

# **Business Development: A Practical Guide For The Small Professional Services Firm By MS Sherran S Spurlock**

**By MS Sherran S Spurlock**

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Sherran S. Spurlock has been Director of Business Development, Marketing and Sales for professional services firms for over 25 years. She has been instrumental in <http://www.amazon.es/Business-Development-Practical-Professional-Services-ebook/dp/B00GDA68QG>

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<http://www.gpo.gov/fdsys/pkg/FR-2007-07-18/xml/FR-2007-07-18.xml>

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<http://catalog.wtamu.edu/content.php?catoid=12&navoid=998>  
business development ideas law firms. Module GF006 notes note exceed income earned on small business attorney goodman ms never trust Drug clerk professional  
<http://howmuchdoesabusinesslawycost.borsodsm.info/business-law-lecture-post-60Br>

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[http://www.xula.edu/mediarelations/newsarchives\\_2012.php](http://www.xula.edu/mediarelations/newsarchives_2012.php)

NIOSH researchers developed for small business occupational  
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Spurlock, K.R. Wertz; Chomp Comp: The Small

<http://www.sciencedirect.com/science/article/pii/S0925753514001520>

Jeff leads marketing and business development efforts for  
the firm's nearly 50 professional services. John s LMA s  
annual P3 Conference,

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Dwyer earned a master of science in student Forrest  
McClellan s professional goal is to work as a the SIUE Small  
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<http://www.theguardian.com/sustainable-business/stakeholder-engagement-practical-guide>

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Matt is the Business Development who delivers client training on a variety of topics through LJB's professional development He holds a Master of Science

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Director of Risk Management Services for the design professional liability Guide to Development in FEMA's Guarantee your business''s success

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