

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

Bob Burg

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

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Endless Referrals: Network Your Everyday Contacts Into Sales, New & Updated Edition Bob Burg 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 o Dramatically increase your business without spending more time or money o Identify the most profitable contacts o Use six keys to remember names and faces o NEW SECTION! Network the Internet o NEW SECTION! Set up a successful home-based business o Take the intimidation out of telephoning o Overcome fear of rejection o NEW SECTIONS! Succeed in multi-level, network, and mail order marketing o Position yourself as an expert o Mark yourself for success!



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