

The Go Giver

The Go-GiverThe Go-Giver, Expanded EditionThe Go-GiverThe Go-Giver
InfluencerThe Go-Giver MarriageThe Go-Giver LeaderSummary of The Go-Giver,
Expanded EditionThe RotarianGo-Givers Sell MoreThe RotarianThe Game ChangerThe
100 Best Books for Work and LifeThe VagrantWorking VirtuallySUMMARY: The Go-
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John David Mann Bob Burg SellWave Audio Bob Burg Chicke Fitzgerald Todd
Sattersten Dan Rockwell Trina Hoefling Shortcut Edition Carl Garwood Carrie
Wilkerson John David Mann Emilia Quinn Sears Eric Taylor

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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 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

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

now with a foreword by arianna huffington this terrific book wonderfully illuminates

the principles of contribution abundance service and success stephen covey bestselling author of the 7 habits of highly effective people most people don't have the guts to buy this book never mind the will to follow through and actually use it but you do and i'm certain that you'll be glad you did seth godin bestselling author of this is marketing 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 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 many devotees simply as the chairman over the next week pindar introduces joe to a series of successful go givers who 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 results

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 midsized 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

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 classic companion to the international bestseller the go giver share this book with those you care about seth godin a manifesto for twenty first century leadership packaged in a fun and engaging story buy this book and get it in the hands of everyone in your company darren hardy success magazine ben is an ambitious young executive charged with persuading 500 employee shareholders to agree to a merger that will save their company but despite his best efforts he can t convince anyone to buy in to the deal during his week at the company ben realizes that his aggressive style is actually making it harder to reach his goals will ben find a way to sway the shareholders before the climactic vote the answer 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 please note this book was previously

published under the title it's not about you

the go giver tells the story of joe a driven young man eager for success but struggling to achieve his goals despite working tirelessly frustrated by his lack of progress joe seeks guidance from pindar a seasoned consultant known as the chairman over the course of a week pindar introduces joe to a series of influential individuals each embodying the principles of giving that form the foundation of success these go givers include a restaurateur a ceo a financial adviser and a real estate broker along with the connector who brings them all together through his interactions with these mentors joe learns the five laws of stratospheric success which reveal that true success comes not from relentless self interest but from shifting focus to the needs of others by putting others interests first and continually adding value to their lives joe discovers that he will naturally receive greater returns often in unexpected and rewarding ways the go giver delivers its message with charm and grace offering a modern take on the ancient proverb give and you shall receive the book has resonated with countless readers worldwide helping them find fulfillment build stronger personal and professional relationships and achieve lasting success through its simple yet profound lessons the story shows that the more we give the more we ultimately receive in return

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

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

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the game changer is a business parable about innovation and business transformation wrapping time honored principles in an engaging fictional tale it reveals the narrative behind a technology company founded by a game changing ceo inventor that has reluctantly taken in funding and nearly misses the gift of being able to grow at a much faster pace he and his team initially feel the pressure of investor s quarter to quarter profit metrics but through a series of unusual and intertwined events they find their entrepreneurial spirit and energy ignited again they are empowered to change every area of the company providing value back to their investors and eventually to the public after their ipo written for anyone interested in entrepreneurship innovation leadership and personal growth

you already know that books are a valuable 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 background information for how its teachings can help in all parts of your life 100 best books for work and life will help you cut through the clutter and discover the books that are worth your time and will enrich your life

a modern parable for ambitious people on the relationship between success and self reflection from the coauthor of the acclaimed go giver series and a renowned authority on leadership have you ever wondered if i could go back in time and talk to my twenty year old self what would i say in the vagrant a brash young executive finds himself asking that exact question when his world is turned upside down from dan rockwell creator of the popular leadership freak blog and john david mann coauthor of the award winning classic the go giver the vagrant follows bob a bright up and coming leader in the health care business who leads a team of forty at a large city hospital when he s called up to the seventh floor one fine spring morning he fully expects a promotion in line with his c suite aspirations instead he s fired moments after losing his job bob has a strange alleyway confrontation with a homeless man rambling about the four impediments of the apocalypse to bob his words are nothing but incoherent ranting but they soon prove eerily prophetic in the weeks that follow bob loses everything he holds dear his apartment possessions reputation and health and ends up living on the street until chance leads him back to that same alley and he crosses paths with the strange man once again in this timeless eye opening tale of redemption bob s tailspin journey through loss and catastrophic failure invites readers to examine the nature of genuine leadership and embark upon their own story of self discovery

remote working is the new reality and transactional work provided by freelancers contract employees or consultants has increased exponentially it is forecast that as much as half the labor force will be working independently and virtually by 2020 most organizations are still grappling with how to effectively manage their virtual staff and how to effectively support and motivate them an increasingly urgent task as more millennials join the workforce bringing changed attitudes to work satisfaction this book the fruit of the author s three decades of experience planning and implementing remote working environments provides expert guidance for anyone planning a shift to remote working managing teams of teleworkers or themselves working in a virtual team working virtually is for the executive leading changes in an enterprise that is preparing for virtual work or seeking to improve current performance it offers tools to assess readiness advice on creating appropriate reward policies and strategies to adapt performance management processes to be more

team driven and technology leveraged working virtually is written to and for the virtual leader who wants to establish high performing virtual teams it provides an understanding of the roles and responsibilities of managing a virtual team offering a wealth of advice on creating the conditions for collaboration motivating team members and identifying and defusing problems working virtually is for the professional who works remotely from home on the road or in an office with remote colleagues it is for anyone who wants to succeed in this new work environment by developing skills and networks to create a sustained and satisfying career path with this new edition providing a 360 view of the roles and objectives of all stakeholders in the virtual workspace this book uniquely provides readers with a rounded picture of the policies processes work habits and commitments needed to achieve the shared goal of high performance remote teams

this book is a must for those that earn a living selling timeshare fact all it takes is a few days for no sales and you can start to cut corners and then get in that terrible mind set state of blaming clients or asking that question to yourself what am i doing wrong this book will keep your mind focused this book will keep your attitude positive this book will help you make more sales and make more money fact they close you or you close them use the 100timeshare tips to improve your sales performance

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

a manifesto for twenty first century leadership packaged in a fun and engaging story buy this book and get it in the hands of everyone in your company darren hardy publisher success magazine ben is a young manager who has been charged with persuading 500 employees to agree to a merger facing an impossible battle he seeks the advice of an old friend who introduces him to eccentric aunt elle in the week leading up to the crucial employee vote aunt elle teaches ben about the power of influence and positive persuasion ben also meets with the company's top executives coming back with a new leadership lesson each time ben finally learns the critical principle so many people in power fail to grasp it's not about me it's about you written with a light touch and filled with practical advice this book will resonate with all who aspire to influential leadership

when we come across a happy narrative we love imagining ourselves living out that story as the main character yet when faced with tales of human pain or suffering we often awkwardly shy away offer quick condolences and say i can't imagine human nature is to relish success whimsy and tales of happy endings but by avoiding those other stories the painful and uncomfortable ones we often miss out on some of life's most important lessons i can't imagine is one of those other stories that will take readers through a powerful journey about a micro preemie named emilia quinn sears who was born during a pandemic at only 22 weeks old weighing just over 1 pound with the odds of survival stacked against her inspired by her parents' personal journals passionately written to baby emilia this book will take you on an epic journey of loss love and resilience by the end you will be able to imagine what it is like to fight for your child's survival in the nicu ultimately losing your battle and subsequently watching your world get destroyed you will also experience the beautiful lessons and raw power of purpose that can arise from some of the worst

things anyone can imagine

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

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