

### 1: Stop Selling and Start Serving - Brigham Dickinson - August 1,

*From Selling to Serving offers another way, a way to create significant and rewarding client relationships. How you communicate with your clients accounts for 85% of the relationship. Yet most professionals spend only 15% of their time developing these vital skills and abilities.*

There are three ways to sell your family silver: Each has its pros and cons, so how to choose? Instead, pick up a jewelry polishing cloth to help with your initial inspection. How to Identify Silver-Plate Tableware? Thankfully, silver-plate is almost always marked as such. For example, there were several manufacturers who sold both silver-plate and sterling. If not there, the item is plated. In short, enjoy it. Unfortunately, the layer of silver plating is very thin, typically less than 0. How to Identify Sterling Silver Tableware? There are several markings that indicate sterling silver tableware. Sterling is a legally binding term. A lion or his paw: Indicates sterling silver originating from England. May also include the city, maker, and year of manufacture. For example, some pieces of civil war-era silver were melted down from coins and have stamps that were made by a family member or local silversmith. Sterling silver tableware has value for the metal itself. Well, that depends on a few factors: The current price of silver. As a commodity, silver goes up and down in value. The age and rarity of the pattern. Silver patterns come in and out of popularity. Collectors looking to complete their sets expect to pay more for lesser-seen patterns or those smithed before. If there are monograms. Initials marking the silver lower its value. These can be covered by a professional, but generally limit your ability to sell on the private market. The individual pieces of tableware. Forks, knives, and spoons are easier for collectors to find. However, hostess sets, barware, carving fork and knife sets, demitasse spoons, or cocktail forks are more rare and higher in value. If you have a complete setting. However, collectors are more inclined to purchase a complete place setting to expand their collection. Advertisement Identify Your Sterling Silver Tableware Pattern To evaluate how much your sterling silver tableware is worth, first visit this flatware pattern index. The next step is this picture guide posted by The Silver Queen. Try posting on this forum for assistance identifying. As a final resort, you can reach out to a silver matching service, such as Replacements, Ltd. Beware this might cost a small fee. Check How Much Your Silver Sells for on eBay Now that you know your tableware is sterling silver and have identified its pattern, you can accurately check how much it would sell for to collectors. Visit eBay and enter the maker and pattern of your sterling silver. Before you get too excited at the listed prices that come up, remember that this only shows active auctions that no one has purchased yet! Instead, look at the menu of filters on the left of the page. Under Show only, select the box that says Sold listings. This gives you a more accurate idea of how much your piece will sell for. Looking closely at the listing featured images are there any that look like professional? You can generally identify these listings by their higher prices or because the item has been photoshopped to appear on a white background. This one by Replacements, Ltd. Make a note of the weight for later. There are pros and cons to selling silver on eBay. On the other hand, selling privately means taking lots of pictures, listing individual pieces, and individually shipping each order. But for now, we recommend continuing onto the next step. Contact a Professional Silver Matching Service for a Bid There are several silver matching services that will buy your pieces to sell to collectors.

### 2: How to Sell the Family Silver for Top Dollar

*When you see yourself as "serving" rather than "selling" then you let go of your attachment to "making the sale." Your focus and concern is with making sure that your customer really has a need you (or your products and services) are uniquely qualified to fulfill.*

LinkedIn More people than at any time before have taken the leap to start their own businesses. This includes chiropractors, dentists, osteopaths, massage therapists, coaches, consultants, speakers, and a host of other professions. Starting a business on your own has many challenges. Who wants to be like that? How do you grow your business and be a good, authentic, loving person at the same time? If you provide a product or service that has real value and helps people solve real problems, there is someone who will want to buy it. That someone is struggling with the problem you are prepared to solve. So if you can help them solve their problem and do a good job of it, you have become their new best friend. They not only will want to buy what you have to sell, they will want to buy from you again and again because now they have begun to trust that you are someone who can help them solve their problems. Here are 5 ways to make that shift. Step 1 – Get Clear on the Value You Offer It all begins with you understanding what are the problems you are uniquely qualified to help your clients or customers solve. Knowing where you are most trusted in business is a great place to start and you can do this by taking the free Trust Test at <http://> What problems does your product or service address? What resources do you bring to help your customer or client solve those problems? Why should people believe that your proposed solution really works? Make a list of the problems and then list how your product or service solves each problem. Make a list of the resources your customer or client will have at their disposal when they purchase your product or service. Then gather testimonials, endorsements, case studies and anything else that will demonstrate your solution really works. So, make sure you really understand how you can help others solve their problems. And just about everyone wants to listen to music or watch videos these days, but not everyone is going to buy an Apple iPod, iPhone or iPad. For some the products are too expensive. Step 3 – Build Trust People will only buy from or work with people they trust. These days, building trust begins by establishing a relationship with people who have the problems you are prepared to solve. You build trust by getting testimonials, endorsements, or case studies from people who have benefited from your products or services. You can also build trust by demonstrating you have had success in the past. And you can build trust by offering knowledge, service, or even products for free so that your potential customers and clients have the chance to see how well you can help them solve their problems. You can read some of of my clients at <https://> To the extent you can show others that the risk that your product or service will not provide the promised value is very low, the more likely it is that people will be willing to invest in what you offer them. One simple way to reduce risk is to offer a guarantee. A guarantee allows the customer to see if the promise matches up to their experience. But you can reduce risk in other ways as well. The more you build your reputation, the less risky people will feel about doing business with you. When you have endorsements or support from well-known or trusted authorities, you inspire confidence that you can deliver on your promises. This is the place where the Golden Rule comes in: Your job is no longer trying to sell anyone. It becomes identifying people who have problems you can solve. These are the people you are here to serve and serving them becomes fun. This is possible when you fundamentally change your mindset and energy about sales and instead become a trusted sales adviser. She works with ambitious, forward thinking business leaders who want to challenge the status quo and grow their business to the next level through developing skills that enable them to lead on-the-hoof, in today's uncertain environment. As the Chief Experience Officer at Business HorsePower, she helps business leaders wrangle round-up all their business resources – plans, people, processes and personal leadership – so everything becomes aligned in its own business ecosystem. The results are leaders that have impact and influence and businesses which are purpose-driven, productive and profitable. Everything works in perfect harmony as an ecosystem. However, as Julia experienced during her 20 plus years of leading global teams and building a multi-million dollar business unit, this is rarely the norm.

### 3: Selling Silver and Silver Plate | Cash for Silver USA

*"From Selling to Serving" promises to become the bible for financial planners, insurance agents, and other financial products and services advisors. This is the next best thing to visiting the Cassara Clinic(TM)."Ed Morrow, CFP, CLU, ChFC, FRC, CEP, CEO, International Association of Registered Financial Consultants.*

April 13, What to Know when Selling Silver and Silver Plate The price of precious metal commodities has been going up for the last several years, ever since the economy took a nosedive with the bursting of the housing bubble. Gold gets the most press, but silver is extremely valuable, too. In fact, scrap silver prices continue to rise. With that increase comes a rise in demand. More and more people are snapping up any silver they can find at bargain prices, at thrift stores and yard sales, to resell on the scrap metals market. Those bargains are getting harder to find, and sellers are becoming more knowledgeable about the value of their goods. The demand has caused a reduced supply, further driving up prices. Much of what is available now is not fully silver, but silver-plated and even that is going up in value due to the rise in copper prices. So how does copper affect silver-plate? Well, silver-plate is typically made from a copper alloy. So silver-plate is made either from a nickel or copper mix, from two extremely valuable metals to scrap metals recyclers. Because there are several different types of silver-plate, it is necessary for anyone buying silver or silver-plate to resell in the metals market to do their homework. A silver-plated item with a pure copper base is the easiest to spot. Just file a spot on it, and the burnt orange color will shine through. Plated silverware is usually not made from a pure copper base, because the metal is too malleable on its own to be durable. This type of silver-plate should fetch at least brass price, but it can be hard to distinguish from regular cast zinc. The telltale sign to look for is green oxidization, which signals the presence of copper. If the metal is white with green oxidation, then it is a nickel copper alloy. In rare use in contemporary manufacturing, pure nickel is most commonly found in antiques, like vintage silver spoons. So be on the lookout for valuable silver and silver-plated utensils and coins. Sell your silver to Cash for Silver USA and rest assured that you are getting the highest payout on the market.

### 4: From Selling to Serving: The Essence of Client Creation - Lou Cassara - Google Books

*From selling to serving. It's almost an oxymoron "an entrepreneur that doesn't like to sell. However, it's actually quite common; particularly with entrepreneurs who have a craft or are in a profession.*

There are two reasons to make this change: This is an emotional purchase that exceeds logic, caused by the expense they are about to incur. Our position, as an expert and a service professional, commands our undivided attention from the communication connection with our office to our demeanor the moment we pull up to their home. Our paradigm must shift from sales to service through education, asking great questions, listening, taking notes, and building trust, all through our positive attitude and empathic understanding. What are you feeding your mind? Have you researched the home before getting into the car? Have you pre-judged the client based on where they live or other external factors that have nothing to do with their ability or desire to use your company? That negative mindset will set up failure every time. Start with the mindset of another great opportunity to serve this customer! Understand that you have a responsibility as an expert in the HVAC field to always exceed their expectations. Your number one goal is to create a "WOW" experience for this client by first differentiating yourself and your company from every other operation. And this begins with serving the customer. Why should I buy from you and your company? How will you serve me? What makes you stand above the rest? If you attempt to compete on price, there is a strong chance you will fail. You must build value and trust through unique conversations with your client and your attitude of positivity, ability to listen and willingness to serve and go above and beyond. People buy from people they like. Although you may do this every day, your customer only experiences this pain about two to three times in a lifetime. This experience is unique to them. A "WOW" experience is that moment when your client realizes you went above and beyond. You have won the moment. Anyone can walk into a home and talk about HVAC and quote a price. It takes a conscious effort, to apply a servant, leadership-driven passion to guide the homeowner with the freedom to choose what investment they desire. We are offering comfort, safety, reliability, and energy efficiency. It has nothing to do with the commodity we sell but has everything to do with the experience we provide. Exceptional, over-the-top customer experiences is our value proposition where we compete beyond price. They simply raise the bar with the priority of providing every client amazing service driven by empathy, respect, honesty. So, I ask you:

### 5: Selling Alcohol to Minors and the Law | [www.enganchecubano.com](http://www.enganchecubano.com)

*In From Selling to Serving, Cassara explains how to move from a selling to a serving mind-set in order to create significant, sustained client relationships that simultaneously serve the client and the professional advisor, creating unlimited opportunity and rewards for both.*

Traditional sales models invoked adversarial images, as if selling were a battle between you and your prospects: The reality is that being on the same side as your clients works much better than opposing them. What they do instead is simply be of service. A primary reason that people hire a professional services provider is to serve as an expert resource. Your clients count on you for guidance, advice, support, resources, contacts, expertise, specialized techniques, access to technology, and up-to-the minute information. Every one of these elements is something you can begin to provide your prospects before they ever become paying clients. By freely offering information, advice and resources to people who have not yet decided to hire you, the need for any clash of wills between prospect and salesperson disappears. Instead of creating sales resistance, your generosity dissolves the barriers between you. Prospects begin to think of you as a trusted resource instead of a vendor who wants their business. You become the first person they think of in your field â€” for their own needs and referrals as well. Making the shift from selling to serving requires changes in more than just how you ask for the business to close the sale. Your service attitude must begin with your first contact and pervade every aspect of your marketing. Here are some examples of the many ways you can substitute a service attitude for a sales approach in all of your interactions with prospective clients. Selling approach â€” Five reasons to hire me as your accountant Serving approach â€” Ten ways to save money on your taxes On your website: Selling â€” Download our free survey on the benefits of executive coaching Serving â€” Download our free survey on best practices in leadership development At your speaking engagements: Selling â€” Give me your card if you would like to find out more about chiropractic Serving â€” Give me your card and I will send you a free report on drug-free alternatives for back pain In your newsletter: Selling â€” Why work with an interior designer? Serving â€” Choosing a design theme for your living room On the phone: If you have a good marketing plan in place, you can keep right on using it. The difference is that you begin to treat your prospects like clients from the first moment you contact them. Instead of reserving your expertise for only those who have paid your fee, you share it with everyone you can. Am I suggesting you give your professional services away for free? Writing ten tips for saving taxes is not the same as preparing a tax return at no charge. Offering a few minutes of free advice on the phone is quite different from entering into a consulting engagement without being paid. What I am suggesting is that your prospective clients deserve as much consideration as the close friends and family for whom you probably provide this type of quick, easy help routinely. After all, those people are unlikely to ever pay you for your time. Prospective clients, on the other hand, will be eager to pay your fee once they get a taste of what you can do for them. As a service professional, what you excel at is serving, not selling. Doing what you do best allows you to shine. As a result, more prospects will become clients without either of you having to suffer through a sales presentation.

### 6: Executive Social Academy From Selling to Serving Podcast

*"From Selling to Serving" promises to become the bible for financial planners, insurance agents, and other financial products and services advisors. This is the next best thing to visiting the Cassara Clinic(TM)."*

But even worse is losing your license for selling alcohol to a minor, after spending months and tens of thousands of dollars to obtain one. No, things are not quite that cut and dry. There are various factors that go into deciding exactly who is punished, and to what degree, if a minor is served alcohol. First of all, although all states do have a 21 year old minimum for buying and drinking alcohol, it is not a federal law. This means that each state is free to create its own laws, punishments, and agencies. California, for instance, has the Alcoholic Beverage Control ABC, which is responsible for drafting and enforcing the provisions of the liquor license. However, if the offense is particularly blatant, the license may be revoked. Also, if you are cited for selling to a minor again within a year of your first citation, many boards automatically revoke your license some states allow 3 times in one year. Upon receiving a citation, you can request an administrative hearing to present your side of the story and any mitigating factors you might have, or can agree to the punishment and submit. If your license is revoked, you generally must wait at least six months before applying for another, a process which will be made even more difficult and costly due to the revocation on your record. Aside from violating your license, selling to a minor is also a crime. If you are caught selling alcohol to a minor, then there are two sets of penalties given: Licensee - Generally, selling to a minor is considered a class-2 misdemeanor in most states, which means it only carries a 30 day maximum sentence and a small fine incarceration is unlikely. Also, if the licensee himself sells alcohol to a minor, many states will automatically revoke the license. Clerk - The clerk who actually sells the alcohol is liable for all the same penalties as the licensee that is, he can be arrested for a class 1 or class 2 misdemeanor, depending on the age of the minor. Bear in mind that the range amounts for each fine may be different in each state or jurisdiction. Generally speaking, most jurisdictions will follow similar fine amounts for selling alcohol to a minor. In most states, a licensee is only held liable for selling to a minor without asking for any ID. If ID is asked for, and a fake ID indicating the minor is actually 21 is shown, then in almost all cases, no charges will be filed from either the police or from the alcohol control board. The one caveat is that the ID must appear to be reasonably realistic: But with the prevalence of extremely accurate looking forgeries on the black market, rarely will a bar or liquor store be held liable for accepting a fake ID. The vast majority of police stings are designed to catch vendors who sell to minors without carding, or card them and get real IDs that say they are minors, and then sell them anyway. So it is very important that your clerks actually do check the ages of any IDs presented. A scanning device to confirm the IDs authenticity available for little cost, will also go a long way in protecting you from liability, even though many forgeries are now so advanced as to pass this test too. Do I Need an Attorney? If you have been cited for selling to a minor, or have even lost your liquor license, you should consult an experienced business attorney immediately. A good business lawyer can help speed up the process of getting a new license, or help you during an administrative hearing with an alcohol board.

### 7: From Selling to Serving | myPay Solutions | Thomson Reuters

*From Selling to Serving --by BJ Gallagher, Mar 19, Each week I meet with a group of Los Angeles business owners and entrepreneurs - men and women from very different fields who share a common vision of being self-supporting through self-employment.*

Though each state has its own laws about alcohol, all states require that people be 21 before they can legally purchase alcohol. A person who sells alcohol to a minor commits a crime regardless of the state, though state laws differ widely in their details. The law prohibits any form of furnishing or providing liquor to minors, including when no money changes hands. The prohibition against selling alcohol to minors includes both adults under the age of 21 and juveniles people under the age of 18. In many situations, minors might try to obtain liquor by using fake IDs, lying about their age, or through other methods of appearing older than they are. States approach this situation very differently. As long as the seller takes this step and still sells alcohol to a minor, sellers can avoid a conviction by showing they took all the required steps. In other states, selling to a minor is a strict liability offense. While some states prohibit anyone from providing alcohol to a minor, other states provide an exception for parents or legal guardians. In states with a parental exception, parents or legal guardians can provide an underage person alcohol in a home environment as long as the parent or guardian is present at the time. Similar exceptions are also made for alcohol used in a religious ceremonies or for medicinal purposes. Penalties Most states punish the sale of alcohol to minors as a misdemeanor. However, state laws on alcohol sales to minors differ significantly, and the potential penalties involved can be very different between one state and another. Anyone convicted of selling or providing alcohol to a minor usually faces a range of penalties. Misdemeanor offenses are defined as those that have a potential penalty of up to one year in a local jail or state prison. Providing alcohol to an underage person may result in a jail sentence of up to a year, a much lighter sentence, or no jail at all. The circumstances of the case and state law will determine what sentences are appropriate. Fines are a common penalty for anyone convicted of selling alcohol to a minor. The amount of the fine varies broadly, but can be as much as several thousand dollars per violation. In lieu of, or in addition to, a jail sentence, a court may impose a probation sentence for a conviction of selling alcohol to a minor. Probation terms typically last six to 12 months, though they can be longer. Someone on probation must usually regularly report to a probation officer and meet other specific requirements as imposed by the court. Failing to comply with any requirement may result in a court ordering the convicted person to jail. Establishments and organizations who sell or provide alcohol must have a state liquor license. When licensed organizations sell alcohol to minors, either intentionally or unintentionally, they may lose their liquor license. They may also be subject to other penalties, such as fines. However, individual state regulations differ significantly about what penalties licensed organizations can face if they sell alcohol to minors, especially if they do so unintentionally. Talk to a Lawyer Selling alcohol to a minor is a misdemeanor offense, but it can have serious consequences on your life. You owe it to yourself to talk to a local criminal defense lawyer as soon as you are charged with any crime. Because the laws about providing liquor to an underage person are so different among the states, only an experienced criminal defense lawyer in your area will be able to advise you about your individual case.

### 8: From Selling to Serving, by BJ Gallagher

*From Selling to Serving Podcast Helping client facing professional influence buyers, engage clients & build loyalty in today's digital age of business. A concise guide for busy schedules.*

Among the group are doctors, accountants, attorneys, real estate agents, writers, architects, artists, actors, PR agents, personal trainers, professional speakers, headhunters, musicians, construction contractors, literary agents, photographers, landscapers, and more. Some are revamping their web sites and blogs; a few are exploring new business ideas, as they worry that their current businesses might not survive. I make service calls instead. So I explained what I had learned from Chuck Chamberlain. Chuck was a successful businessman in commercial real estate development specifically, grocery stores in Los Angeles. Some years ago, he gave a series of lectures entitled "A New Pair of Glasses" published in a book by the same title. Recently, I listened to those lectures, now available on CDs. Chuck explained how he became successful. He said he did not make sales calls - he made service calls. He was in the business of helping others be successful in their businesses. When Chuck called on a potential customer, he viewed it as no different from helping a neighbor with a project, visiting a friend in the hospital, or reaching out to help someone struggling with a serious personal problem - it was an opportunity to be of service. Tell me about your challenges and problems. He would listen with an open mind and an open heart - with a genuine desire to help the other guy build his business. If Chuck could help the other guy, he would. In his lecture, Chuck related how, on two or three occasions, he had a different motivation in calling on prospective customers - he was broke, and desperate to make a sale. I never once made a sale that way. That was his "secret" to success. People are smart and intuitive. And - people also know when your intent is to help, to be of service, to contribute, to assist them in achieving their goals. When you approach them with that intent, they welcome you. I knew exactly what Chuck was talking about. For many years, fear was the co-owner of my business. I ran scared, worried about where my next check was coming from. I did tons of PR, built several web sites, chased down leads, and curried favor with important people I thought could help me. I was always strategizing and scheming about how to become rich and famous. When I did get a big chunk of money or land on a national TV show, it made me happy - but not for long. The euphoria wore off quickly and I had to start chasing again - almost like an addiction. This was a no-win game, for sure. I always said that my work was about service and contribution - and my mission statement said so, too. But it was only partially true. I did want to help others - but I often wanted recognition and money even more. My motives were mixed at best. I ran my business from a place of fear and scarcity. The goal of business is to provide products and services that others need and want. Money is the happy by-product. Fear makes us chase after what we think will keep us safe. Fear makes us turn money into our god. When I finally stopped looking for what I could get and started looking for what I could give, everything changed. Money started to flow in, often from unexpected places. Chuck taught me to build my business on a foundation of service and contribution. When I do my work well, the result is not just freedom from want. What would business be like if everyone made service calls instead of sales calls? What would happen if business people adopted an attitude of "How can I serve? What would Main Street be like? What would the world be like?"

### 9: From "Selling" to "Serving" - "5 Steps to Becoming A Trusted Sales Adviser - Business H

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*The Ascent Of Mount Carmel How not to write a novel Types of technical analysis The language of slavery Expanded Science Fiction Worlds of Forrest J Ackerman V. 17. Hosea, Joel, Amos, Obadiah. Law and mental health a case-based approach Routemaster handbook Baldwins Ohio administrative code. Chemical thermodynamics principles and applications Going wild, adventures of a zoo vet 5th grade dividing decimals math word problems worksheets If these walls could talk more thoughts of home Fans guide to the Iditarod New standard dictionary, English-Nepali Graphic design in the mechanical age Michael Honnor Paintings How biodiversity is created and maintained The family that couldnt sleep The native forests of New Zealand Fundamentals of fluoroscopy Mr tompkins in paperback Pollok Park local plan Atomic scala 1st edition Reger,Max Vari Fugue in F or (Kalmus Edition) Familiar letters on important occasions. The Best of Mrs Beetons Cakes and Baking Printing services business plan The New Testament, translated into the Cree language From Aaron Jenkins to Harold Jenkins Pt. 4. Tentative conclusions and uncertain democracies. U2022 His birth was attended by angels, 126 wise men127 and shepherds, 128 and he was presented with gift V. 2. Letters, 1782-1786. F.A. Daviss Practice Guide for the Radiography Examination Mass Communications History Center, Wisconsin Center for Film and Theater Research, collections Experiment in crime Buddhist views of nature Robert A.F. Thurman The Rock Licks Casebook (Guitar Casebook Series) Cola wars continue 2010 2010 acura tl repair manual*