



Little Black Book of Connections: 6.5 Assets for Networking Your Way to Rich Relationships

Jeffrey Gitomer

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People in all kinds of jobs, in big and small companies career builders, sales people, and aspiring executives will love this edgy, practical, and fun book In the spirit, style, and format of the bestselling Little Red Book of Selling, the country's #1 sales trainer, Jeffrey Gitomer, offers a fresh take on networking and connecting your way to success. 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. It's about how to build stronger relationships with customers, bosses, co-workers, vendors, friends, and family. It's about being in the same room with powerful people. It's about how to connect and how to not connect. It's about how to say the right things to the right people in the right circumstances to make the right impression. The book is small. The cover is classic black cloth. The four-color text graphics makes it attractive and easy to read the compelling content is easy to understand and implement.

Little Black Book of Connections: 6.5 Assets for Networking Your Way to Rich Relationships Details

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Author : Jeffrey Gitomer

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ehsan karimkhani says

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Leonardo Juarez gonzalez says

It's a really interesting book. It shows the importance of networking and how to create value in order to make a long-lasting relationship. I give it 3 stars because is something that I've read before in at least two books and I use these concepts every time I'm publishing on social media. But if you're an entrepreneur and want to know how to really get to know people to make business with, is one of the best books I've read on the subject.

Brad Lockey says

Be nice.
Networking starts with a genuine connection which you cannot force.
If you're not nice, you will be spoken of ill behind your back, and that is not ideal for rich relationships.
A good overview of connections and it has actually made me re-write a daily goal of my own.
Nothing is about me. Nothing.

James Wilson says

This is a great little book, full of wisdom. It is a user manual of sorts and has a set of procedures that guarantee success; although, one must put forth the effort to make it work. This book will be a valuable part of my personal reference library.

Mohsen says

I listened to this book as an audio narrated by the author. It's a nice book in the subject if you put in practice.
And yes! i would recommend it..

Leticia says

If there is one author of whom I am a huge fan, it's Jeffrey Gitomer. I'm a fan despite his brash, confronting, American style. I'm a fan despite how gauche and salesy he is. I'm a fan because he makes sense.

It's not the first time I've read Gitomer's works; however, I previously read-by-listening. I wanted to have the hardcopies so I could theoretically carry them with me all the time and dip into them as I wished.

That's how I came to own this title (and his Little Red Book of Selling) in hardcopy.

Gitomer tells the truth about business life. That truth is nowhere more sharp than in this book. It pretty well says, get over yourself and re-learn how to make friends. And then, get over your own ego and help your new friends to be amazing.

The Internet has destroyed people's capacity to look someone else in the eye and get a smile, and not feel weird about that. But if like me you know that business is about people, and not screens, you simply can't avoid reading this book. Over the long term, the Gitomer student will outpace you if you don't study what he says.

Vichy says

A life coaching book, which I would always come back to and learn something new from.

Matt Leiv says

As always, Gitomer comes through with a winner of a book. Easy to read, understand, and implement. The core concept of his book is: help others first, with no expectation of a return payment. It's his philosophy and a great way to live. Pick it up for an easy informative read.

Hossein Mahmoodi says

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Brian Bundesen says

I loved this, as all Gitomer books. I love the direct writing style and layout of short, practical, useful and most of all, doable tips. I've implemented many of his teachings into my business with good results. This is another book that I read over and over to make sure the strategies stay top of mind.

Jeremiah says

All of Jefferey Gitomer's books are loaded with humor and wisdom; and this book is no exception. I really don't like to network and mingle too much, but this book cuts out all of the phony baloney B.S. of the stereotypical corporate suave party stud who is moving briskly from social circle to social circle with ease and brilliance and only greed on his mind. Really that kind of "networking" is just you putting up a front at social events until you can convince a person that they need your product or serve badly enough; to me it smacks of scam and disingenuousness. Real networking is having a genuine interest in serving the real needs of a customer, not creating a feeling of a need in a customer simply because you are a slick talker. Gitomer will shift your idea of what networking is, how to improve and why it is the most essential part of any business. It's because we all want to do business with people we know, like and who have the same interest in us.

RJ Bates III says

Message was delivered clearly but repetitively. There were some gold nuggets towards the end that will be immediately implemented!

Spencer says

I thought it was a great little book that is worth everyone owning. While some of the material seems outdated (there is nothing regarding social media networking, however there are far too many references to "online newsletters") there is MORE than enough good material to purchase a copy of the book. I read it in bite sized chunks, around 10-15 pages per day. I loved the design, the ribbon book mark, and the book layout was awesome! I will definitely be purchasing and reading his other material.

Shawna says

The cover of this book is so blah, it was recommended to me so when I grabbed it I thought "what is this?!" I read the first page or two and couldn't put it down. The information is so straight forward and written in a conversation style that doesn't give you a bunch of gimmicky ideas. I hate the word networking but the author makes it clear networking is about connecting with people and you connect with people by relationships you build. That's powerful stuff bc the only thing different about your business in one year is the people you meet. I highly recommend this book not even if you have a business, I could easily apply some of his tips in helping me find a babysitter.

Theres a lot of questions and exercises to work through that I found very helpful and has made me re think about the direction of my business.. I appreciated that about this book.

Lorenzo Dyce says

Redundant.
