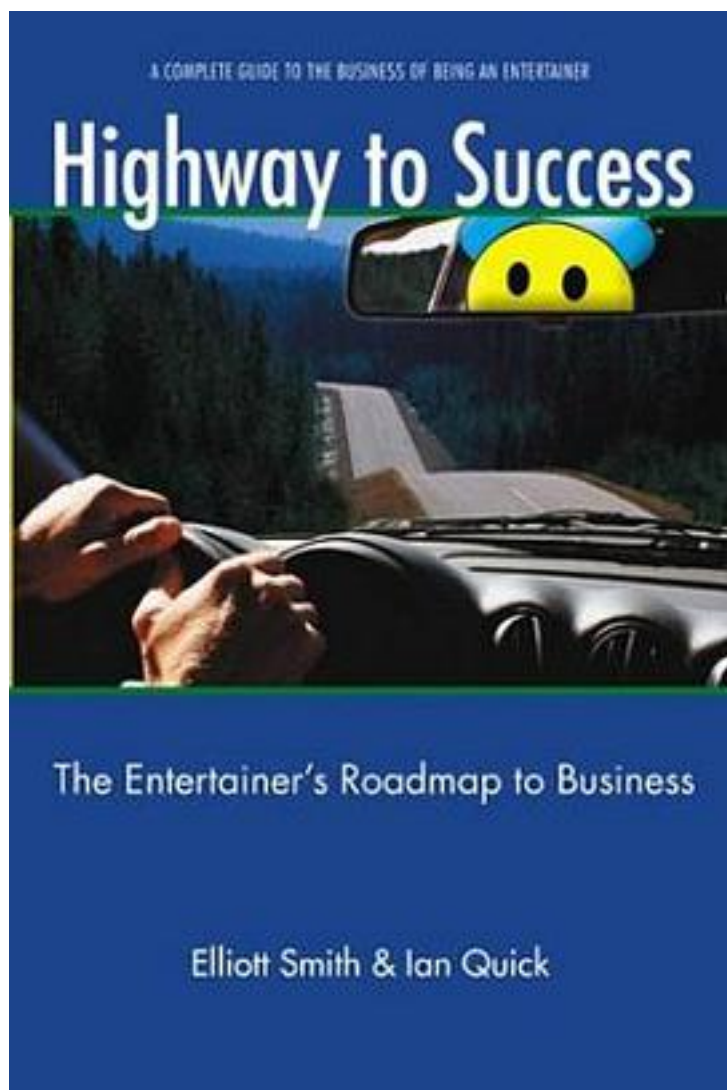


# Highway to Success



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出版者:Creative Bound Inc.

出版时间:2003-07

装帧:Paperback

isbn:9781894439091

Years ago, Elliot Smith became a mentor to Ian Quick, then a young man with a dream of becoming a professional magician, and taught him that honing his craft was only one part of the equation of success. Elliott advised Ian about the business of being an entertainer, guiding him in how to:

- organize his work space and financial records;
- market his services effectively;
- obtain leads for new business;
- make "cold " calls;
- negotiate contracts;
- deal with agents...and much more.

作者介绍:

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