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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 ...

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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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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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Giving Is The True Heart of Sales — Review of Go-Givers ...

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