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That Sabotage Client Loyalty Ebook Patrick Lencioni***

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Author, speaker and management consultant Lencioni (The Three Signs of a Miserable Job) preaches a business model that may seem antithetical to many, which he calls "getting naked": being unafraid to show vulnerability, admit ignorance, and ask the dumb questions when dealing with clients. Lencioni's central argument is that by focusing on sales, rather than communication, consultants miss the ...

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Getting Naked. In Getting Naked, Pat Lencioni unveils a revolutionary approach to client service that yields uncommon levels of trust and loyalty. Pat challenges service providers to be completely transparent and vulnerable with clients in order to overcome the three fears that ultimately sabotage client allegiance.

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With nearly three million books sold, best-selling author Patrick Lencioni has finally turned his attention toward his own craft—consulting and client service—in his new book, *Getting Naked: a Business Fable about Shedding the Three Fears that Sabotage Client Loyalty* (Jossey-Bass, 978-0-7879-7639-2, \$24.95, February 2010).

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Getting Naked: A Business Fable about Shedding the Three Fears That Sabotage Client Loyalty by Patrick M. Lencioni ... Getting naked on the beach with crabs!!!! very sexy - Duration: 1:58.

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