


[DOWNLOAD](#)


## Don t Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Paperback)

By Bill Cates

McGraw-Hill Education - Europe, United States, 2007. Paperback. Condition: New. Language: English . Brand New Book. 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...



[READ ONLINE](#)  
[ 8 MB ]

### Reviews

*This kind of pdf is every thing and made me seeking ahead plus more. It is probably the most amazing ebook i have study. I am quickly can get a enjoyment of reading a composed pdf.*

-- Florence Rutherford DDS

*Definitely among the best ebook I actually have possibly read through. It is really simplified but unexpected situations in the 50 % from the publication. You wont truly feel monotonous at any time of the time (that's what catalogues are for concerning in the event you ask me).*

-- Jerald Champlin II

## You May Also Like



### **The Preschool Inclusion Toolbox: How to Build and Lead a High-Quality Program**

Brookes Publishing Co, United States, 2015. Paperback. Book Condition: New. 274 x 213 mm. Language: English . Brand New Book. Filled with tips, tools, and strategies, this book is the comprehensive, practical toolbox preschool administrators need to implement early childhood inclusion through...



### **Games with Books : 28 of the Best Childrens Books and How to Use Them to Help Your Child Learn - From Preschool to Third Grade**

Book Condition: Brand New. Book Condition: Brand New.



### **Games with Books : Twenty-Eight of the Best Childrens Books and How to Use Them to Help Your Child Learn - from Preschool to Third Grade**

Book Condition: Brand New. Book Condition: Brand New.



### **Fun to Learn Bible Lessons Preschool 20 Easy to Use Programs Vol 1 by Nancy Paulson 1993 Paperback**

Book Condition: Brand New. Book Condition: Brand New.



### **I Want to Thank My Brain for Remembering Me: A Memoir**

Back Bay Books. PAPERBACK. Book Condition: New. 0316118796 Never Read-12+ year old Paperback book with dust jacket-may have light shelf or handling wear-has a price sticker or price written inside front or back cover-publishers mark-Good Copy- I ship FAST with FREE tracking!!...



### **The Wolf Watchers: A Story of Survival (Born Free Wildlife Books)**

Templar Publishing, 1998. Paperback. Book Condition: New. Shipped from the UK within 2 business days of order being placed.