



## Municipal Engineering Volume 53 (Paperback)

By Anonymous

Rarebooksclub.com, United States, 2013. Paperback. Book Condition: New. 246 x 189 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.This historic book may have numerous typos and missing text. Purchasers can usually download a free scanned copy of the original book (without typos) from the publisher. Not indexed. Not illustrated. 1917 edition. Excerpt: .to tell the truth when it hurts. He must everlastingly present the main issues; the decision must be hammered through on principles. It is desirable that he should know enough about other lines of work, so that he can, without being officious, offer advice wisely on matters concerning the business of the prospective client. After making a man s acquaintance the steps which follow are easier to determine upon. They consist in part of getting his friends to write or see him in your behalf. He is affected most by successful competitors in his own line of business who write or see him and endorse your company. Induce him to write to ten or more of your own recent clients so as to get disinterested opinion from those who have had recent experience with you as to your worthiness. If they come from men...

**DOWNLOAD**



**READ ONLINE**

[ 1.57 MB ]

### Reviews

*Extensive guide for ebook lovers. It generally does not cost excessive. Your way of life span will likely be convert the instant you complete looking at this ebook.*

-- **Rocky Dach**

*Certainly, this is the very best work by any author. It is amongst the most remarkable publication i have got study. I am just happy to inform you that this is actually the greatest pdf i have got study inside my individual daily life and can be he very best publication for at any time.*

-- **Gilbert Rippin**