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Boothman told "Early Show" co-anchor Maggie Rodriguez Thursday he means 90 seconds or less literally. "You can do it in less than 90 seconds," Boothman said. "TV commercials do it in 30 seconds....

How to Persuade People in 90 Seconds or Less - CBS News

Convince Them in 90 Seconds or Less: Make Instant Connections That Pay Off in Business and in Life - Kindle edition by Boothman, Nicholas. Download it once and read it on your Kindle device, PC, phones or tablets.

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Nicholas Boothman has been called 'one of the leading experts in face-to-face communication in the world' by John Tierney at the New York Times. The

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Book Review on " Convince Them in 90 Seconds"

That is where Nicholas Boothman comes in with his book, How To Make People Like You In 90 Seconds Or Less comes in.

Boothman sets out to write the how-to guide for getting people to like you instantly. He does this by explaining the split-second reactions and decisions we all subconsciously make when meeting a new person.

How To Make People Like You In 90

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From the new book, Convince Them in 90 Seconds, by Nicholas Boothman on how a

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small fundraiser used celebrities: “The directors of a small elementary school in Ontario wanted to move out of the church basement they ’d been borrowing and into a building of their own. They ’d held fundraisers before, but those hadn ’t amounted to much, and were dependent on support mainly from the students ’ families and alumni.

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