



Pushy (Volume 1)

Jo Mangum

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We've all done it....we did a great job for our client and had a perfect opportunity to ask for a referral but couldn't get the words out. Why does that happen? In *Pushy*, entrepreneur and coach, Jo Mangum, applies the idea of success is a combination of both a developed skillset AND strong mindset. To help you in developing both, Jo guides you through exercises she's done herself and taught to literally thousands of both new and experienced professionals. She shows you both the road blocks to your success and how to get around them in a simple step-by-step, easy to follow way that will guide you to success. You will discover the answers these often challenging questions: How can I attract referrals through a joyful process? How can I project the value of my services while maintaining my value system? How do I become accepted as an important partner in my clients' lives?

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