



Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions

Bill Cates

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Create an Army of Advocates for You and Your Business

Word-of-mouth, person-to-person connections matter more to your success than all the hard-sell strategies in the world. This ingenious self-marketing guide by America's #1 "Referral Guru" reveals surefire secrets that will help you to identify, and successfully meet, hundreds of high-quality referrals. Without spending a dime, you can shorten your sales cycle, increase your profits, and expand your network of friends and contacts--by giving them something to talk about. You will discover

- The 7 Deadly Referral Mistakes and How to Avoid Them
- 12 Ways to Get Great Prospects Calling You
- 10 Social Prospecting Ideas That Generate Referrals
- 6 Tactics for Stronger Introductions
- PLUS the 4-Point VIPS Method™ for Asking for Referrals

Whether you're a small business owner, self-employed worker, or company salesperson, referrals are the most inexpensive and effective way to drum up business. With Cates' techniques, you can establish a real name for yourself by making more connections, and more money, than you ever thought possible.

"I dare you to read this book and not come away with a dozen or more ideas you can put to use immediately." -Gerhard Gschwandtner, publisher, *Selling Power* magazine

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A lot of people always spent their very own free time to vacation or perhaps go to the outside with them family members or their friend. Do you know? Many a lot of people spent that they free time just watching TV, or even playing video games all day long. In order to try to find a new activity that's look different you can read a new book. It is really fun for you personally. If you enjoy the book you read you can spent 24 hours a day to reading a book. The book Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions it is rather good to read. There are a lot of people that recommended this book. These people were enjoying reading this book. In the event you did not have enough space bringing this book you can buy often the e-book. You can m0ore simply to read this book from the smart phone. The price is not to fund but this book features high quality.

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