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."
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GO-GIVER



A LITTLE STORY ABOUT A POWERFUL BUSINESS IDEA

Bob Burg and John David Mann

Go Giver

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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 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 The Go-Giver Leader Bob Burg, John David Mann, 2016-03-29 Revised edition of the authors It s not about you 2011 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 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 guestion 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 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 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 pub lished 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 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 The 100 Best Books for Work and Life Todd Sattersten, 2025-10-07 You already know that books are a valuable magazine resource for learning new skills and gaining better insights in all aspects of your life The challenge is sorting through the thousands of titles published each year and knowing if a particular book will help you 100 Best Books for Work and Life is the solution to that problem The selections in 100 Best Books were chosen by twenty year publishing veteran Todd Sattersten to help you with both personal and professional pursuits The twenty five chapters in 100 Best Books are organized by topic to make it easy to find the books that can help you right now And each review provides a comprehensive summary with valuable

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