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In this book, author Brian Gardner taps his decades of industrial sales experience to provide simple yet effective strategies for getting the most from customer relationship management. Learn how to approach CRM as a system for sharing and leveraging data throughout your business and to gain a competitive edge in the market with a revamped sales process and engaged team. With this book, you'll learn: Common reasons that CRM fails - and how you can avoid them Why CRM should be viewed as a revenue generator, not a cost Why limiting CRM to outside sales will cause you to miss out on half its value How to identify and fill gaps in your business using Gardner's results-driven Sales Process Review and CRM Roadmap Matrix How to break old habits and get your team on board with CRM The most critical time in the pursuit of sales is between the opportunity and quote stages - between the front and back ends of the sales cycle. Whether you already have CRM or are just starting on the journey, this book will give you the tools to successfully navigate the sales process from lead to close with CRM.

Joseph Philippe Ferrier (1811-86) was a French soldier who served as a military instructor in the army of Persia (present-day Iran) in 1839-42 and again in 1846-50. He was sent on a diplomatic mission to Europe by the Qajar ruler Muhammad Shah (1808-48, reigned 1834-48), but later fell out of favor with the shah and was forced to leave Persia. He returned to the Persian service in 1846, after undertaking a dangerous overland journey through Afghanistan and Persia in 1844-46. While working for the Persian army, Ferrier reported to the French government and sought to promote French interests in the rivalry with Great Britain and Russia for influence in the country. Ferrier produced two major books based on historical research and his personal observations. *Caravan Journeys and Wanderings in Persia, Afghanistan, Turkistan and Beloochistan* was published in London in 1857; the French edition, *Voyages et aventures en Perse, dans l'Afghanistan, le Beloutchistan et le Turkestan* appeared only in 1870. The book presented here, *History of the Afghans*, was published in London in 1858 and is an English translation of the manuscripts of Ferrier made by a British officer, Captain William Jesse. A French edition of the book was never published. The work is a history of the Afghans from ancient times to 1850. Ferrier chronicles the rise of British power in South Asia, which from a French perspective he regrets. In the final passage of the book, he notes that possession of Peshawar in the north and Shikarpur in the south had given the British control of the Indus River, and concludes: "These are the têtes-de-pont [bridgeheads] which command the passage of that river, and give the Anglo-Indian government the power of exercising the greatest influence over the policy of the chiefs of Kandahar and Kabul--may Europe never have cause to repent that she has permitted those conquests which will render Great Britain and Russia all-powerful over this planet." The book contains a detailed fold-out map.

Pindar and the Cult of Heroes combines a study of Greek culture and religion (hero cult) with a literary-critical study of Pindar's epinician poetry. It looks at hero cult generally, but focuses especially on heroization in the 5th century BC. There are individual chapters on the heroization of war dead, of athletes, and on the religious treatment of the living in the 5th century. Hero cult, Bruno Currie argues, could be anticipated, in different ways, in a person's lifetime. Epinician poetry too should be interpreted in the light of this cultural context; fundamentally, this genre explores the patron's religious status. The book features extensive studies of Pindar's Pythians 2, 3, 5, Isthmian 7, and Nemean 7.

Theseus is celebrated as the greatest of Athenian heroes. Using an anthropological approach to Greek religion and society, Henry John Walker explores the world of Greek literature, myth, and political ideology to determine what Theseus meant to the Athenians at the height of their city-state in the fifth century B.C. Assembling material that has previously been scattered in scholarly works, Walker presents the evidence for the development of the myth and cult of Theseus in the archaic age. He then looks to major works of classical literature in which Theseus figures, probing the contradictions between the archaic, primitive side of his character and his refurbished image as the patron of democracy. His ambiguous nature as outsider, flouting accepted standards of behavior, while at the same time being a hero-king and a representative of higher ideals, is analyzed through his representations in the works of Bacchylides, Euripides, and Sophocles.

The Law Library presents the complete text of the Strategic Economic and Community Development (US Rural Business Regulation) (RBS) (2018 Edition). Updated as of May 29, 2018 This interim rule implements Section 6025, Strategic Economic and Community Development, under the Agricultural Act of 2014 (2014 Farm Bill). Unless the Agency provides otherwise, the Agency will reserve up to 10 percent of the funds appropriated to certain Rural Development (RD) programs each fiscal year to fund projects that support the implementation of strategic economic and community development plans across multi-jurisdictional areas. The programs from which funds will be reserved are community facility programs, water and waste disposal programs, and rural business and cooperative development programs. To be eligible for the reserved funds, projects must be first eligible for funding under the programs from which the funds are reserved. In addition, projects must be carried out solely in rural areas. Any reserved funding that is not obligated by June 30 of the fiscal year in which the funds were reserved will be returned to the programs' regular funding accounts. This ebook contains: - The complete text of the Strategic Economic and Community Development (US Rural Business Regulation) (RBS) (2018 Edition) - A dynamic table of content linking to each section - A table of contents in introduction presenting a general overview of the structure

Astronaut Playing Baseball Graph Paper Notebook This blank graph paper notebook is perfect for taking notes, making to do lists, writing checklists, visualizing ideas, organizing projects, drawing diagrams and so much more. It's a perfectly sized graph paper book that is ideal for everyday use at home or work, and for tossing into your backpack, purse or daily bag when on the go. DETAILS Size: 6 x 9 Inches Pages: 120 Pages (60 Sheets Front and Back) 5 Squares Per Inch Lightly Lined Graph Paper Crisp White Pages Thick Matte Soft Cover

Records the histories of ancient warriors and demi-gods depicted in classical mythology and art treasures

In this fresh consideration of the origins of the ancient Greeks' ideas and practices concerning their own past, Carla M. Antonaccio demonstrates that hero cult and ancestor cult persisted, throughout the Iron Age, long before epic poetry's heroic narratives were widely disseminated. Although it was not until the dissolution of Iron Age societies that epic poetry and organized hero cult developed to aid claims to legitimacy, practices such as visiting tombs to make offerings were common, and contradict the usual picture of Iron Age religious conservatism.

This study questions the traditional view of sacrifices in hero-cults during the Archaic to the early Hellenistic periods. The analysis of the epigraphical and literary evidence for sacrifices to heroes in these periods shows, contrary to the traditional notion, that the main ritual in hero-cults was a thysia at which the worshippers consumed the meat from the

animal victim. A particular handling of the animal's blood or a holocaust, rituals previously taken to be typical for heroes, can rarely be documented and must be considered as marginal features in hero-cults. The terms *eschara*, *escharon*, *bothros*, *enagizein*, *enagisma*, *enagismos* and *enagisterion*, believed to be characteristic for hero-cults, are seldom used in hero-contexts before the Roman period and occur mainly in the Byzantine lexicographers and in the scholia. Since the main kind of sacrifice in hero-cults was a *thysia*, a ritual intimately connected with the social structure of society, the heroes must have fulfilled the same role as the gods within the Greek religious system. The fact that the heroes were dead seems to have been of little significance for the sacrificial rituals and it is questionable whether the rituals of hero-cults are to be considered as originating in the cult of the dead.

"A historically rich reworking of Theseus and the Minotaur . . . A world and story both excitingly alien and pleasingly familiar" (Kirkus Reviews, starred review). Ariadne is destined to become a goddess of the moon. She leads a lonely life, filled with hours of rigorous training by stern priestesses. Her former friends no longer dare to look at her, much less speak to her. All that she has left are her mother and her beloved, misshapen brother Asterion, who must be held captive below the palace for his own safety. So when a ship arrives one spring day, bearing a tribute of slaves from Athens, Ariadne sneaks out to meet it. These newcomers don't know the ways of Krete; perhaps they won't be afraid of a girl who will someday be a powerful goddess. And indeed, she meets Theseus, the son of the king of Athens. Ariadne finds herself drawn to the newcomer, and soon they form a friendship—one that could perhaps become something more. Yet Theseus is doomed to die as an offering to the Minotaurus, that monster beneath the palace—unless he can kill the beast first. And that "monster" is Ariadne's brother . . . "Fans of historical fiction and Greek myths should be pleased." —Booklist "Barrett offers clever commentary on the spread of gossip and an intriguing matriarchal version of the story. Fans of Greek mythology should appreciate this edgier twist on one of its most familiar tales." —Publishers Weekly

The Myths of Herakles in Ancient Greece surveys the rich legacy of Herakles's representations during the Archaic and Early Classical periods and joins to this survey a scholarly apparatus that summarizes and refers to a good portion of the work completed on the meanings and descriptions of these manifestations. Organized into complementing 'synchronic' and 'diachronic' perspectives, the Greeks' most popular but also most complex 'hero-god' emerges to the reader in a straightforwardly written appreciation. This work has been selected by scholars as being culturally important, and is part of the knowledge base of civilization as we know it. This work was reproduced from the original artifact, and remains as true to the original work as possible. Therefore, you will see the original copyright references, library stamps (as most of these works have been housed in our most important libraries around the world), and other notations in the work. This work is in the public domain in the United States of America, and possibly other nations. Within the United States, you may freely copy and distribute this work, as no entity (individual or corporate) has a copyright on the body of the work. As a reproduction of a historical artifact, this work may contain missing or blurred pages, poor pictures, errant marks, etc. Scholars believe, and we concur, that this work is important enough to be preserved, reproduced, and made generally available to the public. We appreciate your support of the preservation process, and thank you for being an important part of keeping this knowledge alive and relevant.

The Law Library presents the complete text of the Guaranteed Loanmaking and Servicing Regulations (US Rural Utilities Service Regulation) (RUS) (2018 Edition). Updated as of May 29, 2018 The Rural Business-Cooperative Service (Agency) is an agency within the Rural Development mission area of the United States Department of Agriculture (USDA) responsible for administering the Business and Industry (B&I) Guaranteed Loan Program. The B&I Guaranteed Loan Program is authorized by the Consolidated Farm and Rural Development Act and provides loan guarantees to banks and other approved lenders to finance private businesses located in rural areas. This ebook contains: - The complete text of the Guaranteed Loanmaking and Servicing Regulations (US Rural Utilities Service Regulation) (RUS) (2018 Edition) - A dynamic table of content linking to each section - A table of contents in introduction presenting a general overview of the structure

The figures and events of classical myths underpin our culture and the constellations named after them fill the night sky. Whether it's the raging Minotaur trapped in the Cretan labyrinth or the twelve labours of Hercules, Aphrodite's birth from the waves or Zeus visiting Danae as a shower of gold, the mythology of Greece and Rome is full of unforgettable stories. All the stories of the Greek tragedies – Oedipus, Medea, Antigone – are there; all the events of the Trojan wars and of Odysseus and Aeneas' epic journeys; the founding of Athens and of Rome... These are the strangest tales of love, war, betrayal and heroism ever told and, while brilliantly retelling them, this book shows how they echo through the works of much later writers from Chaucer and Shakespeare to Camus and Ted Hughes. Full of attractive illustrations and laid out in eighteen clear chapters (the titles include 'Dangerous Women' and 'Heroes'), Dr Jennifer March has written a fascinating guide to the myths of classical civilization that is as readable as a novel.

Collection of miscellaneous publications (journal articles, state agricultural experiment station and federal bulletins) by various authors (most prominently J.G. Woodroof) on pecan culture and research.

This comprehensive and in-depth examination of Aristotle's poetry is focused on his ode for Hermias of Atarneus. The song's relation to earlier poetry is illustrated with unprecedented thoroughness and the remarkable story of its reception is studied in the context of fourth-century politics, religious history, and literary theory.

The meaning of some of the world's great myths and legends springs to life in this collection of stories, retold here for children. Through the epic adventures of colorful characters--from kings and beggars to gods and demons--the reader may glimpse the ancient wisdom of early humankind. Spanning the centuries from Atlantis to the civilizations of India, Persia, Babylonia, and Egypt, the author portrays human development, from primitive hunters to builders of magnificent cities and the great pyramids. Buddha, Krishna,

Rama, Zarathustra, Gilgamesh, Isis, and Osiris are just a few of the lively participants in the unfolding historical narrative.

Using archaeological, epigraphic, and literary sources; and incorporating current scholarly theories, this volume will serve as an excellent companion to any introduction to Greek mythology, showing a side of the Greek gods to which most students are rarely exposed. Detailed enough to be used as a quick reference tool or text, and providing a readable account focusing on the oldest, most widespread, and most interesting religious practices of the ancient Greek world in the Archaic and Classical periods, *Ancient Greek Cults* surveys ancient Greek religion through the cults of its gods and goddesses, heroes and heroines. Jennifer Larson conveniently summarizes a vast amount of material in many languages, normally inaccessible to undergrad students, and explores, in detail, the variety of cults celebrated by the Greeks, how these cults differed geographically, and how each deity was conceptualized in local cult titles and rituals. Including an introductory chapter on sources and methods, and suggestions for further reading this book will allow readers to gain a fresh perspective on Greek religion.

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