1. Record Nr. UNINA9910810226203321 Autore Steele David (David A.), <1957-> Titolo The million dollar private practice: using your expertise to build a practice that makes a difference / / David Steele Hoboken, N.J., : John Wiley & Sons, c2012 Pubbl/distr/stampa **ISBN** 1-283-64586-6 1-118-08998-7 1-118-22081-1 1-118-23458-8 Edizione [1st ed.] viii, 270 p.: ill Descrizione fisica Disciplina 001 Soggetti Professions - Marketing **Specialists** Expertise Consulting firms Lingua di pubblicazione Inglese Materiale a stampa **Formato** Livello bibliografico Monografia Nota di bibliografia Includes bibliographical references. Nota di contenuto Intro -- The Million Dollar Private Practice: Using Your Expertise to Build a Business That Makes a Difference -- Contents -- Preface --Chapter One: Is a Million Dollar Practice Right for You? -- The Litmus Test -- The Hero's Journey -- Leap of Faith -- The Inner Game and the Outer Game -- Seven Habits of Million Dollar Practitioners -- 1. Passionate -- 2. Positive -- 3. Entrepreneurial -- 4. Playing Large -- 5. Creative -- 6. Service-Oriented -- 7. Walking the Talk -- The Lone Ranger -- Public Speaking -- Fear of Success and Fear of Failure --

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