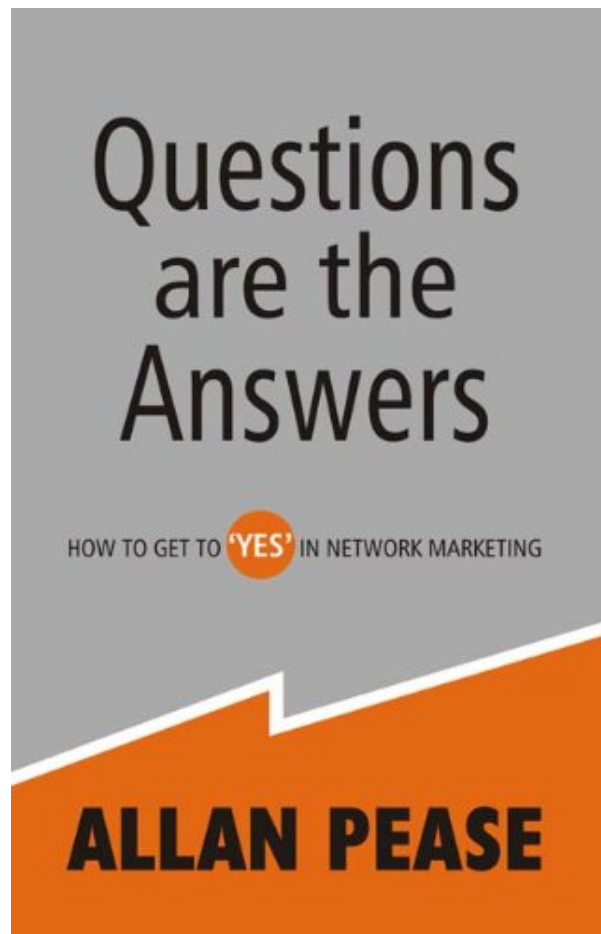


QUESTIONS ARE THE ANSWERS BY PEASE, ALLAN



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this book is a must for you if you have big dreams in your Life... Writer tells about the solution of problems. he tells how the problem can be solved easily... that is why it is named as "Questions are the answers"... --Saurabh Sharma on Feb 5, 2012

It is a best book for businesses man and to improve our knowledge by this book this is a best book for everyone. I really glad to read this book. Thanking you. --Bindu Sunikavya on 16 Jan 2015

If someone wants to progress on network marketing, this book is a must. It is written crystal clear and with simple and realistic examples. And to the Point. I would say its the Bible for the STP. Allan also talks about the body language and how to use the gestures and postures to great effect in meeting new people. --Chandan Bettah.. on . 17 Jan 2013

About the Author

Allan Pease is an Australian body language expert, who pursued a career in sales training, and subsequently transitioned to areas of communication skills and body language. He has authored and coauthored several bestsellers including *Why Men Don't Listen And Women Can't Read Maps: How We're Different And What To Do About It*, *Body Language: How To Read Others Thoughts By Their Gestures*, *Why Men Want Sex And Women Need Love*, *Body Language In The Workplace*, and *The Definitive Book Of Body Language*. He has coauthored most of his books with his wife, Barbara Pease. His writing usually revolves around the topics of body language, and the results of gender differences on human communication and behavior. He was born in Australia, and started working as a door-to-door salesman at the young age of 10. By the time he turned 21, he had sold a million dollars worth of life insurance, becoming the youngest ever person in Australia to do so. His feat qualified him for the prestigious Million Dollar Round Table. He is a JCI Senator, a Paul Harris Fellow, a fellow of the Life Writers Association, a fellow of The Australian Institute of Management, and a Life Fellow of the Royal Society of Arts. He has conducted research and presented seminars all over the world. He has also appeared on several television and radio programs.

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Awesome !!

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It's an awesome experience that what you've known it but not able to summarize it in a systematic level is in front of you as a book. That's how I felt about this book while reading it.

To me, it is a tool to organize/explain this thoughts to others. It seems like I've just found an organized summary of your point of view in this book.

I just absolutely love this book ..

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By Amazon Customer

I have been in sales and sales training, and have owned several businesses over the last 25 years, and I just can't believe how awesome this book is. If you are in business for yourself, in sales, or just want to learn how to communicate effectively with ANYONE, then this is a **MUST READ...OVER AND OVER!** This techniques taught are not anything new...Ziglar...Hopkins...Tracy...they have all taught these methods in great detail. This book teaches the most simple method of selling I have ever seen...and I have read ALL of the books! This book gives the impression that it's about Network Marketing...and it is...however, it can be applied in EVERY business. I am NOT in network marketing...nor do I have a desire to be.

2 of 2 people found the following review helpful.

Well written, short & to the point

By Bookivore

I am not involved in network marketing or person-to-person sales of any sort but even I could see how a person building a network could use this book.

The author starts by telling about his own early sales experience and boils down most success as persistence. I have to agree with that actually getting it done is necessary in most fields. Then he goes into his own sales method and winds the book up with body language tips for making a good impression.

As far as the sales method goes, the author presents a method of having the prospect tell you what he wants and how your product fits in with it that could help in any type of sales or persuasion.

The main thing that seems to be missing is a discussion of how to pick out which network to join up with if you don't have the luck to be approached and sold on the one that's the best for you.

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