



Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books)

By Bill Cates

Download now

Read Online 

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates

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

 [Download Don't Keep Me A Secret: Proven Tactics to Get ...pdf](#)

 [Read Online Don't Keep Me A Secret: Proven Tactics to G ...pdf](#)

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books)

By Bill Cates

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates

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

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates **Bibliography**

- Sales Rank: #315285 in Books
- Published on: 2007-09-17
- Released on: 2007-08-27
- Original language: English
- Number of items: 1
- Dimensions: 11.00" h x 8.50" w x .41" l, .55 pounds
- Binding: Paperback
- 164 pages

 [Download Don't Keep Me A Secret: Proven Tactics to Get ...pdf](#)

 [Read Online Don't Keep Me A Secret: Proven Tactics to G ...pdf](#)

Download and Read Free Online Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates

Editorial Review

About the Author

Bill Cates is the president of Referral Coach International, creator of *The Unlimited Referrals Marketing System*, and a well-known author, speaker, and consultant. For more information, visit his Web site at ReferralCoach.com.

Users Review

From reader reviews:

William Deck:

Why don't make it to be your habit? Right now, try to prepare your time to do the important behave, like looking for your favorite guide and reading a reserve. Beside you can solve your short lived problem; you can add your knowledge by the guide entitled Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books). Try to make the book Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) as your good friend. It means that it can to become your friend when you really feel alone and beside that course make you smarter than previously. Yeah, it is very fortunated for yourself. The book makes you far more confidence because you can know every thing by the book. So , let us make new experience in addition to knowledge with this book.

James Alvarez:

The event that you get from Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) could be the more deep you looking the information that hide into the words the more you get considering reading it. It doesn't mean that this book is hard to understand but Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) giving you excitement feeling of reading. The writer conveys their point in selected way that can be understood by means of anyone who read this because the author of this e-book is well-known enough. This book also makes your personal vocabulary increase well. Therefore it is easy to understand then can go along, both in printed or e-book style are available. We recommend you for having this particular Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) instantly.

Sherrie Smith:

This Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) is brand-new way for you who has intense curiosity to look for some information since it relief your hunger details. Getting deeper you in it getting knowledge more you know or you who still having tiny amount of digest in reading this Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) can be the light food for yourself because the information inside this particular book is easy to get through

anyone. These books develop itself in the form which is reachable by anyone, yep I mean in the e-book contact form. People who think that in book form make them feel drowsy even dizzy this guide is the answer. So there is no in reading a reserve especially this one. You can find what you are looking for. It should be here for an individual. So , don't miss this! Just read this e-book sort for your better life along with knowledge.

Evelyn Rogers:

As a university student exactly feel bored to reading. If their teacher asked them to go to the library or even make summary for some book, they are complained. Just tiny students that has reading's spirit or real their leisure activity. They just do what the instructor want, like asked to the library. They go to right now there but nothing reading very seriously. Any students feel that reading is not important, boring along with can't see colorful images on there. Yeah, it is to become complicated. Book is very important in your case. As we know that on this time, many ways to get whatever we would like. Likewise word says, many ways to reach Chinese's country. So , this Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) can make you really feel more interested to read.

Download and Read Online Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates #STK7H60BE1F

Read Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates for online ebook

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates books to read online.

Online Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates ebook PDF download

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates Doc

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates Mobipocket

Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions (Business Books) By Bill Cates EPub