

# **Winning The Professional Services Sale: Unconventional Strategies To Reach More Clients, Land Profitable Work, And Maintain Your Sanity By Michael W. McLaughlin**

**By Michael W. McLaughlin**

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An innovative approach to winning more profitable sales in the growing professional services industryIn recent years,

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Michael W McLaughlin is the author of Winning the Professional Services Sale (0.0 avg rating, 0 ratings, Michael W McLaughlin s Followers. None yet.

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Author: Michael McLaughlin; Winning the Professional Services Sale: Unconventional Strategies to Reach More Clients, Land Profitable Work,

Winning the Professional Services Sale. The book focuses on every element of the professional services sales process including:

The Southwestern Grill: 225 Terrific Recipes for Winning the Professional Services Sale: Unconventional Strategies to Reach More Clients, Land Profitable Work,

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Selling professional services is a complex sale, so we decided to get together and do a webinar on Selling Professional Services: Winning The Professional

To Reach More Clients, Land Profitable Work, And Maintain Your Sanity by Michael W. McLaughlin. Professional Services Sale: Unconventional

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I teamed up with Ago Cluytens (an expert in professional services sales) to host a webinar specifically geared towards professional services firms, since there are

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Sep 11, 2013 "Selling Professional Services" - Discover 5 Simple, Proven Steps To Leverage The "Power Of Process" & Effortlessly Generate New Leads, Get More Meetings

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Michael McLaughlin, to create innovative strategies to reach more clients, land profitable work, of Winning the Professional Services Sale:

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In this webinar, Hinge s Lee Frederiksen and Mike Schultz, President of RAIN Group, discuss how you can become a source of insight for your clients.

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