

The Go Giver Expanded Edition A Little Story About A Powerful Business Idea

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Why the Book The Go-Giver is One of My Favorite Business Books The Go-Giver Book Review and The 5 Laws of Stratospheric Success The Go-Giver: An Animated Book Summary ~~The Go-Giver Expanded Edition~~

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The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea 176, by Bob Burg, ...

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This new expanded edition (October 2015) includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors. In December 2015, we released A Teacher ' s Guide to The Go-Giver: A Curriculum for Making a Difference.

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This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new intro-duction, a discussion guide, and a Q&A with the authors. " 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. "

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Today, this timeless story continues to help its readers and listeners find fulfillment and greater success in business, in their personal lives, and in their communities. This expanded edition includes the text of the original business parable, a new introduction, a discussion guide, and a Q&A with the authors.

~~The Go-Giver, Expanded Edition by Bob Burg, John David~~

Today this timeless story continues to help its readers find fulfillment and greater success in business, in their personal lives and in their communities. This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors.

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A new edition with expanded content is available now. " The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea " An engaging book that brings new relevance to the old proverb " Give and you shall receive " The Go-Giver tells the story of an ambitious young man named Joe who yearns for success.

~~The Go-Giver: A Little Story About a Powerful Business~~

This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors. GENRE Business & Personal Finance

~~—The Go-Giver, Expanded Edition on Apple Books~~

The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea. The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be.

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The Go-Giver, Expanded Edition : A Little Story about a Powerful Business Idea (Go-Giver, Book 1by Bob Burg and John David Mann. Overview -, "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." The Go-Giver tells the story of an ambitious young man named Joe who yearns for success.

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This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors. GÉNERO Finanzas para empresas y particulares

~~—The Go-Giver, Expanded Edition on Apple Books~~

Introduction to the Revised Edition Not long after The Go-Giver first appeared, we got a letter from a man named Arlin Sorensen. The CEO of an Iowa IT firm, Arlin had organized a Go-Giver–themed summer retreat for more than two hundred peer-group companies.

A new edition with expanded content is available now. " The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea " An engaging book that brings new relevance to the old proverb " Give and you shall receive " The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. And so one day, desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman. Over the next week, Pindar introduces Joe to a series of " go-givers: " a restaurateur, a CEO, a financial adviser, a real estate broker, and the " Connector, " who brought them all together. Pindar ' s friends share with Joe the Five Laws of Stratospheric Success and teach him how to open himself up to the power of giving. Joe learns that changing his focus from getting to giving—putting others ' interests first and continually adding value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a heartwarming and inspiring tale that brings new relevance to the old proverb " Give and you shall receive. " From the Hardcover edition.

" 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. " The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. Desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman. Over the next week, Pindar introduces Joe to a series of " go-givers " : a restaurateur, a CEO, a financial adviser, a real estate broker, and the " Connector " who brought them all together. Pindar ' s friends teach Joe the Five Laws of Stratospheric Success and help him open himself up to the power of giving. Joe learns that changing his focus from getting to giving—putting others ' interests first and continually adding value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a classic bestseller that brings to life the old proverb " Give and you shall receive. " Nearly a decade since its original publication, the term " go-giver " has become shorthand for a defining set of values embraced by hundreds of thousands of people around the world. Today this timeless story continues to help its readers find fulfillment and greater success in business, in their personal lives and in their communities. This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors.

Updated with a new introduction, author Q&A, and a foreword by Arianna Huffington.

With their national bestseller The Go-Giver, Bob Burg and John David Mann took the business world by storm, showing that giving is the most fulfilling and effective path to success. That simple, profound story has inspired hundreds of thousands of readers around the world—but some have wondered how its lessons stand up to the tough challenges of everyday real-world business. 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. This mentality sets up an adversarial relationship and makes the sales process much harder than it has to be. As Burg and Mann demonstrate, it's far more productive (and satisfying) when salespeople think like Go-Givers. Cultivate a trusting relationship and focus exclusively on creating value for the other person, say the authors, and great results will follow automatically. Drawing on a wide range of examples of real-life salespeople who have prospered by giving more, Burg and Mann offer tips and strategies that anyone in sales can start applying right away.

" I met last week with your leaders, " Ben began. " I heard what they had to say, and you know, they make a good point. " He paused. Take charge, Ben, he told himself. Take control. He looked around the conference room. Take, take, take. Was that really what he was here to do? With their acclaimed bestseller The Go-Giver, Bob Burg and John David Mann proved that a heartfelt parable could also express a powerful idea. In The Go-Giver Leader (originally published as It ' s Not About You), they offer an equally compelling tale about a struggling small business and the ambitious young executive trying to lead them to a crucial decision. Allen & Augustine has manufactured high-quality chairs for decades. Its people take pride in their work and feel loyal to their owners and management team. But this revered company is now at a crossroads, hurt by a tough economy, foreign competition, and a cash crunch. The air is filled with the scent of uncertainty, anxiety, perhaps even panic. Into this setting enters Ben, who ' s been assigned by a larger firm to promote a merger that will rescue Allen & Augustine. Ben ' s facts are undeniable: the chair maker can either merge and modernize or go bankrupt and vanish. So why can ' t he persuade anyone to buy in, from the CEO on down? Will Ben find a way to sway the employee shareholders before the climactic vote? And can Allen & Augustine survive without losing its soul? The answers may surprise you as you follow Ben on his journey to understanding that the path to genuine influence lies less in taking leadership than in giving it. This revised and updated edition includes a new introduction, a discussion guide, and a Q&A with the authors.

From the bestselling authors of The Go-Giver, Go-Givers Sell More, and The Go-Giver Leader comes another compelling parable about the paradox of getting ahead by placing other people's interests first. The Go-Giver Influencer is a story about two young, ambitious businesspeople: Gillian Waters, the chief buyer for Smith & Banks, a mid-sized company that operates a national chain of pet accessory stores; and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all-natural pet foods. Each has something the other wants. To Jackson, Smith & Banks represents the possibility of reaching more animals with his products—if he can negotiate terms and conditions that will protect his company's integrity. To Gillian, Angels Clothed in Fur could give her company a distinctive, uniquely high-quality line that will help them stand out from their competitors—if Angels Clothed in Fur can be persuaded to give them an exclusive. At first, the negotiations are adversarial and frustrating. Then, coincidentally, Gillian and Jackson each encounter a mysterious yet kindly mentor. Over the next week, while neither one realizes the other is doing the same, both Gillian and Jackson learn the heart of both mentors' philosophies: The Five Secrets of Genuine Influence. The story ends in a way that surprises everyone—and with lessons we can all apply in our efforts to resolve conflicts and influence others.

Burg offers five simple principles of what he calls Ultimate Influence: the ability to win people to your side in a way that leaves everyone feeling great about the outcome--and about themselves! He offers a tried-and-true framework for building alliances at work, at home, and anywhere else you seek to win people over.

Please note that ITS NOT ABOUT YOU has been revised and republished with a new title, THE GO-GIVER LEADER (ISBN: 9780399562945). We encourage you to search for THE GO-GIVER LEADER instead of the old edition.

The Go-Giver tells the story of an abitious young man named Joe who yearns for success but is frustrated in his efforts. Over the course of one week, through encounters with an enigmatic consultant named Pindar and a series of Pindar's friends, Joe learns that changing his focus from getting to giving—putting others' interests first and continually addin value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a classic bestseller that brings to life the old proverb "Give and you shall receive."Originally intended for adult readers, The Go-Giver touched a chord in readers from all walks of life—including avid young readers, from middle school through college age. Shortly after its 2007 publication the book was picked up by Randy Stelter, a high school English teacher and athletic director in the northwest Indiana school system. Randy used the book to help enhance his students' perspective on "what it's going to take to be successful in the real world," and has taken his school's senior class through the book every year since. Soon other educators began following suit, adopting the book as part of their curricula at every level from high school through graduate school.Now Randy has teamed up with Go-Giver authors Bob Burg and John David Mann to create this Teacher's Guide, a detailed lesson plan that includes vocabulary lists, assigned readings, questions for comprehension, extensive topics for class discussion, questions for critical thinking, and a set of final projects designed to deepen students' understanding of the book and to ground its lessons in their own everyday experience. While designed as a high school curriculum, the Guide's content and approach can also be adapted for use in higher-education settings.

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