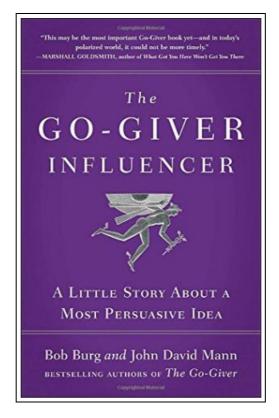
The Go-Giver Influencer: A Little Story About a Most Persuasive Idea (Hardback)



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Reviews

This is the finest ebook i have got read through till now. It really is full of wisdom and knowledge You wont sense monotony at anytime of the time (that's what catalogs are for relating to in the event you ask me).

(Mr. Edison Roberts IV)

THE GO-GIVER INFLUENCER: A LITTLE STORY ABOUT A MOST PERSUASIVE IDEA (HARDBACK)



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Penguin Books Ltd, United Kingdom, 2018. Hardback. Condition: New. Language: English . Brand New Book. From the bestselling authors of The Go-Giver, Go-Giver Sell More, and The Go-Giver Leader comes another compelling parable about the paradox of getting ahead by placing other people s interests first. The Go-Giver Influencer is a story about two young, ambitious businesspeople: Gillian Waters, the chief buyer for Smith Banks, a midsized company that operates a national chain of pet accessory stores; and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all-natural pet foods. Each has something the other wants. To Jackson, Smith Banks represents the possibility of reaching more animals with his products--if he can negotiate terms and conditions that will protect his company s integrity. To Gillian, Angels Clothed in Fur could give her company a distinctive, uniquely high-quality line that will help them stand out from their competitors--if Angels Clothed in Fur can bepersuaded to give them an exclusive. At first, the negotiations are adversarial and frustrating. Then, coincidentally, Gillian and Jackson each encounter a mysterious yet kindly mentor. Over the next week, while neither one realizes the other is doing the same, both Gillian and Jackson learn the heart of both mentors philosophies: The Five Secrets of Genuine Influence. The story ends in a way that surprises everyone--and with lessons we can all apply in our efforts to resolve conflicts and influence others.



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