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Ishan Galapathy

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Black Friday Mastery: Secrets to Scoring the Best Deals Every Year William Moore, 2024-11-19 Black Friday Mastery Secrets to Scoring the Best Deals Every Year is your ultimate guide to navigating the biggest shopping event of the year with confidence strategy and savings like never before Packed with expert tips proven strategies and insider knowledge this book will transform you into a savvy shopper who knows exactly how to find the best deals every single time In this book you ll discover The Secrets of Success Learn how to prepare for Black Friday like a pro including creating a winning budget tracking price trends and researching deals in advance Smart Shopping Strategies Master the art of timing your purchases navigating doorbusters and scoring exclusive early access discounts Tools of the Trade Get the lowdown on must have apps deal trackers and cashback programs that help you save even more Avoiding Pitfalls Stay protected with tips on spotting scams understanding return policies and dealing with warranties Year Round Savings Take what you learn and apply it to other sales events ensuring you re always getting the best value Whether you re hunting for electronics fashion or holiday gifts this comprehensive guide will help you maximize your savings and minimize stress With real life success stories expert advice and actionable steps Black Friday Mastery is your key to turning chaos into opportunity Stop overspending and start shopping smarter Grab your copy today and unlock the secrets to mastering Black Friday and every other sale like a seasoned pro Don t let another deal slip through your fingers **Advance** Ishan Galapathy, 2021-05-18 Solving day to day chaos doesn't improve your business year on year. There is no shortage of ideas yet implementation is a struggle. There are many problems to be solved yet by hoping to solve many you solve none There is much data available yet you fly blind without critical insights Take control Supercharge productivity and profitability of your business with ADVANCE ADVANCE provides 12 essential elements with instructions frameworks and templates to help implement unlock focus and shift your businesses journey to excellence You will learn how to Harness your limited resources to propel your business Identify prioritise and solve critical problems to unlock latent capacity Take effective action track vital progress and deliver real results Develop the influential capabilities of your team Getting effective traction in businesses is a challenge By implementing the 12 essential elements in ADVANCE you can expect Increased Agility and Integrated Alignment with your businesses strategic plan and Improved Accountability and Intensified Awareness with your key team members to supercharge productivity year on year ADVANCE is your paint by numbers Operational Excellence guide About the Author Ishan Galapathy BEng UNSW MBA Six Sigma Black Belt is a productivity thought leader author speaker and mentor renowned for his simplified techniques He has more than two decades of experience with multinational companies within Asia Pacific Through productivity improvement and frontline leadership development programs Ishan helps manufacturing businesses move from Chaos to ExcellenceTM Reviews Very insightful ADVANCE addresses our current priorities in an interactive way The suggested elements within the ADVANCE framework are impactful and very practical They are designed

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Strengthen your confidence overcome rejection and cultivate the habits of top performing sales professionals Chapter 2 Prospecting Lead Generation Master the art of finding and attracting quality leads through cold calling email outreach and networking Chapter 3 Sales Pitches Presentations Deliver persuasive sales pitches craft compelling stories and engage prospects with dynamic presentations Chapter 4 Negotiation Closing Deals Learn powerful closing techniques handle objections with confidence and negotiate deals that benefit both sides Chapter 5 Building Long Term Client Relationships Develop follow up strategies build trust and turn one time buyers into lifelong customers Chapter 6 Sales Strategies for Small Businesses Startups Discover budget friendly sales tactics word of mouth selling techniques and growth strategies Chapter 7 Advanced Sales Psychology Persuasion Leverage psychological triggers social proof and persuasion techniques to influence buyers and increase conversions Chapter 8 Selling in the Digital Age Optimize online sales integrate AI and automation and leverage video marketing and social selling Chapter 9 High Ticket Sales Premium Offer Strategies Master the art of selling high value products justifying premium pricing and closing six and seven figure deals Chapter 10 Sales Strategies for Different Industries Explore customized sales techniques for retail B2B real estate tech and service based businesses Chapter 11 Holiday Seasonal Sales Strategies Maximize revenue during peak seasons leverage Black Friday sales and implement effective limited time offers Chapter 12 Sales Mastery Becoming a Sales Leader Develop leadership skills mentor sales reps and build a scalable high performance sales system Bonus Chapter The Ultimate Sales Tip Collection Access 50 extra expert sales tips to sharpen your skills and close more deals Conclusion Reflect on your sales journey implement long term strategies and continue refining your skills Appendices Explore valuable sales tools CRM software recommendations and resources for ongoing professional development HowExpert Guide to 365 Sales Tips is the perfect resource for sales professionals entrepreneurs business owners and anyone looking to master the art of selling With practical results driven techniques this book helps you increase revenue master persuasion and refine your selling skills every single day of the year Get ready to sell smarter close faster and succeed in sales year round HowExpert publishes quick how to guides on all topics From Zero to Data Hero with ChatGPT Andrew Wu,2023-12-24 This is a comprehensive guide for from A to Z prospective data scientists It combines practical skills and advanced techniques with ChatGPT s groundbreaking capabilities This easy to follow book shortens the learning curve for data analysis and machine learning beginners It includes five chapters 1 Kickstart Your Data Science Journey with ChatGPT s Power Tools Introduces ChatGPT and the Noteable Plugin for quick data analysis 2 The Great Data Hunt Data collection and manipulation including APIs web scraping data formats 3 Making Data Meaningful The basics of data analysis simplified statistics and practical exercises 4 Seeing the Unseen Data Visualization Techniques for revealing patterns in data using visual tools 5 Venturing into the Machine s Mind Machine Learning Demystifies machine learning from regression analysis to recommendation engines utilizing ChatGPT Perfect for students professionals and enthusiasts alike this book offers a groundbreaking approach that makes data science accessible

and manageable with the help of ChatGPT 2009 Marketing & Promotion Calendar, Integrated Advertising, Promotion, and Marketing Anubhav Mishra, Tata Sai Vijay, 2023-11-17 This book introduces the concepts perspectives and importance of integrated marketing communication IMC It presents the history of Indian advertising the strategic importance of IMC and a discussion on social and cultural factors that enhance the effectiveness of marketing communication Attuned to an evolving Internet driven social media connected world the book covers all the important forms of communications used by business organizations touching upon key areas from marketing plans branding positioning and creative briefs to copywriting design It takes the readers through the varied strands of IMC including advertising public relations direct marketing and sales promotion The volume also presents considerations for each major media format with an aim of sending their messages to the end consumer This volume will be an invaluable resource for students scholars and marketing professionals as it covers a wide range of topics like communication strategies advertising marketing brand management media studies and public relations

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