for the professionals who work with children. This report examines the current capacities and practices of the workforce, the settings in which they work, the

policies and infrastructure that set qualifications and provide professional learning, and the government agencies and other funders who support and oversee these systems. This book then makes recommendations to improve the quality of professional practice and the practice environment for care and education professionals. These detailed recommendations create a blueprint for action that builds on a unifying foundation of child development and early learning, shared knowledge and competencies for care and education professionals, and principles for effective professional learning. Young children thrive and learn best when they have secure, positive relationships with adults who are knowledgeable about how to support their development and learning and are responsive to their individual progress. *Transforming the Workforce for Children Birth Through Age 8* offers guidance on system changes to improve the quality of professional practice, specific actions to improve professional learning systems and workforce development, and research to continue to build the knowledge base in ways that will directly advance and inform future actions. The recommendations of this book provide an opportunity to improve the quality of the care and the education that children receive, and ultimately improve outcomes for children.

Known for accuracy, precision, and rigor, Soo Tan now brings those same qualities to the Calculus course. With his clear, concise writing style, and use of relevant, real world examples, Tan introduces abstract mathematical concepts with his intuitive approach that captures student interest without compromising mathematical rigor. In keeping with this emphasis on conceptual understanding, each exercise set begins with concept questions and each end-of-chapter review section includes fill-in-the-blank questions which help students master the definitions and theorems in each chapter. Additionally, many questions asking for the interpretation of graphical, numerical, and algebraic results are included among both the examples and the exercise sets. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Besides its obvious destructive potential, military R&D also serves to protect human lives, equipment and facilities against the effects of weapons. Concepts have therefore been developed that improve safety of stationary and mobile facilities against pressure waves, thermal radiation and fire. Effective, fast fire extinguishing equipment has been designed for tank compartments and motors. Closed buildings are demolished and landmines are removed with gas and dust explosions. Stringent safety requirements have been developed for the production of ammunition and explosives. Military and related industries have accumulated a vast knowledge and sophisticated experience that are very valuable in a variety of civil applications. The knowledge is based on theoretical and experimental research work, the origin of which sometimes dates back many centuries. It has often been classified and therefore has remained unknown to the civilian population, until now.

"Based on the latest research in reading instruction, Endeavor is designed to build adult learners' vocabulary, reading and writing skills. Each student book in the series contains ten thematic lessons that relate to students' life experiences and interests: Health, Work, Family, Community, School and education, Civics and government, Sports and recreation, Housing and transportation, Food, Consumerism and money. Each lesson includes: Lesson objectives and key vocabulary; Prereading activities and midreading questions that keep students

engaged and aid comprehension; Fiction or nonfiction reading passage written specifically for adult learners; "After you read" exercises that reinforce vocabulary, reading comprehension, and writing skills; "Write about it" activities that guide students through the writing process using graphic organizers."--P. [4] of cover.

The Senior Computer Systems Analyst Passbook(R) prepares you for your test by allowing you to take practice exams in the subjects you need to study. It provides hundreds of questions and answers in the areas that will likely be covered on your upcoming exam, including but not limited to: systems analysis; programming techniques and concepts; data processing; mathematical analysis; and other related areas.

Product 80-1535TR

Say I Do to Success From wedding bells to wedding bills, gain an inside look at the billion dollar wedding industry and learn how to earn your next pay check coordinating the big day of today's brides and grooms. Discover the newest wedding trends, such as destination weddings, tapas-style catering, disposable video cameras, wedding logos and more. Plus, learn everything else you need to know to start and run a successful wedding consultant business, including:

- How to market your services and find customers
- Using social media to attract and communicate with clients
- Tips from the pros for handling the unexpected
- What licenses and permits you need
- How to avoid common mistakes
- How to negotiate with vendors and suppliers to get the best prices
- The most important contacts to make
- And more!

You don't need an office or a lot of startup money. With your creativity and help from our experts, you'll be well on your way to success. The First Three Years In addition to industry specific information, you'll also tap into Entrepreneur's more than 30 years of small business expertise via the 2nd section of the guide - Start Your Own Business. SYOB offers critical startup essentials and a current, comprehensive view of what it takes to survive the crucial first three years, giving you exactly what you need to survive and succeed. Plus, you'll get advice and insight from experts and practicing entrepreneurs, all offering common-sense approaches and solutions to a wide range of challenges.

- Pin point your target market
- Uncover creative financing for startup and growth
- Use online resources to streamline your business plan
- Learn the secrets of successful marketing
- Discover digital and social media tools and how to use them
- Take advantage of hundreds of resources
- Receive vital forms, worksheets and checklists

From startup to retirement, millions of entrepreneurs and small business owners have trusted Entrepreneur to point them in the right direction. We'll teach you the secrets of the winners, and give you exactly what you need to lay the groundwork for success. **BONUS:** Entrepreneur's Startup Resource Kit! Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters,

sample documents and more – all at your fingertips! You'll find the following: **The Small Business Legal Toolkit** When your business dreams go from idea to reality, you're suddenly faced with laws and regulations governing nearly every move you make. Learn how to stay in compliance and protect your business from legal action. In this essential toolkit, you'll get answers to the "how do I get started?" questions every business owner faces along with a thorough understanding of the legal and tax requirements of your business. **Sample Business Letters** 1000+ customizable business letters covering each type of written business communication you're likely to encounter as you communicate with customers, suppliers, employees, and others. Plus a complete guide to business communication that covers every question you may have about developing your own business communication style. **Sample Sales Letters** The experts at Entrepreneur have compiled more than 1000 of the most effective sales letters covering introductions, prospecting, setting up appointments, cover letters, proposal letters, the all-important follow-up letter and letters covering all aspects of sales operations to help you make the sale, generate new customers and huge profits.

When beautiful but aloof Claire Harkness is found dead in her dorm room one spring morning, prestigious Armitage Academy is shaken to its core. Everyone connected to school, and to Claire, finds their lives upended, from the local police detective who has a personal history with the academy, to the various faculty and staff whose lives are immersed in the daily rituals associated with it. Everyone wants to know how Claire died, at whose hands, and more importantly, where the baby that she recently gave birth to is--a baby that almost no one, except her small innermost circle, knew she was carrying. At the center of the investigation is Madeline Christopher, an intern in the English department who is forced to examine the nature of the relationship between the school's students and the adults meant to guide them. As the case unravels, the dark intricacies of adolescent privilege at a powerful institution are exposed, and both teachers and students emerge as suspects as the novel rushes to its thrilling conclusion. With *The Twisted Thread*, Charlotte Bacon has crafted a gripping and suspenseful story in the tradition of Donna Tartt's *The Secret History*, one that pulls back the curtain on the lives of the young and privileged.

A New York Review Books Original *Hav* is like no place on earth. Rumored to be the site of Troy, captured during the crusades and recaptured by Saladin, visited by Tolstoy, Hitler, Grace Kelly, and Princess Diana, this Mediterranean city-state is home to several architectural marvels and an annual rooftop race that is a feat of athleticism and insanity. As Jan Morris guides us through the corridors and quarters of Hav, we hear the mingling of Italian, Russian, and Arabic in its markets, delight in its famous snow raspberries, and meet the denizens of its casinos and cafés. When Morris published *Last Letters from Hav* in 1985, it was short-listed for the Booker Prize. Here it is joined by *Hav of the Myrmidons*, a sequel that brings the story up-to-date. Twenty-first-century Hav is nearly

unrecognizable. Sanitized and monetized, it is ruled by a group of fanatics who have rewritten its history to reflect their own blinkered view of the past. Morris's only novel is dazzlingly sui-generis, part erudite travel memoir, part speculative fiction, part cautionary political tale. It transports the reader to an extraordinary place that never was, but could well be.

Virtual, hands-on learning labs allow you to apply your technical skills in realistic environments. So Sybex has bundled AWS labs from XtremeLabs with our popular AWS Certified Data Analytics Study Guide to give you the same experience working in these labs as you prepare for the Certified Data Analytics Exam that you would face in a real-life application. These labs in addition to the book are a proven way to prepare for the certification and for work as an AWS Data Analyst. AWS Certified Data Analytics Study Guide: Specialty (DAS-C01) Exam is intended for individuals who perform in a data analytics-focused role. This UPDATED exam validates an examinee's comprehensive understanding of using AWS services to design, build, secure, and maintain analytics solutions that provide insight from data. It assesses an examinee's ability to define AWS data analytics services and understand how they integrate with each other; and explain how AWS data analytics services fit in the data lifecycle of collection, storage, processing, and visualization. The book focuses on the following domains: • Collection • Storage and Data Management • Processing • Analysis and Visualization • Data Security This is your opportunity to take the next step in your career by expanding and validating your skills on the AWS cloud. AWS is the frontrunner in cloud computing products and services, and the AWS Certified Data Analytics Study Guide: Specialty exam will get you fully prepared through expert content, and real-world knowledge, key exam essentials, chapter review questions, and much more. Written by an AWS subject-matter expert, this study guide covers exam concepts, and provides key review on exam topics. Readers will also have access to Sybex's superior online interactive learning environment and test bank, including chapter tests, practice exams, a glossary of key terms, and electronic flashcards. And included with this version of the book, XtremeLabs virtual labs that run from your browser. The registration code is included with the book and gives you 6 months of unlimited access to XtremeLabs AWS Certified Data Analytics Labs with 3 unique lab modules based on the book.

From its roots in the 17th century through the turbulence of the Revolutionary War, the Three Village community of New York has faced the challenge of maintaining its own identity in a constantly shifting world.

CD-ROM contains full text for all the procedures available in the manual. Files are provided both as fully formatted Word 6.0 (.doc) documents and as text-only documents (.txt).

“Always be closing!” —Glengarry Glen Ross, 1992 “Never Be Closing!” —a sales book title, 2014 “?????” —salespeople everywhere, 2017 For decades, sales managers, coaches, and authors talked about closing as the most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from

the “take delivery” close to the “now or never” close. But these tactics often alienated customers, leading to fads for the “soft” close or even abandoning the idea of closing altogether. It sounded great in theory, but the results were often mixed or poor. That left a generation of salespeople wondering how they should think about closing, and what strategies would lead to the best possible outcomes. Anthony Iannarino has a different approach geared to the new technological and social realities of our time. In *The Lost Art of Closing*, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you’ve set it up properly with other commitments that have to happen long before the close. The key is to lead customers through a series of necessary steps designed to prevent a purchase stall. Iannarino addressed this in a chapter of *The Only Sales Guide You’ll Ever Need*—which he thought would be his only book about selling. But he discovered so much hunger for guidance about closing that he’s back with a new book full of proven tactics and useful examples. *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey. For instance, you’ll discover how to:

- Compete on value, not price, by securing a Commitment to Invest early in the process.
- Ask for a Commitment to Build Consensus within the client’s organization, ensuring that your solution has early buy-in from all stakeholders.
- Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns.

The Lost Art of Closing will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and real results.\

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