

## The Feldman Method

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The Feldman Method: The Words and Working Philosophy of the World's Greatest Insurance Salesman Hardcover – 1 Jun. 1984 by Thomson Andrew H. (Author) 4.4 out of 5 stars 33 ratings

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Ben Feldman started work at 8 am and worked form 12-16 hours a day, 6 days per week. Every night when he got home he would study for two hours to get more knowledge so he could better serve his clients. On Sunday he would plan the week ahead. He developed a method of reducing things and thoughts to their most simple form. Ben sold discounted dollars.

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"The Feldman Method" gives some good insights on prospecting and selling, although its focus is on insurance sales its guidelines apply on most any field, it is concise and doesn't go into as much technical detail as more modern books on the subject while still conveying the basics on what is needed to be a successful salesman.

~~The Feldman Method by Andrew H. Thomson — Goodreads~~

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The Feldman Method for Art Criticism. 2/2/2018. The information below is a method used for evaluation of artwork. It is, by far, the most commonly used "formula" for writing a formal art critique. It is the method we will use in class and that which is found on the course's EOC.

~~The Feldman Method for Art Criticism—Mr. Loughran's—~~

Ben Feldman started work at 8 am and worked form 12-16 hours a day, 6 days per week. Every night when he got home he would study for two hours to get more knowledge so he could better serve his clients. On Sunday he would plan the week ahead. He developed a method of reducing things and thoughts to their most simple form. Ben sold discounted dollars.

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Ben Feldman perfected a series of techniques for selling life insurance that earned him a place in the Guinness Book of World Records as the most outstanding salesman in history. Drawing on these foolproof techniques, this book offers a step-by-step action plan leading to sales success. You will be able to follow and absorb the working philosophy, ...

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~~Feldman Method—Thomson, Andrew H.—9780884621164—Amazon—~~

Guiding Your Criticism: The Feldman Method Outline based on Edmund Burke Feldman, Becoming Human through Art. Englewood Cliffs NJ- Prentice Hall! 1970, pp. 348-383. Outline prepared by Patricia A. Renick, Professor of Fine Art, University of Cincinnati! According to Feldman\* the four stages of art criticism are:

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