

Jee

After putting things into perspective, you made it sound simple (with hard work) to increase income via the list.

As a beginner, I learned numerous different quotes and lines ranging from: how to introduce myself, to how to qualify a customer, to how to close a deal, and everything else inbetween. For a first chemical training, it was very informative. Great lessons on how to handle stress, how to relax via hypnosis and the CDs, etc.

To sum it all up, gave a different perspective and general outlook as to how to approach a single day, a year, and the rest of ~~my~~ career.