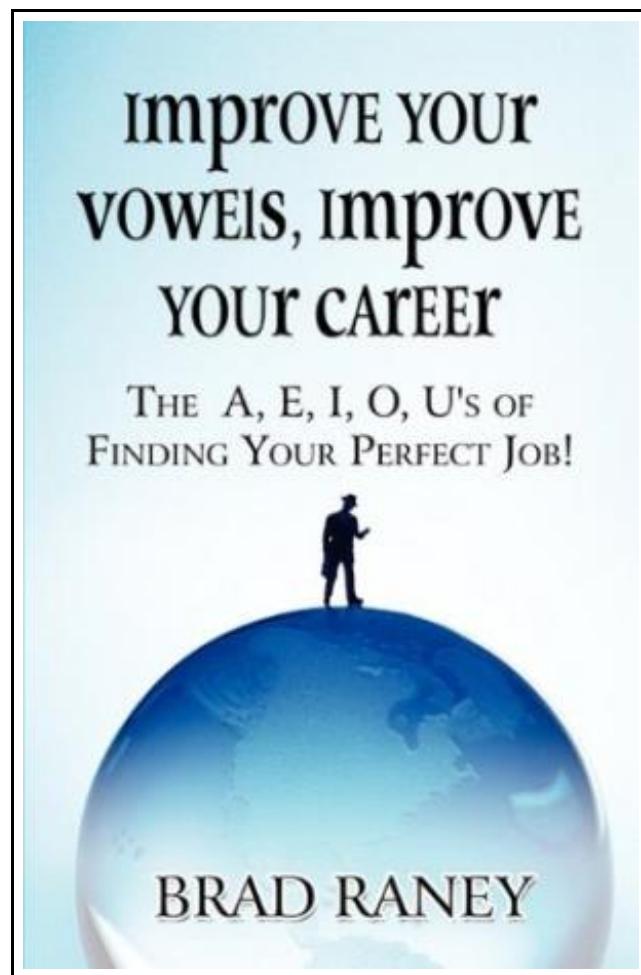


## Improve Your Vowels, Improve Your Career: The A, E, I, O, Us of Finding Your Perfect Job



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America Star Books. Paperback. Book Condition: New. Paperback. 124 pages. Dimensions: 8.3in. x 5.5in. x 0.5in. The VOWELS are an acrostic phrase that describes seven key components of personal improvement - A, E, I, O, U - Attitude, EnergyEffort, IntegrityIntensity, Outlook, Uniqueness. Thats a big phrase but the simple fact is that the VOWELS are powerful and are changing lives every day. The VOWELS were developed by Brad Raney, and were born from necessity and near desperation. Brad has been in sales and sales management in the broadcast industry for over 25 years. He faced the toughest leadership challenge of his career in late 2008. Seeing the forecasts for his industry being at best -25 for 2009, the future was bleak. Brad had to find a way to keep his sales team focused on the process of their efforts, not the end result. He reflected on words that had been inspirational and important to him during tough times in his career. He began writing them down and noticed that all of them began with either A, E, I, O, or U - the VOWELS! This discovery led to a series of six sales meetings at the beginning of 2009 to teach his team about each component of the VOWELS, and then a workshop to implement them into the teams daily work activities. The results were impressive, as Brads sales staff grew incredible market share during the worst economic year in America since 1930! Each team member learned more about their true strengths and found a way to succeed amidst the turmoil and tumult of 2009. The VOWELS have grown from this series of sales meetings into workshops, seminars, keynote speeches, and presentations for diverse groups including: CEOs, small business owners, upper level managers, job seekers, the Jacksonville Chamber of Commerce, JobsDirectUSA...



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