



Endless Referrals: Network Your Everyday Contacts Into Sales, New & Updated Edition

Bob Burg

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With over 100,000 copies sold, this is one of the most popular business- and sales-boosting guides ever written. This new edition offers successful entrepreneur and speaker Bob Burg's proven relationship-building system that thousands of professionals and entrepreneurs have used to turn casual contacts into solid sales opportunities. In *Endless Referrals*, he shows you how to:

- Turn every contact into a sales opportunity
- Dramatically increase your business without spending more time or money
- Identify the most profitable contacts
- Use six keys to remember names and faces
- NEW SECTION! Network the Internet
- NEW SECTION! Set up a successful home-based business
- Take the intimidation out of telephoning
- Overcome fear of rejection
- NEW SECTIONS! Succeed in multi-level, network, and mail order marketing
- Position yourself as an expert
- Mark yourself for success!

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Carol Smith:

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