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The Business Edge
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April 23rd 2014: Orbits, Your Spheres of Resource and Influence: How to Get the Most Out of Them.

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Meaningful business comes from meaningful relationships. This includes the “business” of also having meaningful personal relationships. There are efficient, effective, and more productive ways to accomplish this in quantity without sacrificing the quality of personalization. This episode will take a look at one way how to achieve this and stay on top of your game. After all, Life is a Contact Sport and the question to ask yourself is “What’s YOUR score, and are you WINNING?”

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Featured Guest



Mike Muhney

Mike Muhney has enjoyed a varied, passionate and uniquely successful career in the high-tech industry. Born and raised in Chicago and graduating from the University of Illinois with a degree in Finance, with Honors, Mike began his career with IBM in 1975 and was professionally trained in their intensive full-time 6-month-long internal Sales School. He was ranked 6th out of his national class of 66 students, after which he sold mainframes and software solutions and achieved numerous Hundred Percent Clubs, IBM’s most successful sales fraternity. Mike’s claim to fame came from his Co-inventing ACT!, and with it creating the software category known as Contact Managers, that now encompasses CRM.

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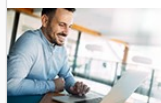
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