19 Entrepreneurs Impart Their Best Small-Business Advice

Description

Ken Yager contributed to this article for Frontier Business.

> **Get the sale.** You cannot run a business idea up the hill of success unless you get out there and sell. . . . Social media . . . is not the same as warm calls, face-to-face, and direct, detailed emails that show you care about someone. —Ken Yager, president, Newpoint Advisors Corporation

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Date Created
2016/10/28