COURSE 1



COURSE



MANAGEMENT TRAINING



Retail Sales Training Manual

Jicheng Xie

Retail Sales Training Manual:

Retail Sales Training Manual Norma O. Frame, 1995 **Retail Sales Training Manual** British Columbia. Division of Technical and Vocational Services. Curriculum Development Branch, Warren, Irene, 1970 **Retail Sales Training Manual** Sales Training Manual for Smaller Stores Leonard Mongeon, Marilyn Kirschner, William and Encyclopedic Issue ,1966 Thomas Bonwich.1950 Sales Training Manual for Smaller Stores Leonard F. Mongeon, 1955 Distribution Data Guide Basic Information Sources on Training Retail Salespeople, 1954 Retail Merchandising and Promotion Aaron ,1958 The Retailer's Complete Book of Selling Games and Contests Harry J. Friedman, 2011-12-22 One Hamilton Chute.1966 hundred ways to motivate your sales teams to outsell each other and grow your profits In most retail stores salespeople arrive at work with little enthusiasm to sell The truth is that retail selling can be a little boring It s up to owners and managers to provide the spark and motivation that inspires people to excel even when store traffic is slow One of the best ways to accomplish that is with selling games and contests The Retailer's Complete Book of Selling Games Contests contains more than one hundred selling games and contests that any retailer can use to motivate their staff improve their sales skills and generate extra sales during slow traffic periods Geared toward retailers of all industries and all sizes from single stores to mega chains this book will appeal to those with a vested interest in improving the performance of their salespeople and driving sales higher Details how to use games to sell specific merchandise increase add on sales and sell higher priced merchandise and groups of merchandise Outlines how to structure games and contests when to run them and for how long Helps managers build their sales staffs confidence and abilities through fostering a competitive spirit and rewarding high sellers Harry J Friedman is an international retail authority consultant and the most heavily attended speaker on retail selling and operational management in the world today When you inspire your sales team to improve their skills and outsell each other you ll boost your profits and outdo your competition Marketing Information Guide ,1959 **Business Service** Bulletin ,1956 Franchise Opportunities Handbook ,1991 This is a directory of companies that grant franchises with detailed information for each listed franchise Franchise Opportunities Handbook United States. Domestic and International Business Administration, 1988 This is a directory of companies that grant franchises with detailed information for each listed franchise Small Business Bibliography ,1964 **Bookstores** United States. Small Business Administration.1968 Distributive Education Instructional Materials Ohio State University. Center for Vocational and Technical Education, 1972 Distributive Education from AIM, 1967-1971 United States. Office of Education, 1972 Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office, 1951 Includes Part 1A Books and

Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office, 1951 Includes Part 1A Books and Part 1B Pamphlets Serials and Contributions to Periodicals
A Sales Training Manual for Retail Stores Lousiville Textiles, Inc, 1941 Billboard, 1970-08-15 In its 114th year Billboard remains the world's premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts

and offers unrivaled reporting	about the latest music v	rideo gaming media digita	al and mobile entertainmen	t issues and trends

This is likewise one of the factors by obtaining the soft documents of this **Retail Sales Training Manual** by online. You might not require more get older to spend to go to the ebook foundation as without difficulty as search for them. In some cases, you likewise accomplish not discover the notice Retail Sales Training Manual that you are looking for. It will completely squander the time.

However below, behind you visit this web page, it will be hence extremely easy to get as with ease as download guide Retail Sales Training Manual

It will not recognize many times as we notify before. You can realize it while enactment something else at house and even in your workplace. fittingly easy! So, are you question? Just exercise just what we provide below as well as evaluation **Retail Sales Training Manual** what you in imitation of to read!

https://crm.avenza.com/results/uploaded-files/default.aspx/nessaja%20sheet%20music.pdf

Table of Contents Retail Sales Training Manual

- 1. Understanding the eBook Retail Sales Training Manual
 - The Rise of Digital Reading Retail Sales Training Manual
 - Advantages of eBooks Over Traditional Books
- 2. Identifying Retail Sales Training Manual
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Retail Sales Training Manual
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from Retail Sales Training Manual

- Personalized Recommendations
- Retail Sales Training Manual User Reviews and Ratings
- Retail Sales Training Manual and Bestseller Lists
- 5. Accessing Retail Sales Training Manual Free and Paid eBooks
 - Retail Sales Training Manual Public Domain eBooks
 - Retail Sales Training Manual eBook Subscription Services
 - Retail Sales Training Manual Budget-Friendly Options
- 6. Navigating Retail Sales Training Manual eBook Formats
 - o ePub, PDF, MOBI, and More
 - Retail Sales Training Manual Compatibility with Devices
 - Retail Sales Training Manual Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Retail Sales Training Manual
 - Highlighting and Note-Taking Retail Sales Training Manual
 - Interactive Elements Retail Sales Training Manual
- 8. Staying Engaged with Retail Sales Training Manual
 - o Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Retail Sales Training Manual
- 9. Balancing eBooks and Physical Books Retail Sales Training Manual
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Retail Sales Training Manual
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Retail Sales Training Manual
 - Setting Reading Goals Retail Sales Training Manual
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Retail Sales Training Manual

- Fact-Checking eBook Content of Retail Sales Training Manual
- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

Retail Sales Training Manual Introduction

Retail Sales Training Manual Offers over 60,000 free eBooks, including many classics that are in the public domain. Open Library: Provides access to over 1 million free eBooks, including classic literature and contemporary works. Retail Sales Training Manual Offers a vast collection of books, some of which are available for free as PDF downloads, particularly older books in the public domain. Retail Sales Training Manual: This website hosts a vast collection of scientific articles, books, and textbooks. While it operates in a legal gray area due to copyright issues, its a popular resource for finding various publications. Internet Archive for Retail Sales Training Manual: Has an extensive collection of digital content, including books, articles, videos, and more. It has a massive library of free downloadable books. Free-eBooks Retail Sales Training Manual Offers a diverse range of free eBooks across various genres. Retail Sales Training Manual Focuses mainly on educational books, textbooks, and business books. It offers free PDF downloads for educational purposes. Retail Sales Training Manual Provides a large selection of free eBooks in different genres, which are available for download in various formats, including PDF. Finding specific Retail Sales Training Manual, especially related to Retail Sales Training Manual, might be challenging as theyre often artistic creations rather than practical blueprints. However, you can explore the following steps to search for or create your own Online Searches: Look for websites, forums, or blogs dedicated to Retail Sales Training Manual, Sometimes enthusiasts share their designs or concepts in PDF format. Books and Magazines Some Retail Sales Training Manual books or magazines might include. Look for these in online stores or libraries. Remember that while Retail Sales Training Manual, sharing copyrighted material without permission is not legal. Always ensure youre either creating your own or obtaining them from legitimate sources that allow sharing and downloading. Library Check if your local library offers eBook lending services. Many libraries have digital catalogs where you can borrow Retail Sales Training Manual eBooks for free, including popular titles. Online Retailers: Websites like Amazon, Google Books, or Apple Books often sell eBooks. Sometimes, authors or publishers offer promotions or free periods for certain books. Authors Website

Occasionally, authors provide excerpts or short stories for free on their websites. While this might not be the Retail Sales Training Manual full book, it can give you a taste of the authors writing style. Subscription Services Platforms like Kindle Unlimited or Scribd offer subscription-based access to a wide range of Retail Sales Training Manual eBooks, including some popular titles.

FAQs About Retail Sales Training Manual Books

- 1. Where can I buy Retail Sales Training Manual books? Bookstores: Physical bookstores like Barnes & Noble, Waterstones, and independent local stores. Online Retailers: Amazon, Book Depository, and various online bookstores offer a wide range of books in physical and digital formats.
- 2. What are the different book formats available? Hardcover: Sturdy and durable, usually more expensive. Paperback: Cheaper, lighter, and more portable than hardcovers. E-books: Digital books available for e-readers like Kindle or software like Apple Books, Kindle, and Google Play Books.
- 3. How do I choose a Retail Sales Training Manual book to read? Genres: Consider the genre you enjoy (fiction, non-fiction, mystery, sci-fi, etc.). Recommendations: Ask friends, join book clubs, or explore online reviews and recommendations. Author: If you like a particular author, you might enjoy more of their work.
- 4. How do I take care of Retail Sales Training Manual books? Storage: Keep them away from direct sunlight and in a dry environment. Handling: Avoid folding pages, use bookmarks, and handle them with clean hands. Cleaning: Gently dust the covers and pages occasionally.
- 5. Can I borrow books without buying them? Public Libraries: Local libraries offer a wide range of books for borrowing. Book Swaps: Community book exchanges or online platforms where people exchange books.
- 6. How can I track my reading progress or manage my book collection? Book Tracking Apps: Goodreads, LibraryThing, and Book Catalogue are popular apps for tracking your reading progress and managing book collections. Spreadsheets: You can create your own spreadsheet to track books read, ratings, and other details.
- 7. What are Retail Sales Training Manual audiobooks, and where can I find them? Audiobooks: Audio recordings of books, perfect for listening while commuting or multitasking. Platforms: Audible, LibriVox, and Google Play Books offer a wide selection of audiobooks.
- 8. How do I support authors or the book industry? Buy Books: Purchase books from authors or independent bookstores. Reviews: Leave reviews on platforms like Goodreads or Amazon. Promotion: Share your favorite books on social media

- or recommend them to friends.
- 9. Are there book clubs or reading communities I can join? Local Clubs: Check for local book clubs in libraries or community centers. Online Communities: Platforms like Goodreads have virtual book clubs and discussion groups.
- 10. Can I read Retail Sales Training Manual books for free? Public Domain Books: Many classic books are available for free as theyre in the public domain. Free E-books: Some websites offer free e-books legally, like Project Gutenberg or Open Library.

Find Retail Sales Training Manual:

nessaja sheet music

nelson principles of biochemistry 6th edition nec sl11user guide necromancer t0un oceacutean de mortsvivants neta fitness professional s manual nett question papers march 24

nelson irrigation systems manual

neonatal resuscitation documentation record
nelson biology 12 study guide
nelson grade 3 math answers
nelson international mathematics 2nd edition workbook 1c
net sociology question paper 22

nederlandse boeken top 10 nelson 600 welder manual nelson physics 11 answers

Retail Sales Training Manual:

polymer science and technology fried joel r archive org - Aug 03 2022

web polymer science and technology by fried joel r publication date 2003 topics polymers polymerization publisher upper saddle river nj prentice hall professional technical reference university of cincinnati - Apr 11 2023

web university of cincinnati

polymer science and technology amazon co uk fried joel - Jun 01 2022

web jul 17 2014 the definitive guide to polymer principles properties synthesis applications and simulations now fully revised polymer science and technology third edition systematically reviews the field s current state and emerging advances leading polymer specialist joel r fried offers modern coverage of both processing principles

polymer science and technology fried joel 9780137039555 - Mar 30 2022

web fried thoroughly covers synthetic polymer chemistry polymer properties in solution and in melt rubber and solid states and all important categories of plastics this revised edition also adds many new calculations end of chapter problems and references

polymer science and technology fried joel 9780137039555 - Jun 13 2023

web jun 24 2014 engineering try prime and start saving today with fast free delivery buy new 160 00 free returns free delivery saturday september 16 or fastest delivery friday september 15 order within 13 hrs 34 mins select delivery location only 1 left in stock more on the way gty payment ships from sold by returns

polymer science and technology by fried goodreads - Jan 28 2022

web read reviews from the world's largest community for readers the book presents both the current state of polymer science and technology and emerging advan

polymer science and technology paperback joel r fried - Jul 02 2022

web jun 30 2003 appropriate for upper level undergraduate and graduate level courses in chemical engineering chemistry and materials science and engineering it is also useful as a reference for engineers and chemists working in the synthetic plastics and chemical process industries this book presents a comprehensive up to date review of the current polymer science and technology guide books acm digital - Jan 08 2023

web fried thoroughly covers synthetic polymer chemistry polymer properties in solution and in melt rubber and solid states and all important categories of plastics this revised edition also adds many new calculations end of chapter problems and references

polymer science and technology amazon in - Oct 05 2022

web fried thoroughly covers synthetic polymer chemistry polymer properties in solution and in melt rubber and solid states and all important categories of plastics this revised edition also adds many new calculations end of chapter problems and references

polymer science and technology joel r fried google books - Sep 04 2022

web this reference provides coverage of the principles of polymer science and engineering with applications in chemical

engineering materials science and chemistry in addition to synthetic polymer chemistry it also looks at the properties of polymers in various states solution melt rubber solid

polymer science and technology 3rd edition o reilly media - Feb 09 2023

web now fully revised polymer science and technology third edition systematically reviews the field s current state and emerging advances leading polymer specialist joel r fried offers modern coverage of both processing principles and applications in multiple industries including medicine biotechnology chemicals and electronics

polymer science and technology joel r fried google books - Aug 15 2023

web now fully revised polymer science and technology third edition systematically reviews the field s current state and emerging advances leading polymer specialist joel r fried offers

polymer science and technology pearson - Mar 10 2023

web jul 5 2021 isbn 13 9780137459452 polymer science and technology published 2021 need help get in touch top polymer science and technology fried joel amazon com tr - Jul 14 2023

web polimer prensipleri Özellikleri sentezi uygulamaları ve simülasyonlar için kesin kılavuz Şimdi tamamen revize edilmiş polimer bilimi ve teknolojisi Üçüncü baskı alanın mevcut durumunu ve yayılan ilerlemeleri sistematik olarak gözden geçiriyor **polymer science and technology by j r fried prentice hall** - Dec 27 2021

web jun 7 2004 aiche journal book review polymer science and technology by j r fried prentice hall ptr englewood cliffs nj 1995 509 pp 70 00 timothy a

polymer science and technology 3rd ed by joel r fried ebook - Dec 07 2022

web the definitive guide to polymer principles properties synthesis applications and simulations now fully revised polymer science and technology third edition systematically reviews the field s current state and emerging advances leading polymer specialist joel r fried offers modern coverage of both processing principles and

polymer science and technology joel r fried google books - May 12 2023

web in addition to synthetic polymer chemistry fried covers polymer properties in solution and in melt rubber and solid states and surveys all important categories of plastics this second

polymer science and technology pearsoncmg com - Nov 06 2022

web fried joel r polymer science and technology joel r fried third edition pages cm includes bibliographical references and index isbn 978 0 13 703955 5 hardcover alk paper 1 polymers 2 polymerization i title qd381 f73 2014 668 9 dc23 2014000967 copyright 2014 pearson education inc all rights reserved

polymer science and technology 2nd edition joel r fried - Apr 30 2022

web jun 1 2004 download citation polymer science and technology 2nd edition joel r fried a brief overview of the entire

polymer field keywords audience second year undergraduate find read and polymer science and technology pearson - Feb 26 2022

web they say you can t judge a book by its cover it s the same with your students meet each one right where they are with an engaging interactive personalized learning experience that goes beyond the textbook to fit any schedule any budget and any lifestyle

la grande histoire du cigare viabooks - Jul 16 2022

web nouvelle édition cet ouvrage paru pour la première fois en 1989 fut le premier consacré à ce sujet et marqua le monde du cigare depuis des changements sont intervenus la

les 5 meilleurs livres sur le cigare en 2022 les - Jun 27 2023

disponible sur amazon disponible à la fnac le petit larousse du cigare premier livre de référence décrit l histoire du cigare de l époque précolombienne à nos fumoirs d aujourd hui see more

la grande histoire du cigare bernard le roy livres furet du - Aug 17 2022

web jun 19 2001 la grande histoire du cigare de plongez vous dans le livre bernard le roy au format ajoutez le à votre liste de souhaits ou abonnez vous à l'auteur bernard le

le grand livre des cigares de howard red achat - Mar 12 2022

web acheter cet article ref ro40159334 0 en stock dans la collection livres catégorie plantes alcaloïdes tabac thé cacao café pavot bon état parution 1998 edition

quels sont les livres incontournables à lire sur le - Apr 25 2023

disponible sur amazon disponible à la fnac lorsque le 12 octobre 1492 colomb aborda dans une île appelée guanahami qu il rebaptisa san salvador il ne se doutait pas see more

tintin grand format fac similé de l'édition de 1942 en fnac - Feb 11 2022

web oct 17 2009 tintin grand format fac similé de l'édition de 1942 en noir et blanc nouvelle édition les cigares du pharaon hergé hergé cartonné achat

amazon fr la grande histoire du cigare le roy bernard - Jul 28 2023

disponible sur amazon disponible à la fnac luxe exclusivité statut social depuis de nombreux siècles le cigare est considéré comme symbole de distinction et d exception ce qui a commencé il y a plus de deux mille see more

livres de cuisine tabac cigares les meilleures ventes du - Apr 13 2022

web tabac cigares le classement des meilleures ventes de livres du moment livres neufs ou d occasion les best sellers du moment

livre le grand livre des cigares robert von goeben editions - Feb 23 2023

web le grand livre des cigares softcover isbn 10 2743411430isbn 13 9782743411435 publisher mlp this specific isbn edition is currently not available view all copies of this

le grand livre des cigares eur 12 00 picclick fr - May 14 2022

web le grand livre des cigares eur 12 00 À vendre le grand livre des cigares livre de 128 pages en bon état 225757551333 cigares de guillaume tesson livre decitre - Oct 19 2022

web sep 30 2009 résumé un beau livre pour découvrir l'univers du cigare ses terroirs sa culture sa dégustation et sa conservation l'ouvrage privilégie une approche très

tabac le 15 bar tabac à givors - Jan 10 2022

web oct 26 2019 obtenir un devis appeler le 06 35 11 83 54 itinéraire whatsapp 06 35 11 83 54 sms au 06 35 11 83 54 nous contacter réserver une table afficher le menu prendre

le petit larousse des cigares fnac - Dec 21 2022

web achat en ligne de cigares et tabacs dans un vaste choix sur la boutique livres grands caractères auteur guillaume tesson guillaume tesson allen carr mes cigares

amazon fr cigares et tabacs livres - Jan 22 2023

web le grand livre des cigares informations ean13 9782743411435 isbn 978 2 7434 1143 5 Éditeur editions mlp 1998 in date de publication 1998 langue français langue

la grande histoire du cigare broche broché fnac - Sep 18 2022

web des milliers de livres avec la livraison chez vous en 1 jour ou en magasin avec 5 de réduction libÉrons la culture besoin d aide trouver mon magasin livraison

le petit larousse des cigares editions larousse - Nov 20 2022

web oct 2 2019 le petit larousse des cigares guillaume tesson auteur les 200 meilleurs cigares classés par terroirs paru le 2 octobre 2019 etude cartonné le petit larousse

amazon fr livre cigare - May 26 2023

disponible sur amazon disponible à la fnac comme toute légende le habano est empreint de mystère et d idées reçues sans see more

les 5 meilleurs livres sur les cigares - Aug 29 2023

disponible sur amazon avant de réjouir le palais des amateurs un cigare a parcouru un long chemin depuis la graine puis la plante livrée au vent et au soleil jusqu à la pose de la bague il est l objet de tous les soins cet ouvrage est un véritable guide qui dresse un panorama complet de l art qui s attache à cet see more

9782743411435 le grand livre des cigares 2743411430 - Mar 24 2023

web la richesse de l'iconographie restitue l'ambiance des plantations met en lumière les paysages fantastiques formés par les toiles blanches des tapados sous lesquelles

les meilleurs livres sur le cigares comparatif 2023 - Jun 15 2022

web apr 28 2023 le petit larousse des cigares écrit par guillaume tesson est une référence indispensable pour tous les amateurs et passionnés de cigares cet ouvrage dévoile

80s rock music hits playlist greatest 1980 s rock songs - Jan 09 2023

web oct 6 2020 rock music 80s 90s best classic rock songs of 80s 90s rock hits playlist by classic rock music classic rock 80s 90s most popular classic rock songs of all time by classic

today s rock hits youtube music - Aug 16 2023

web the most played hits and essential rock songs from the past five years rock alternative hardrock

100 greatest classic rock songs compilation by various artists - Jun 14 2023

web listen to 100 greatest classic rock songs on spotify various artists compilation 2019 100 songs

classic rock greatest hits 60s 70s 80s youtube - Aug 04 2022

web sep 21 2018 the best of rock of the 60s 70s 80s classic rock greatest hits rock clásicos universales 3 décadas de rock and roll classic rock greatest hits el mejor rock del

greatest classic rock songs of all time youtube - Feb 10 2023

web oct 2 2020 greatest classic rock songs of all time best classic rock songs playlistgreatest classic rock songs of all time best classic rock songs playlistgreatest

classic rock s greatest hits youtube music - Oct 06 2022

web essential hits from the classic rock era featuring long hair big solos and singers who graduated from frontman school with honors feat the rolling stones rock essentials retro

classic rock s greatest hits voutube music - Feb 27 2022

web the most essential hits from the classic rock era

best rock songs of 2020 top 25 billboard - Mar 31 2022

web dec 15 2020 what is rock music in 2020 the question gets stickier every year and the introduction of billboard s hot rock alternative songs chart this year just shows how far flung the potential

 $modern\ rock\ hits\ youtube\ music$ - Jun 02 2022

web the best radio ready melodic modern rock songs from the past 30 years alternative essentials rock

the best of classic rock songs of 70s 80s 90s youtube - Apr 12 2023

web nov 30 2020 classic rock music 331k subscribers subscribe 9 6m views 2 years ago classic rock 70s80s90s

classicrockcollection classicrockmusic classic rock collection the best of classic rock songs of

top 100 best classic rock of all time youtube - Sep 05 2022

web nov 23 2020 top 100 best classic rock of all time greatest classic rock songs best classic rock full album classic rock music 331k subscribers subscribe 38k 4 7m views 2 years ago

the 28 greatest classic rock songs of all time - Jan 29 2022

web nov 4 2022 here we ve separated the biggest gems from the large pile of rock n roll antiquities to create a list of the most classic of classic rock tracks the ones that kids just picking up

the 50 best rock songs of 2022 as voted by you louder - Jul 03 2022

web dec 22 2022 so without further ado here are the 50 best rock songs of 2022 in ascending order as voted for by the fine readers and online followers of classic rock with some extra room afforded to that all important top 10

the 25 best rock songs of all time ew com entertainment weekly - May 13 2023

web jul 18 2023 from bruce springsteen s born to run to nirvana s smells like teen spirit here s ew s list of the best rock songs everyone should listen to

top 100 rock tracks on spotify playlist by spotify spotify - Jul 15 2023

web top 100 rock tracks on spotify playlist 100 songs 2 1k likes top 100 rock tracks on spotify playlist 100 songs 2 1k likes sign up log in home search your library create your first playlist it s easy we ll help you create playlist let s find some podcasts to follow we ll keep you updated on new episodes

top 100 greatest rock songs of all time youtube - Nov 07 2022

web apr 27 2021 all video was given a special license directly from the artists classic rock rock classic rock songs classic rock greatest hits greatest hits classic rock classic rock 60s

80s rock youtube music - Dec 28 2021

web step back into the age of big hair and even bigger hooks with these pop rock hits of the neon decade pop 80s hits **hot rock songs billboard** - Mar 11 2023

web hot rock songs week of september 9 2023 this week award i last week peak pos wks on chart 1 new i remember everything zach bryan featuring kacey musgraves 1 1 2 new hey driver zach bryan

top rock songs alternative rock music songs billboard - May 01 2022

web hot rock alternative songs the week s most popular songs ranked by audio and video streaming activity on leading digital music services radio airplay audience impressions based on monitored

best of 90s rock 90s rock music hits greatest 90s rock songs - Dec 08 2022

web mar 24 2019 best of 90s rock 90s rock music hits greatest 90s rock songs thank you all for watching rock music box

and please subscribe to support me to reach $100\ 000$ subscribers soon