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In "Farm Don't Hunt" Guy breaks down the intellectual underpinnings of Customer Success as a theory and quickly moves to providing pragmatic, actionable advice for orienting your business around this new model. Length: 140 pages Word Wise: Enabled Enhanced ...

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Farm Dont Hunt The Definitive

Farm Don't Hunt The Definitive Guide To Customer Success is a practical guide for business leaders who want to understand and implement customer success programs for reducing churn and improving retention rate and growth. Guy Nirpaz is a Silicon Valley-based Israeli entrepreneur and CEO of Totango, a Customer Success software platform. A pioneer in the Customer Success field, Guy established ...

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Farm, Don't Hunt - The Definitive Guide to Customer Success | Guy Nirpaz, CEO/Founder, Totango. Customer success expert, author and the CEO and Founder of Totango, Guy Nirpaz, is my guest in this episode of Deep Dive. We explore entrepreneurship, leadership and how to use customer success to grow your company.

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Farm Don't Hunt: The Definitive Guide to Customer Success is a book from Guy Nirpaz, CEO of customer success platform Totango, that delves into the inner workings of customer success and brings ...

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SAN MATEO, CA -- (Marketwired) -- 03/21/16 -- Guy Nirpaz, CEO of the leading customer success software company Totango, today announced the release of Farm Don't Hunt: The Definitive Guide to Customer Success, a new book that challenges conventional thinking about customer relationships in business. The book was co-authored by Fernando Pizarro, a former tech executive who writes about the ...

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