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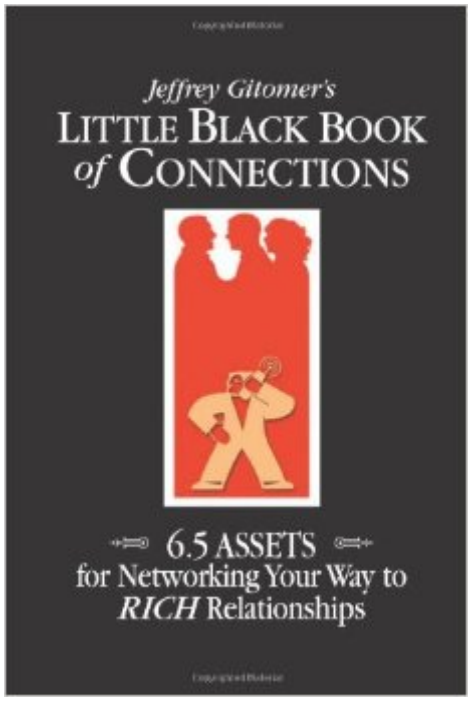
Little Black Book Of Connections: 6.5 Assets For Networking Your Way To Rich Relationships



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Synopsis

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.

Book Information

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Customer Reviews

I have three of Mr. Gitomer's books and although they all provide some useful information, I just can't help feeling like they are regurgitations of Mr. Dale Carnegie's work. This book (like his 'Little Red Book of Selling') is filled with "Red Bits" or "Git Bits" which are keywords he uses in his books; when you come across one of these keywords you are asked to visit his website where you can enter the keyword and get more information, but in order for you to do that you have to register with his website, which means guess what? Yep, a weekly email from Gitomer filled with pictures of him

and his crew asking you to buy his products. I think his best book is ’The Sales Bible’ and if you want to spend your money on one of his books it should be that one, otherwise, go to the originals such as Dale Carnegie, Earl Nightingale and Napoleon Hill.

This book could really be summarized as this.1) Establish yourself as an expert by speaking, writing, attending networking events thus making yourself known.2) Be a gracious and generous person, thereby attracting friends and potentially valuable relationships.3) Give to others... this positive Karma will result in beneficial relationships and opportunities.There, saved you some money.

"Little Black Book of Connections: 6.5 Assets for Networking Your Way to RICH Relationships" is a must-read for all who are involved in professions which consist of networking in any regard.Gitomer starts the book with a riveting question: "How lost would you be if your list of contacts vanished? Let me give you the answer: You’d go beyond lost and into the realm of panic." This book focus on connections and connecting, as his past books focused on selling and so forth. This one is all about the significance of networking.The 6.5 Assets in this book are:1.) Who Do I Know?2.) What Do I Want?3.) What Do I Do?4.) How Do I Connect?5.) Who Knows You?6.) The Secret Power of Connections6.5) The Value of ConnectionsYour new blood type: N+ (Networking Positive) - pretty cool way to look at it!Gitomer writes with flair and humor. It is this very writing style which makes for an enjoyable read. The book is relatively quick to read - approximately 200 pages - and is not your average book format.I’d recommend this book to anybody and everybody who cares about their careers and networks.

I would not be surprised if suddenly I discovered that all the 5 stars reviews are product of Jeffrey Gitomer’s connections, friends, fans or family. When I read that if you want to meet a CEO, don’t use the telephone and give him a "cold-call", you better send him a daily fax for 5 consecutive days with a lead or contact of a customer interested in his company (?!), and THEN call him and tell him you are the guy who sent him these great referrals! Wow, I just wonder if the sales team of this CEO did take Jeffreys sales seminars and got nothing while you, a simple mortal, got 5 great customers in one week for them! It has more like this, like "call all the people you know and ask them: What can I do for you today?", etc. On the other hand, it opens your eyes to really think seriously about your connections, but I suppose you already do, otherwise you wouldn’t be reading these reviews and looking for a book like this. Keep looking and if you find nothing, then think about buying this

one, it is not that expensive.

Black is good but Red is better. The fundamentals of networking have already been discussed in both of Gitomer's Red books. Black beefs up the subject matter a little bit but not enough to warrant an entire book. I like it, I'm glad I read it, I'm still a huge Gitomer fan but this did not live up to my expectations.

I love listening to audio books while driving, but Jeffrey Gitomer tends to talk about going to his site, type in some keywords to get more info. I think book has some worksheet also? So I am wondering if I also have to get a book or kindle version.So eventually, I will have to listen to it at home to take some notes.It has useful tips on connections, so I would recommend it.

Great for understanding the differences of friends, business acquaintances, social associates, etc. great tool teaching you how to stay connected with out having to attend every social event and conference.

Gitomer's book fell into my hands and I am glad it did. Although I am not in sales, we ALL sell in one form or another, and who among us couldn't use to sharpen our networking skills?The book's format makes it a quick read and easy to digest.I have added it to my desk reference books for future perusal.

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