

UPDATED WITH A NEW INTRODUCTION, AUTHOR Q&A,
AND A FOREWORD BY ARIANNA HUFFINGTON

"The Go-Giver is the most important parable about business—and life—of our time."
—ADAM GRANT, *New York Times* bestselling author of *Give and Take*

NATIONAL
BESTSELLER

The GO - GIVER



A LITTLE STORY ABOUT A
POWERFUL BUSINESS IDEA

Bob Burg *and* John David Mann

Go Giver Book

Graham Cochrane



Go Giver Book:

The Go-Giver Bob Burg, John David Mann, 2007-12-27 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 *The Go-Giver, Expanded Edition* Bob Burg, John David Mann, 2015-10-20 This expanded edition of *The Go Giver* 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 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 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 **The Go-Giver Marriage** John David Mann, Ana Gabriel Mann, 2022-03-08 To say love is what makes a marriage work is like saying it takes oxygen to climb a mountain Yes oxygen is necessary But not sufficient From the author of the bestselling *Go Giver* series and his wife a clinically trained therapist this one of a kind relationship guide shows readers how to unlock a deeply satisfying abundant relationship based on simple everyday acts of generosity In this new narrative a position has

opened up at the top of the multinational giant Rachel's Famous Coffee and Tom desperately wants the job. To gain the position he must first go through a series of interviews with the company's top executives including its eccentric CFO Jeremiah. Tom's wife Tess is facing her own challenges. The couple first met on the job where Tess was a rising star until her career was put on hold by the birth of a son with special needs. The trauma and heartbreak of the past six years has put tremendous stress on their marriage. Now Tess has learned that her best friend Amy is getting a divorce. Could she and Tom be drifting in the same direction? The thought leaves her stomach in knots. But Tom and Tess are about to have a transformational day. Over the next few hours they will each learn from a wise cast of characters including some surprise guests from previous Go Giver stories about five powerful secrets to building a love that lasts. Over the years since the original book's publication the term go giver has become shorthand for a defining set of values that has helped hundreds of thousands of people around the world find greater professional success. Now with its charming fable within a parable followed by an in-depth practical guide, *The Go Giver Marriage* brings the personal side of *The Go Giver* to life.

The Go-Giver Leader Bob Burg, John David Mann, 2016-03-29 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.

The Go-giver Vashni Young, 1934 Preface I Wanted 120 000 000 Go Givers II The Most Important Sale of All III The Best Course in Selling is Free IV My Selling Kit V Selling a Million a Year VI From Quotas to Competition VII Sizing the Buyer Up And Down VIII Only a Clerk IX Selling Should Begin Before Twenty X Selling After Forty XI What Hast Thou in the House XII A Letter from the Supreme Sales Manager

The Go-Giver Influencer Bob Burg, John David Mann, 2018-04-10 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 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. **Go-Givers Sell More** Bob

Burg, John David Mann, 2010-02-18. 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. *The Go-Giver Leader* Bob Burg, John David Mann, 2016-03-29. Revised edition of the authors. It's not about you 2011.

SUMMARY: The Go-Giver Leader: A Little Story About What Matters Most In Business By Bob Burg And John David Mann Shortcut Edition, 1900 A Teacher's Guide to the Go-Giver Randy Stelter, Bob Burg, John

David Mann, 2015-12-15. *The Go-Giver* tells the story of an ambitious 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 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." 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

Summary of Bob Burg & John David Mann's The Go-Giver Influencer IRB Media (author),1901 **The Barefoot Executive** Carrie Wilkerson,2011-08-22 Award winning author speaker and business consultant Carrie Wilkerson walks you through the process of building the business you need in this book about achieving the life you want Her guidance is practical concrete action steps come alongside insights from fellow entrepreneurs interactive exercises and links to Carrie s online video coaching segments to offer the next best thing to working one on one with an expert career development coach Lauded by influencers including Dave Ramsey Tim Sanders and Tom Ziglar this guide will pull you over the hurdle of uncertainty and get you moving planning and doing In The Barefoot Executive you will discover what you already have to offer how to leverage those assets to transform your life and where to find the people who are eager to buy their products services insights or expertise You ll also learn what your why is and how to pitch it what type of business best suits your experience and talents how to stay focused on your goal and avoid distractions where to find the support that will accelerate your success and how to link your business to the right market Carrie proves that achieving your dreams is well within reach If you re longing for the flexibility to join your fourth grader on an all day field trip or finally take that vacation you ve been planning for years The Barefoot Executive is the go to guide you need to jump start your transition and start living an extraordinary life

Mastering the World of Selling Eric Taylor,David Riklan,2010-07-30 Of the 17 million people in the U S who are involved directly or indirectly in sales many repeatedly acknowledge facing four major challenges No prior sales education or training Lack of formalized sales training resources and methodologies provided by their companies Due to the recession and downsizing era lack of 12 18 month professional sales training for new hires provided by Fortune 500 companies A consistent struggle to keep their sales force distributors manufacturers reps and affiliates motivated and focused on effectively selling their products and services Mastering the World of Selling helps companies and entrepreneurs overcome these four major obstacles with candid advice and winning strategies from the leading sales trainers and training companies in the world Acclivus AchieveGlobal Action Selling Tony Allesandra Brian Azar Baker Communications Inc Mike Bosworth Ian Brodie Ed Brodow Mike Brooks Bob Burg Jim Cathcart Robert Cialdini PhD Communispond Inc Tim Connor CustomerCentric Selling Dale Carnegie Sam Deep Bryan

Dodge Barry Farber Jonathan Farrington Jeffrey Fox Colleen Francis FranklinCovey Sales Performance Solutions Thomas A Freese Patricia Fripp Ari Galper General Physics Corporation Jeffrey Gitomer Charles H Green Ford Harding Holden International Chet Holmes Tom Hopkins Huthwaite Inc Imparta Ltd InfoMentis Inc Integrity Solutions Janek Performance Group Inc Tony Jeary Dave Kahle Ron Karr Knowledge Advantage Inc Jill Konrath Dave Kurlan Ron LaVine Kendra Lee Ray Leone Chris Lytle Paul McCord Mercuri International Miller Heiman Inc Anne Miller Dr Ivan Misner Michael Macedonio Sharon Drew Morgen Napoleon Hill Foundation Michael Oliver Rick Page Anthony Parinello Michael Port Porter Henry Prime Resource Group Inc Neil Rackham Revenue Storm Linda Richardson Keith Rosen Frank Rumbauskas Sales Performance International Inc Sandler Training Dr Tom Sant Stephan Schiffman Dan Seidman Blair Singer Terri Sjodin Art Sobczak Drew Stevens PhD STI International The Brooks Group The Friedman Group The TAS Group Brian Tracy ValueSelling Associates Wendy Weiss Jacques Werth Floyd Wickman Wilson Learning Dirk Zeller Tom Ziglar Zig Ziglar

Summary of Bob Burg & John David Mann's The Go-Giver Influencer IRB. Media,2022 *The Rotarian* ,1934-12 Established in 1911 The Rotarian is the official magazine of Rotary International and is circulated worldwide Each issue contains feature articles columns and departments about or of interest to Rotarians Seventeen Nobel Prize winners and 19 Pulitzer Prize winners from Mahatma Ghandi to Kurt Vonnegut Jr have written for the magazine **Summary of Bob Burg's The Go-Giver by Milkyway Media** Milkyway Media,2018-09-11 The Go Giver A Little Story About a Powerful Business Idea 2007 is an allegorical narrative that argues that individuals and businesses alike can prosper by practicing generosity The book follows the fictional journey of an ambitious but underperforming employee Joe who turns to a wise and wealthy man for career advice when he realizes that he s in danger of not meeting his company s quarterly quota Purchase this in depth summary to learn more *The Best Book On Getting An IBanking Internship* Erin Parker,2012-03-13 WANT TO LAND AN INTERNSHIP AT JP MORGAN Our internship expert Erin has fought for her spot at top bulge bracket banks and boutique firms She knows how stressful it can be to face case study questions at interviews and she wants to help you stand out from the thousands of other applicants to earn your position at JP Morgan Erin guides you step by step from interview preparation to conquering the 90 hour work week You re a business major with dreams of a fast paced high intensity career on Wall Street You know that internships and work experience are the key to landing jobs after college and you ll need every possible advantage to outshine other qualified students competing for the same summer internship However many other guides substitute fluff for practical advice and you want to hear the strategies for success from a real intern Erin s tips will give you an unfair advantage over your toughest competitors as you network at info sessions nail your interview questions and rise to the top of your internship class WHAT YOU LL GET FROM OUR INSIDER S GUIDE An interview handbook with 200 advanced interview practice questions and 5 tips to stand out from the competition A comprehensive style guide for writing the 4 types of cover letters and highlighting your deliverables rather than responsibilities on your resume Insider

scoop on what bankers look for in successful intern applicants A survival guide for banking life building your own social empire dressing for success conquering fatigue MEET ERIN PARKER Erin is an economics student at Stanford University She has had three investment banking internships spanning UBS private wealth management FT Partners financial technology coverage and J P Morgan in New York syndicated and leveraged finance She is co president of Blyth Fund a six figure student investing group and is on the board of Stanford Finance Erin is also the Finance Director of Gumball Capital a student run startup whose mission is poverty alleviation WHAT READERS ARE SAYING I wish that this book had existed when I was applying for positions back in college I was a economics major with almost no real job experience and it must have shown in my interviews I got lucky because UBS was willing to take a chance on me as a summer intern which led me to get where I am now If I could do it again though I would take the much easier route and read this book It would have prepared me for the parts of the job I never imagined First Year Analyst At Citigroup Applying for my summer internship was a rough experience I was afraid that I would never get the chance to show my skill in investment research to big companies because I would be rejected before I ever made it to the internship stage Fortunately for me this book helped me prepare and build my interview skills to the point where I felt that I had not just a fair shot at the job but an unfair advantage over the other candidates It s a must read Current Intern At Goldman Sachs The World's Worst Networker Timothy M.

Houston,2011-01-29 They are everywhere You can find them at trade shows and the business card exchanges They attend conferences and seminars and they have infiltrated networking groups around the world Chances are you have encountered them or have been their victim Maybe you re one of them and don t even know it These are The World s Worst Networkers Bestselling author and professional speaker Tim Houston and several of the world s leading experts on business networking and relationship building take an uncensored look at the way some people conduct their business networking online and offline Their stories experiences and the true confessions about these nightmares of networking will teach you exactly how NOT to network You will learn How to Beware and be aware of the 11 people on The Most Unwanted List at every networking event How to spot and avoid the 8 Environmental Disasters who attend specific networking events and situations Who are the Online Outlaws and how to deal with them in real life as well as on social media The true stories and some true confessions about how to go from being a Networking Mess to a Success Featuring contributions by bestselling authors Dr Ivan Misner New York Times Bestselling author of 25 books and founder of BNI the world s largest and greatest business referral organization Bob Burg speaker and author of The Go Giver and Endless Referrals Susan RoAne speaker and author of the 1 Million best seller How to Work a Room r Robyn Henderson Australia s Networking Strategist speaker and author of How to Master Networking Jan Vermeiren the World s 1st Certified LinkedIn Trainer Author of Let s Connect and How to REALLY use LinkedIn and many more business people and experts from around the world MY LIFELONG JOURNEY TO THE PROMISED LAND George Mozes,2024-11-05 Every man is a Moses He wants to see the Promised Land in his own

lifetime a poster that the author hung in his office at all the places he worked over the past forty five years Like many others George Mozes had a long and strenuous journey on the road to his Promised Land Watch him as a child and young adult in communist Romania being labeled as an undesirable with an unhealthy origin and castigated for being born into a bourgeois middle class family Heed his struggles to overcome the roadblocks set up by communists and anti Semites Root for him as he plans and carries out a daring escape to Vienna Austria Applaud him as he prospers makes his mark in America and reaches his Promised Land at eighty one years old Most importantly take advantage of the many lessons learned that George has shared in this book It is the author s fervent hope that readers will use some of these lessons to reach their own Promised Land

How to Get Paid for What You Know Graham Cochrane, 2022-03-22 You may not know it but you are sitting on a goldmine Your knowledge passions and skills can be transformed into a lucrative income stream that requires no college degree zero employees and less than 50 to get started Whether it takes shape as a full fledged business a side hustle or automated earnings is up to you Before you can monetize what you know you ll need to learn the dynamics of the knowledge economy There s no one better to teach you than Graham Cochrane business coach YouTuber and founder of The Recording Revolution a once no name blog about music turned 7 figure business that requires fewer than 5 hours per week of work With *How to Get Paid for What You Know* he provides a proven 6 step system for turning your ideas skills and passions into an income stream that puts money in your bank account day and night whether you re working or not In this book you ll learn how to Discover your idea and ensure it will be profitable Build an audience Package your knowledge into a highly desirable digital product Sell online in an authentic and ethical way Leverage simple online tools to market your product and Automate the entire process so that income flows to you even when you re not working Follow these steps and you ll be well on your way to creating better stability in your income and finding more fulfillment in your work and ultimately your life *How to Get Paid for What You Know* is your essential guide to a new and better way to make a living

Go Giver Book Book Review: Unveiling the Power of Words

In a global driven by information and connectivity, the ability of words has be more evident than ever. They have the ability to inspire, provoke, and ignite change. Such could be the essence of the book **Go Giver Book**, a literary masterpiece that delves deep to the significance of words and their impact on our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall impact on readers.

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