

1. Record Nr.	UNISA996384237403316
Titolo	By the Queene. A proclamation for the prorogation of the Parliament from the xij. of Nouember next comming, to the iii. of Februarie following [[electronic resource]]
Pubbl/distr/stampa	Imprinted at London, : By the deputies of Christopher Barker, printer to the Queenes most excellent Maiestie, [1588]
Descrizione fisica	1 sheet ([1] p.)
Altri autori (Persone)	Elizabeth, Queen of England, <1533-1603.>
Soggetti	England Proclamations Early works to 1800
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Publication date from STC. Reproduction of the original in the Bodleian Library.
Sommario/riassunto	eebo-0014

2. Record Nr.	UNINA9910777658603321
Autore	Hayden C. J
Titolo	Get clients now! [[electronic resource]] : a 28-day marketing program for professionals, consultants, and coaches / / C. J. Hayden
Pubbl/distr/stampa	New York, : American Management Association, c2007
ISBN	1-281-12851-1 9786611128517 0-8144-2988-2
Edizione	[2nd ed.]
Descrizione fisica	1 online resource (251 p.)
Disciplina	658.8
Soggetti	Marketing - Study and teaching
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	What really works? : effective marketing strategies -- Where do you start? : the marketing and sales cycle -- Where are you headed? : setting your sales & marketing goal -- What's stopping you? : selecting your success ingredients -- Here's what to do : choosing from the action plan menu -- You're ready-- let's go! : putting the system into action -- Filling the pipeline : when you don't know enough people to contact -- Following up : when you know plenty of people but you're not contacting them -- Getting presentations : when you're contacting people but not getting appointments -- Closing sales : when you're making appointments but not getting sales.