



Little Black Book of Connections: 6.5 Assets for Networking Your Way to Rich Relationships

By Jeffrey Gitomer

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Little Black Book of Connections: 6.5 Assets for Networking Your Way to Rich Relationships By Jeffrey Gitomer

People in all kinds of jobs, in big and small companies career builders, sales people, and aspiring executives will love this edgy, practical, and fun book. In the spirit, style, and format of the bestselling Little Red Book of Selling, the country's #1 sales trainer, Jeffrey Gitomer, offers a fresh take on networking and connecting your way to success. The Little Black Book of Connections is based on the power of give value first. It's about how you can climb the ladder without stepping on people's backs. It's about how to earn the respect of a powerful mentor without begging. It's about how to build stronger relationships with customers, bosses, co-workers, vendors, friends, and family. It's about being in the same room with powerful people. It's about how to connect and how to not connect. It's about how to say the right things to the right people in the right circumstances to make the right impression. The book is small. The cover is classic black cloth. The four-color text graphics makes it attractive and easy to read. The compelling content is easy to understand and implement.

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Editorial Review

About the Author

NIKITA KOLOFF is a retired former World Heavyweight Champion wrestler and motivational speaker who delivers hundreds of professional addresses to companies and individuals annually.

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The irrepressible sales expert's latest "little book" is a gold mine of insights and strategies for developing high-quality relationships. Made more accessible by straight-ahead introductions to each section, his clever lists sparkle with motivational energy and serve as reminders that helping others opens doors to endless opportunity. Gitomer's speaking style is one of the best in this genre. His steady optimism keeps the large amount of information from sounding cluttered, and his generous spirit comes through fully in his narration. This collection of values and action steps will move listeners to take focused, disciplined, and effective action. A must-hear lesson for anyone who sells, influences, or simply enjoys good connections with people. T.W. Winner of *AudioFile* Earphones Award © *AudioFile* 2009, Portland, Maine

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