



Endless Referrals, Third Edition

Bob Burg

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The definitive guide to turning casual contacts into solid sales opportunities

In this fully revised edition, Bob Burg builds on his proven relationship-building principles to bring even more clients to your door and helps you attract only those who are interested in what you sell. He shows how to maximize your daily contacts, utilize your tools both online and off, leverage your relationships, and generate ongoing sales opportunities.

"If you're serious about your sales career, whether you are selling a product, service, or yourself, master the contents of this book and you will practically guarantee your future success."

--Tom Hopkins, author of *How to Master the Art of Selling*

"Bob Burg has long been the authority on connecting with clients and building win-win relationships. *Endless Referrals* should be required reading for sales professionals and entrepreneurs everywhere."

-- Gary Keller, Founder and Chairman of the Board of Keller Williams Realty Intl. and author of *The Millionaire Real Estate Investor*

"I've found that acquiring business is the toughest challenge for professional services providers. Thankfully, Bob Burg provides pragmatic and effective techniques to smash that challenge to bits, whether using mail, phone, email, or a polite tap on the shoulder."

--Alan Weiss, Ph.D., author *Million Dollar Consulting*

"Bob Burg opens the floodgates to Fort Knox with this book. I like the simple, easy to understand, practical way he outlines the exact way to find endless referrals. A treasure."

--Dottie Walters, author of *Speak & Grow Rich*

"A no-nonsense approach to building your business through relationships."

--Jane Applegate, syndicated Los Angeles *Times* columnist

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Andrew Meadows:

Now a day folks who Living in the era exactly where everything reachable by connect to the internet and the resources included can be true or not involve people to be aware of each info they get. How people have to be smart in having any information nowadays? Of course the correct answer is reading a book. Studying a book can help individuals out of this uncertainty Information especially this Endless Referrals, Third Edition book as this book offers you rich information and knowledge. Of course the information in this book hundred percent guarantees there is no doubt in it you know.

Jeffery Fulmer:

Playing with family within a park, coming to see the sea world or hanging out with buddies is thing that usually you may have done when you have spare time, then why you don't try factor that really opposite from that. A single activity that make you not sensation tired but still relaxing, trilling like on roller coaster you already been ride on and with addition info. Even you love Endless Referrals, Third Edition, you can enjoy both. It is fine combination right, you still want to miss it? What kind of hang-out type is it? Oh can occur its mind hangout guys. What? Still don't buy it, oh come on its called reading friends.

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