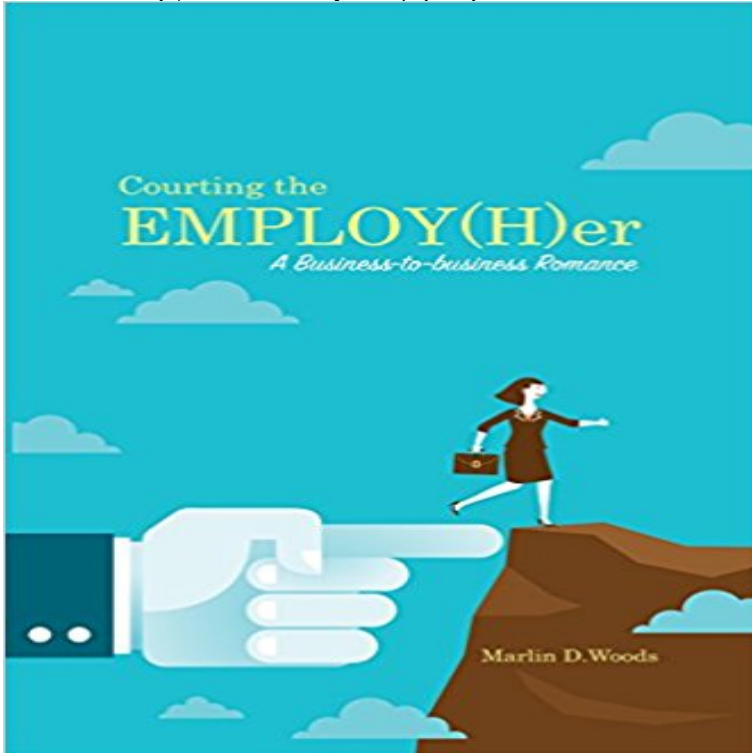


Courting the Employ(H)er: A Business-to-business Romance



Courting the Employ(H)er is a manual for sales consultants working in the business-to-business space to realize and understand the disposition of the prospective client, and how that target client manages their vendor relationships. Brokers and consultants need to understand employers are like women and what an employer wants in a broker or consultant is very similar to what a woman wants in an interested suitor. Courting the Employ(H)er takes you on a journey revealing the parallel between courting a single woman and prospecting an employer as a potential business client.

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