GO-GIVER SUMMARY

* ‘Most people just laugh when they hear that the secret to success is giving... Then again, most people are nowhere near as successful as they wish they were’.
* In this book Joy a ambitious man, seeks advice from Pinder at the end of a bad quarter.
* Joe is a go-getter and he believes that getting is the key to success. After Pinder introduce joe to a series of go-giver he realize the power of giving. Pinder’s friend taught Joe the 5 law of stratospheric success.
* **Law1: The Law of Value**: “Your true worth is determined by how much more you give in value than you take in payment.” Here Joe mate a restaurant owner(Ernesto), who explain him about what makes her restaurant better than others that is “Its goal is to provide a higher quality of food and service than any amount of money could possibly pay for..
* Joe apply the law by giving the referral of his competitor to jim.
* Law2: The Law of Compensation: Your income is determined by how many people you serve and how well you serve them. In day2 he mate a school teacher turn CEO of Learning system for Children. She emphasize the compensation is proportional to how many lives you touch and there is no limitation on what you can earn as you can find more people to serve and What you focus is what you get.
* Joe apply the law by serving coffee to each worker. Sometimes you feel foolish, even look foolish, but you do the thing anyway.
* In next day Rachel told him about the opportunity to survive, save and serve. Most people spend their entire lives focusing on the first. A smaller number focus on the second. But those rare few who are truly successful—not just financially, but genuinely successful in all aspects of their lives keep their focus squarely on the third.
* Law3: The Law of Influence: Your influence is determined by how abundantly you place other people’s interests first. Here Joe mate Sam Rosen the most successful Financial advisor(top salesman). He explained him about how to develop a network and that is watch out for other guys.50-50 is a losing proportion, 100% is the only proportion. Because when you take care of others interest first your interest will be taken care of(enlightened self-interest). And those people will definitely wanted to see you successful. They are like personal walking ambassadors.
* He applies it in his personal life by listening to his wife in that night about her stresses and problems without saying anything about his day.
* Law4: Law of Authenticity: The most valuable gift you have to offer is yourself. Joe with Pinder were going to attend a sales symposium. The speaker Debra Davenport told the audience about her story from a full time house-wife to top property seller. She talked about the importance of people skill and the most valuable thing you can give people is yourself. It is being authentic which helps her to achieve the great success.
* Joe applies it by honestly telling the reason to meet Pinder.
* Law5: The Law of Receptivity: “The key to effective giving is to stay open to receiving.” Pinder here make joe under stand about how giving and receiving comes together by explaining a simple analogy of exhaling and Inhaling. Receiving is the natural result of giving and be open for it. Every giving can happen because it is also a receiving. Joe got a referral from his competitor at last.