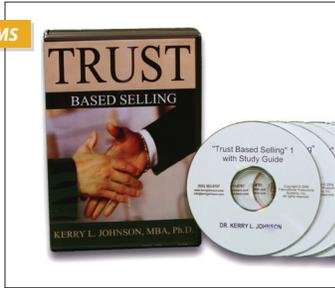


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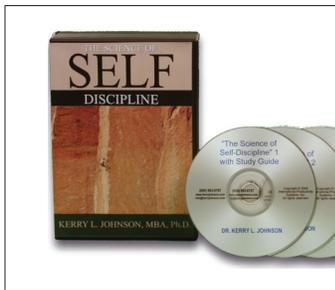
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AUDIO PROGRAMS



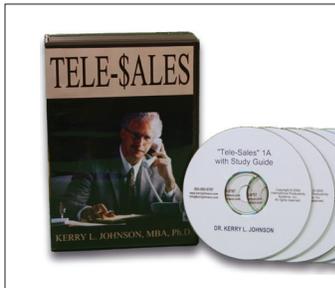
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New psychological research into NLP has uncovered easy-to-use, applicable, focused strategies to help you understand what your prospective client is thinking. Learn (1) how to get your prospects to sell themselves; (2) how to discover your prospect's unique buying strategy; (3) how to push your prospect's hot buttons with the "as if" technique; and (4) how to determine your prospect's dominant decision mode so you can present information exactly as they want to hear it. *Six CD's audio with detailed reference guide*



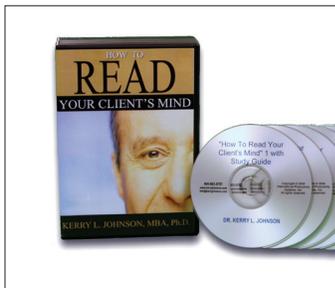
THE SCIENCE OF SELF-DISCIPLINE

If you had more self-discipline, could you increase your income? In this program, you'll discover breakthrough techniques which will help you achieve your dreams. You'll learn to use skills like chunking, reframing limitations, making self-discipline automatic, and turning painful procrastination into productive pleasure. Already a mega-best seller, this program is the finest ever produced on giving you more self-discipline. *Six CD's audio plus a 16-page reference guide and discomfort testing dots.....*



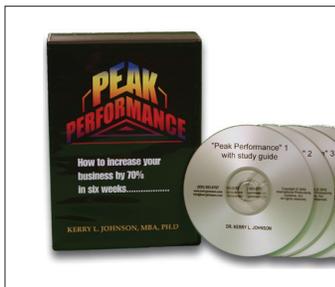
TELE-SALES: HOW TO GET BUSINESS ON THE TELEPHONE

This album will make your telephone a profit center. Some of the skills you'll learn are (1) the 3 best closes to use on the phone; (2) how to book appointments; (3) what to say when someone says "I'm not interested"; (4) how to avoid telephone tag; (5) how to get your calls returned; and (6) how to beat "call reluctance." *Eight CD's audio , tele-sales scripts, plus workbook.....*



HOW TO READ YOUR CLIENT'S MIND

This CD learning program covers (1) discovering buying signals; (2) hidden messages that influence people; (3) the 12 most persuasive words to use in direct mail and correspondence; (4) how to listen your client into accepting your ideas; (5) how your client can remember 3 times as much in half the time; and (6) how to use the powerful touch of persuasion. *Six CD's audio and a detailed reference guide.....*



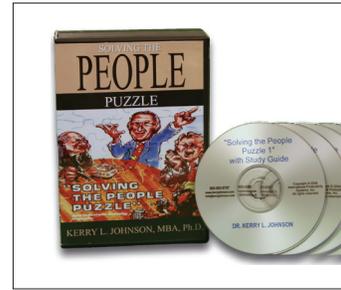
PEAK PERFORMANCE

How to increase your business by 80% in 8 weeks – guaranteed money back. In addition, you will gain insight into (1) your self sabotaging fears; (2) your peak performance levels; (3) how the rich and famous made it; (4) tactical and strategic planning and how to stay on the game plan; and (5) The 6-week method that will make you wealthy. *Six CD's audio and a 60 page guide.....*

SOLVING THE PEOPLE PUZZLE

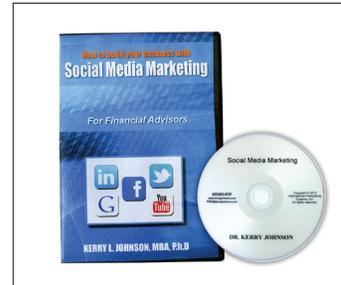
Designed to help you observe, predict and control. You will learn how to (1) make accurate first impressions; (2) identify someone’s personality type, thereby predicting their behavior and controlling your communication with them appropriately; and (3) lead people in a way in which they will perform best for you.

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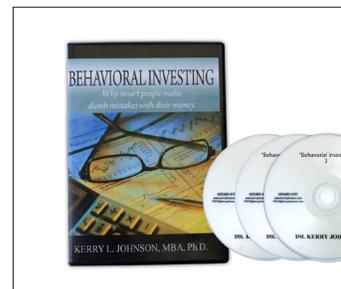


SOCIAL MEDIA MARKETING

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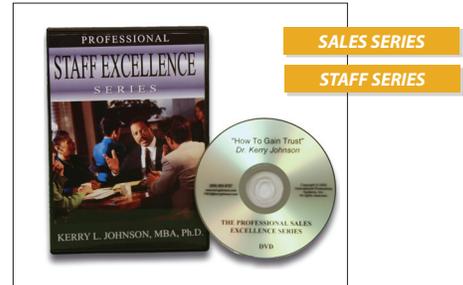


BEHAVIORAL INVESTING: Why Smart People Make Dumb Mistakes with their Money. This program explains why investors (possibly your clients) make such poor decisions with their money. Why do investors constantly chase returns? Why do they buy mediocre investments that underperform the indexes? Why do they leave their money in investments that lose money yet are unwilling to sell until they increase in value? If you can help them understand their own behavior, you will become more credible and gain all of their assets. *6 CD audio program and guide.....*



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Thousands of people around the world have already benefited from this series. This unique training program will give you the tools necessary in monthly segments. Using Kerry’s methods, professionals like yourself have increased their business by 300% and more! If increasing business is your goal and if you believe that effective training is an ongoing process instead of a one time event, this risk free program is a must! *Monthly CD/DVD and guide.....*



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Based on years of research on how people buy, this video training program will literally supercharge your production. Taped in front of a live audience, you’ll learn how to develop trust with both prospects and customers. You’ll learn how to change negative prospects into those who buy. Using the training guide, you’ll also be able to help others use the sophisticated, yet simple, techniques that managers have utilized to make their salespeople sales superstars. (Length: 2 hours) *Video DVD plus comprehensive leader’s guide.....*



MASTERING THE GAME

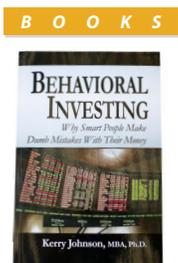
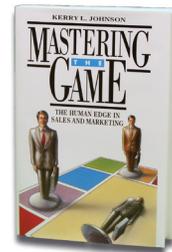
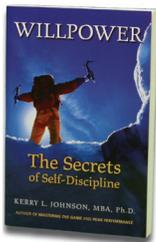
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Behavioral Investing: Why Smart People Make Dumb Mistakes with their Money

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