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Go Givers Sell More by Bob Burg John David Mann

In our company, The Go-Giver helped us move the whole organization toward providing more value and better service. We had all our store General Managers read it and Go-Givers Sell More will be the next book we give them! Rick A. Lepley, President & CEO, A.C. Moore Arts & Crafts, Inc.

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Go Givers Sell More Bob Burg John David Mann

Go-Givers Sell More is a practical guide that makes "giving" the cornerstone of a powerful and effective approach to selling. Punctuated by stories of real-life salespeople who have prospered by giving more, Go-Givers Sell More offers tips and strategies that anyone can start applying right away in their sales career - and in their life.

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Now Burg and Mann answer that question in Go-Givers Sell More, a practical guide that makes giving the cornerstone of a powerful and effective approach to selling. Most of us think of sales as convincing potential customers to do something they don't really want to.

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Go Givers Sell More Audiobook by Bob Burg John Mann

It has inspired more than 125,000 readers and listeners but some have wondered how the story's lessons stand up to the tough challenges of everyday, real-world business. Now Bob Burg and John David Mann answer that question in Go-Givers Sell More, a practical guide that makes giving the cornerstone of a powerful and effective approach to selling.

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Go Givers Sell More helps us remember our truth - that giving is the key to all relationships. Giving for the sake of pure joy, for the sake of the giving, without a thought for personal gain - or the popular Win/Win that has us keeping score on our relationships.

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Go-Givers Sell More Quotes (showing 1-1 of 1) Shifting your focus from getting to giving is not only a nice way to live life and conduct business, but a very profitable way as well. Bob Burg, Go-Givers Sell More

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Organized in the same order as The Go-Giver, it is very different - The Go-Giver was a parable. Go-Givers Sell More follows the same lessons, but is divided into short chapters further explaining the concepts. I read these books back to back.

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