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A solid book on networking, broadly applicable to business relationships. It's mostly about in-person networking, and there are some tips for using the phone,

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but the edition I read didn't cover anything online, which is where I spend most of my networking time. Burg says the theme of the book is to ...

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"How To Create a Network of Endless Referrals," Bob Burg With Art Sobczak

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Although for years he was best known for his book "Endless Referrals," over the past few years it's his business parable, "The Go-Giver" (coauthored with John David Mann) that has captured the

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How to Create a Network of Endless Referrals

Chapter One Networking: What It Is and What It Does for You! The late Og Mandino was an extremely successful man. A renowned speaker and storyteller, he is probably best known as

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author of the classic best-seller, *The Greatest Salesman in the World*, a book that has sold more than 30 million copies. Yes, that's 30 million copies! And that was only one book.

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Endless Referrals: Network Your Everyday Contacts Into Sales by Bob Burg I read Endless Referrals, Third Edition yesterday cover to cover and was fascinated by the lessons I learned about turning your social and business networks into your referral network.

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builds on his proven relationship-  
building principles to bring even more



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clients to your door and helps you attract only those who are interested in what you sell.

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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 ...

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### Endless Referrals by Bob Burg: Book Review & Top Quotes

The third edition was released in 2005. It was originally published in 1994 and the second edition was published in 1999. It has sold over 250,000 copies and has become a sales classic. While business and technology has continued to evolve,

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the essence of selling and of the Endless Referrals System ® remains the same:

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