



# Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions

*Bill Cates*

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# Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions

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## **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 ideas you can put to use immediately." -Gerhard Gschwandtner, publisher, *Selling Power* magazine

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A lot of people always spent their particular free time to vacation as well as go to the outside with them loved ones or their friend. Did you know? Many a lot of people spent these people free time just watching TV, or maybe playing video games all day long. In order to try to find a new activity that is look different you can read a book. It is really fun in your case. If you enjoy the book you read you can spent all day long to reading a book. The book Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions it is quite good to read. There are a lot of people that recommended this book. These people were enjoying reading this book. When you did not have enough space to develop this book you can buy the e-book. You can m0ore effortlessly to read this book from a smart phone. The price is not very costly but this book features high quality.

#### **Robert Eslinger:**

People live in this new morning of lifestyle always try and and must have the free time or they will get large amount of stress from both everyday life and work. So , if we ask do people have time, we will say absolutely of course. People is human not a robot. Then we request again, what kind of activity have you got when the spare time coming to an individual of course your answer will unlimited right. Then ever try this one, reading textbooks. It can be your alternative within spending your spare time, the actual book you have read is actually Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions.

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