

## Jeffrey Gitomers Little Black Book Of Connections 65 Assets For Networking Your Way To Rich Relationships Gitomer

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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.

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Jeffrey Gitomer is the author of thirteen best-selling books including The Sales Bible and The Little Red Book of Selling. His best-selling 21.5 Unbreakable Laws of Selling and all of Jeffrey's sales and personal development training programs including a sales skills assessment and 30-hour sales certification program are available by ...

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### Amazon.com: Jeffrey Gitomer's Little Green Book of Getting ...

Jeffrey Gitomer is the author of The New York Times best sellers The Sales Bible, The Little Red Book of Selling, The Little Black Book of Connections, and The Little Gold Book of YES! Attitude. All of his books have been number one best sellers on Amazon.com, including Customer Satisfaction is Worthless, Customer Loyalty is Priceless, The Patterson Principles of Selling, The Little Red Bo AUTHOR.

**Preview — Little Gold Book of Yes! Attitude by Jeffrey Gitomer**

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46 quotes from Jeffrey Gitomer: 'Resilience is not what happens to you. It's how you react to, respond to, and recover from what happens to you.', 'You don't earn loyalty in a day. You earn loyalty day-by-day.', and 'Becoming well known (at least among your prospects & connections) is the most valuable element in the connection process.'

**Jeffrey Gitomer Quotes (Author of Little Red Book of Selling)**

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