

Billions of dollars are left on the table and hundreds of ideas fail to get off the ground every day because of the over-communicated society in which we live. Salespeople, managers, consultants, CEOs, and even the president of the U.S. are constantly challenged to pierce through this information clutter to get others to see the unique value of their services, explanations, and propositions. Metaphor in all its forms—“visual language”—solves that problem. Join the ranks of five-star metaphor makers and salespeople like Ronald Reagan, Jack Welch, and Steve Jobs. Learn how to weave the magic of metaphor into your business arguments to: sell an idea, vaporize objections, clear up confusion, wow an audience, shake up indifference, inspire action, close a sale, make your point. Packed with more than two-hundred-and-fifty examples from contemporary business, politics, and media, *The Tall Lady with the Iceberg* provides a unique Four-Step Model to show anyone easily and quickly how to become a master of metaphor.

Metaphors We Lead By: Understanding Leadership in the Real World, Advances in Solar Energy, Lenareise: Mit Kajaks auf Sibiriens mächtigem Flu? (German Edition), The Resurrection of Ireland: The Sinn Fein Party, 1916-1923, Dinosaurs: A Pop-Up Journey to the Age of Dinosaurs (3-D Nature), Plato: An Introduction, The Theory of Intervals (i Learn Perfect Pitch), Ecomysticism: The Profound Experience of Nature as Spiritual Guide, Tales of Destiny,

shakethatbrain.com: *The Tall Lady with the Iceberg: The Power of Metaphor to Sell, Persuade & Explain Anything to Anyone* (Audible Audio Edition): Anne Miller. *The Tall Lady with the Iceberg: The Power of Metaphor to Sell, Persuade & The Power of Metaphor to Sell, Persuade & Explain Anything to Anyone* be useful to anyone who's looking for information and tips to build effective metaphors.

*The Tall Lady With The Iceberg: The power of metaphors to sell, persuade & explain anything to anyone!** When you run into someone you recognize at the airport or on the street, but you can't immediately identify them, and you frantically . *The Tall Lady With the Iceberg: The Power of Metaphor to Sell, Persuade & Explain Anything to Anyone*. *The Tall Lady With the Iceberg: The Power of Metaphor*.

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Tall Lady With the Iceberg uses the power of metaphor to break through in a noisy world and sell, persuade, and explain anything to anyone. *Tall Lady with the Iceberg: The Power of Metaphor to Sell, Persuade & Explain Anything to Anyone* (Paperback). Anne Miller (author). Sign in to write a review.

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