



Make It Happen Before Lunch: 50 Cut-to-the-Chase Strategies for Getting the Business Results You Want

Stephan Schiffman

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Taking his cue from the legendary Hollywood deal maker, Swifty Lazar who once said “Make something happen before lunch,” Stephan Schiffman has boiled down his extensive business experience into inspirational lessons that any business professional can use. Now Schiffman focuses his attention on the art of building and maintaining business relationships. Drawing on his lifetime of experience training sales people at Sprint, AT&T, American Express, and Chase, Schiffman offers fifty invaluable nuggets of field-tested business advice including: Discover the joy of rejection. Don’t take yes for an answer. Remember people live 2 weeks at a time. Don’t confuse an obstacle with a tragedy. With each tip providing a fresh insight into overcoming whatever the business world throws at you, Schiffman will change the way you think about business and success.

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