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additional commentary— and a curious feature on the back jacket that to us was both fascinat-

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Bob Burg is coauthor of the International Bestseller, The Go-Giver, Go-Givers Sell More, The Go-Giver Leader, and The Go-

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but growing manufacturer of all-natural pet foods. Each has something the other wants.

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The concepts “Go-Giver” and “Givers Gain” are perfectly aligned in terms of the way we network and do business. An “influencer” is someone who can move a person or persons to a desired action. The essence of influence is “pull”-as opposed to “push.” Influence is an attraction.

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story about what it takes to bridge differences, to settle disputes and defang conflicts, to find common ground where there appear to be only irreconcilably polarized positions. (And, yes, even to negotiate business dealings.)

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