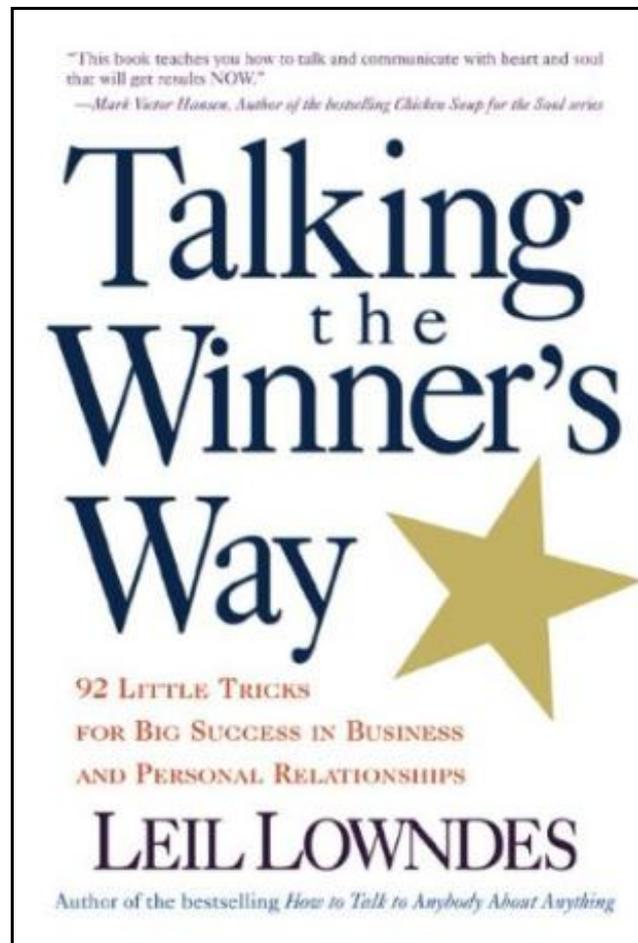


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(Dr. Alexa Rogahn)

TALKING THE WINNERS WAY: 92 LITTLE TRICKS FOR BIG SUCCESS IN BUSINESS AND PERSONAL RELATIONSHIPS



McGraw-Hill Companies. Paperback. Book Condition: New. Paperback. 368 pages. Youll not only break the ice, youll melt it away with your new skills. -- Larry King The lost art of verbal communication may be revitalized by Leil Lowndes. -- Harvey McKay, author of How to Swim with the Sharks Without Being Eaten Alive What is that magic quality makes some people instantly loved and respected Everyone wants to be their friend (or, if single, their lover!) In business, they rise swiftly to the top of the corporate ladder. What is their Midas touch What it boils down to is a more skillful way of dealing with people. The author has spent her career teaching people how to communicate for success. In her book Talking the Winners Way (Contemporary Books, October 2001) Lowndes offers 92 easy and effective sure-fire success techniques-- she takes the reader from first meeting all the way up to sophisticated techniques used by the big winners in life. In this information-packed book youll find: 9 ways to make a dynamite first impression 14 ways to master small talk, big talk, and body language 14 ways to walk and talk like a VIP or celebrity 6 ways to sound like an insider in any crowd 7 ways to establish deep subliminal rapport with anyone 9 ways to feed someones ego (and know when NOT to!) 11 ways to make your phone a powerful communications tool 15 ways to work a party like a politician works a room 7 ways to talk with tigers and not get eaten alive (This last one is for when you need to WIN.) In her trademark entertaining and straight-shooting style, Leil gives the techniques catchy names so youll remember them when you really need them, including: Rubberneck the Room, Be a Copyclass,...



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