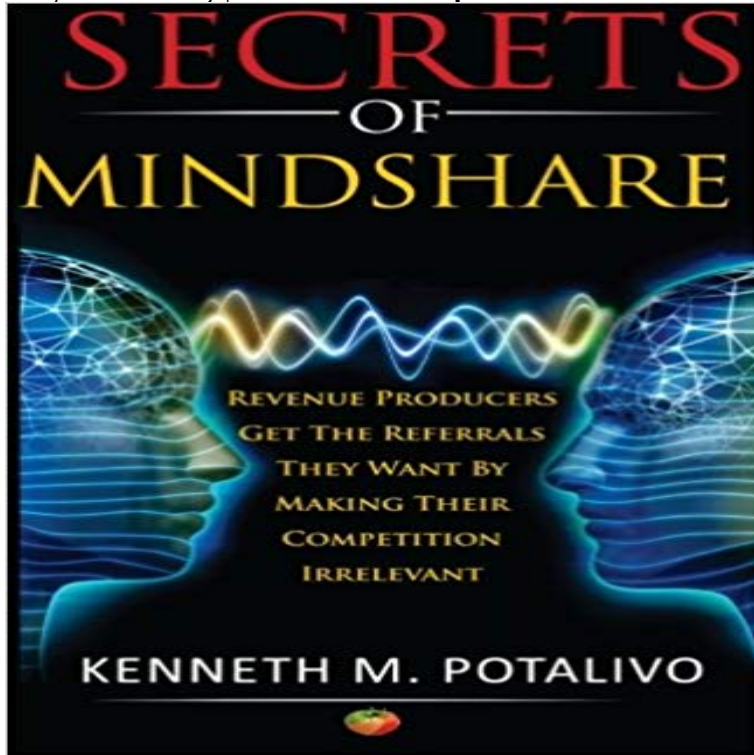


## Secrets of MindShare: Revenue Producers Get The Referrals They Want By Making Their Competition Irrelevant



In the Secrets Of MindShare, author Ken Potalivo presents a compelling case, that those who are revenue producers are the ones who make more money are revered by their firms and are valuable in the marketplace. The book is a must read for those who want to generate revenue consistently, make a great income and have a desire to be held in high esteem within their firm. Successful service professionals know, the only way you can truly make your competition irrelevant and create a predictable stream of quality referrals, is by being in a strong mindshare position with a select group of individuals who have the power to send business to you. Your brand, which is who you are personally and professionally, must be in the primary position within someone else's head so that when they have a client to refer, they think of you and no one else. Today's hyper-competitive environment requires that all service providers take a laser-focused approach that will create predictable referrals and a successful business. As Potalivo notes, the days of showing up for networking events as a strategy, passing out cards and hoping that someone will send a referral are over. With almost two decades of experience working with service professionals of all disciplines, Potalivo offers you keen insights on how you can create the life you want by attracting the right clients from the people who have the ability to put them in front of you. Potalivo clearly shows anyone can be a revenue producer. Secrets of MindShare offer both quantitative and qualitative tools that will help the reader build a powerful brand—the very key to creating and sustaining mindshare. As Ken explains, mindshare holds the power to make you a great revenue producer by making your competition irrelevant so you get the referrals you want.

**Secrets of MindShare: Revenue Producers Get the Referrals They** Nov 18, 2014 : Secrets of MindShare: Revenue Producers Get The Referrals They Want By Making Their Competition Irrelevant: 0990949605 **Secrets of MindShare: Revenue Producers Get The Referrals They** Fishpond NZ, Secrets of Mindshare: Revenue Producers Get the Referrals They Want by Making Their Competition Irrelevant by MR Kenneth M Potalivo. **Secrets of MindShare: Revenue Producers Get the Referrals They** Secrets of Mindshare: Revenue Producers Get the Referrals They Want by Making Their Competition Irrelevant. In the Secrets Of MindShare, author Ken **Secrets of MindShare: Revenue Producers Get The Referrals They** Find great deals for Secrets of Mindshare: Revenue Producers Get the Referrals They Want by Making Their Competition Irrelevant by MR Kenneth M Potalivo **Secrets of MindShare: Revenue Producers Get the Referrals They** Secrets of MindShare: Revenue Producers Get the Referrals They Want by Making Their Competition Irrelevant. Written by: Kenneth M. Potalivo Narrated by: **Secrets of Mindshare:Revenue Producers Get the Referrals They** Secrets of MindShare: Revenue Producers Get The Referrals They Want By Making Their Competition Irrelevant (English Edition) eBook: Kenneth Potalivo: Jul 23, 2015 Secrets of Mindshare Revenue Producers Get The referrals They Want By making Their Competition Irrelevant is available at . **Ken Potalivo LinkedIn** Secrets Of MindShare, ProGrowth Premier, ProGrowth LLC Revenue producers are the rock stars of the service business world. They also know that the key to getting the referrals they want to the right clients requires a right clients while making their competition irrelevant and without leaving anything to chance. **Will You Take You Off the Back Burner in 2016? Ken Potalivo** Secrets of MindShare: Revenue Producers Get The Referrals They Want By . Referrals They Want by Making Their Competition Irrelevant by MR Kenneth M **Secrets of Mindshare: Revenue Producers Get the Referrals They** Jan 18, 2016 in my book Secrets of Mindshare Revenue Producers Get The Referrals They Want By Making Their Competition Irrelevant Available on **Secrets of MindShare: Revenue Producers Get the Referrals They** Secrets of MindShare: Revenue Producers Get The Referrals They Want By Making Their Competition Irrelevant by Mr Kenneth M Potalivo (2014-11-18). **Secrets of MindShare Audiobook Kenneth M. 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