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It has inspired more than 125,000 readers-but some have wondered how the story's lessons stand up to the tough challenges of everyday, real-world business. Now Bob Burg and John David 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 ...

Go-Givers Sell More (Your Coach in a Box): Burg, Bob, Mann ...

I've known for more than a year that a sequel was coming, titled *Go-Givers Sell More*. The book has just been published, and I just received a copy. I was in-the-know about the title, but not clear on the content. This book isn't a sequel, in that it extends the story of the first book. And it isn't a story at all. Rather, it is a tightly

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SUMMARY & KEY INSIGHTS: GO

GIVERS SELL MORE -Bob Burg & John

David Mann PREPARED BY :-

BHAAVIN SHAH (Author | Life coach

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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 ...

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and listeners—but some have wondered how the story's lessons stand up to the tough challenges of everyday, real-world business. Now Bob Burg and John David 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.

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[Giving Is The True Heart of Sales — Review of Go-Givers ...](#)

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Bob Burg and John David Mann answer that question in *Go-Givers Sell More*, a practical guide that turns giving into the cornerstone of a powerful and effective approach to selling. Most of us think of sales as a struggle to make people do something they don't really want to do. But that cut-throat mentality makes the process much harder than it has to be - especially in an economic downturn ...

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