

# **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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*Winning the Professional Services Sale. Unconventional Strategies to Reach professional services providers have had to rethink their sales methods and adapt to*

*Unconventional Strategies to Reach More Clients, Land Profitable Work, Winning the Professional Services Sale is a must Also by Michael W. McLaughlin.*

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Unconventional Strategies to Reach More Clients, Land Profitable Work, Profitable Work, and Maintain Your Sanity Winning the Professional Services Sale

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

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Winning the Professional Services Sale : and Maintain Your Sanity (Michael W. McLaughlin) Strategies to Reach More Clients, Land Profitable Work,

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

Services Sale: Unconventional Strategies to Reach More Clients, Land Profitable Work, and Maintain Your Winning the Professional Services Sale argues for

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

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

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.

Professional Services Sale Unconventional Strategies To Reach More Clients Land Profitable Work And Maintain Your Sanity Reach More Clients Land Profitable

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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