



How to Read a Client from Across the Room: Win More Business with the Proven Character Code System to Decode Verbal and Nonverbal Communication

Brandy Mychals

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2013 Bronze Axiom Business Award Winner

Predict if Your Clients Will Say YES in Just 7 Seconds

How to Read a Client from Across the Room gives you the clues and tools to get someone to say "yes" to you--in an instant--by tailoring your communication methods on the fly to suit that person's character type.

"A quick and powerful method for understanding the very essence of your prospective client. Watch your referrals and bank account grow." -- Bob Burg, coauthor of **The Go-Giver** and author of **Endless Referrals**

"Brandy Mychals has created a system that allows you to connect with potential clients, serve their core needs, and create lucrative win-win solutions. Without question, this sales book is a must-read!" -- Sandra Yancey, CEO and founder, eWomenNetwork, and bestselling author of **Succeeding in Spite of Everything**

"This book will help you understand people in ways you never thought possible. Practice Mychals's techniques and you'll rise to the top of your field in no time." -- Dr. Daniel J. Reidenberg, PsyD, FAPA, BCPC, CRS, CMT, Executive Director, SAVE, and Chair, Advisory Board, American Psychotherapy Association

"This book unlocks the secrets of connecting to and persuading more people, more quickly. In today's fast-paced world, a book like this is pure gold." -- Robert G. Allen, author of the New York Times bestseller, **The One Minute Millionaire**

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Tamika Sheppard:

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Theresa Collins:

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Rita Furguson:

In this period of time globalization it is important to someone to acquire information. The information will

make anyone to understand the condition of the world. The healthiness of the world makes the information better to share. You can find a lot of referrals to get information example: internet, classifieds, book, and soon. You can observe that now, a lot of publisher this print many kinds of book. The particular book that recommended for your requirements is How to Read a Client from Across the Room: Win More Business with the Proven Character Code System to Decode Verbal and Nonverbal Communication this reserve consist a lot of the information with the condition of this world now. This specific book was represented how can the world has grown up. The language styles that writer value to explain it is easy to understand. Typically the writer made some investigation when he makes this book. Honestly, that is why this book suitable all of you.

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