Do You Wake Up Happy Every Day Dailyvee 567

Wake Up HappyOPEN-Question Selling: Unlock Your Customer's Needs to Close the

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michael strahan spent his childhood on a military base in europe where community meant everything and life though idyllic was different for one when people referenced football they meant soccer so when michael s father suggested he work toward a college scholarship by playing football in texas where tens of thousands of people show up for a weekend game the odds were long yet he did indeed land a scholarship and from there a draft into the nfl where he scaled the league s heights broke records and helped his team win the super bowl as a result of which he was inducted into the hall of fame how by developing strahan s rules a mix of mental discipline positive thinking and a sense of play he also used the rules to forge a successful post pro ball career as cohost with kelly ripa on live a position for which he was considered the longshot and much more in wake up happy michael shares personal stories about how he gets and stays motivated and how readers can do the same in their quest to attain their life goals

build stronger relationships with customers through the open questioning technique by asking four types of questions operational problem effect and nail down you can address customer needs find connections and build the kind of relationships that enable you to close more sales this hands on guide shows how to use open question selling throughout the sales process from getting in the door to handling objections to making the close with more than 100 sample questions and end of chapter exercises you ll soon be on your way to building winning customer relationships

how do young children bridge the gap between writing a story with pictures and writing with words how children learn to use written words to tell a story is a topic important to both cognitive development and early literacy instruction using the theoretical framework developed by vygotsky the behavior of a group of prekindergarten children

as they author two consecutive pieces of writing is analyzed the children tell their stories at first with spoken words and pictures as they discuss their work in progress in public conferences they discover how to build on and combine existing skills to produce a new skill telling stories with written words current descriptive and theoretical perspectives on beginning writing are presented in this volume with a particular focus on vygotsky s concept of the zone of proximal development a period of sensitivity in which learning advances the proposed mechanism of change is verbal mediation talk among peers and teachers as they discuss work in progress which moves the children through the zone of proximal development an open whole language approach to literacy instruction makes the classroom in this book an ideal arena in which to observe verbal mediation in operation children are free to question criticize and argue and in the process they collectively advance their developing ability to use written language the work is unique in that the rich and comprehensive data record is reproduced in its entirety more than 400 illustrations of the children's products two books apiece pictured before and after the children's revisions are included along with transcripts of the conferences about each of the pages permitting direct observation of the effects of verbal mediation this dynamic study documents change during a period of time when specific learning is occurring and provides strong support for the value and power of vygotsky s theoretical framework

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