

Quote of the day

**If you are not taking care  
of your customer,  
your competitor will.**

- Bob Hooley -

## Quote of the day

**Approach each customer with the idea  
of helping him or her to solve a problem  
or achieve a goal,  
not of selling a product or service.**

- Brian Tracy -

## Quote of the day

**When selling, remember to  
lift the mood of the prospect.  
This will go a long way  
towards your sales and success.**

- Blair Singer -

**P** 国际标准发音  
PRONUNCIATION

Sound of

/ə/

**P** 国际标准发音  
PRONUNCIATION

**Sound of**

**/ə/**

promote /prə'məʊt/

persuade /pə(r)'sweɪd/

proceed /prə'si:d/

produce /prə'dju:s/

**P** 国际标准发音  
PRONUNCIATION

**Sound of**

**/ə/**

professional /prə'feʃ(ə)nəl/

professor /prə'fesə(r)/

procedure /prə'si:dʒə(r)/

probation /prə'beɪʃ(ə)n/

**P** 国际标准发音  
PRONUNCIATION

**Alert!**

product /'prɒdʌkt/



# Begin with the end of **Mind** to **Help.**

People hate selling!

- Ariel Lee

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