

# Endless Referrals: The Go-Giver Way

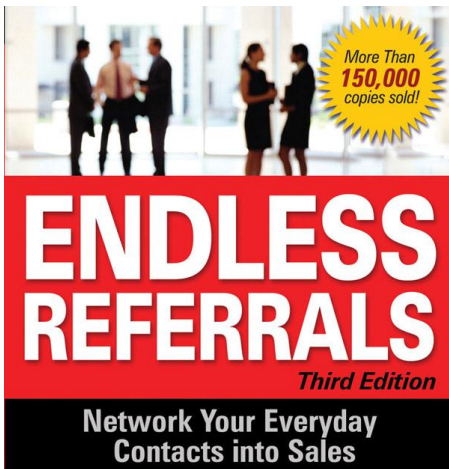
Build a prospecting and referral “machine” to continuously create more sales than you ever dreamed possible!

During this powerful program you will also learn the philosophy at the heart of The Go-Giver embraced by so many of today’s top producers and leaders, including the principle behind Law #3: The Law of Influence; specifically how to apply this principle in order to cultivate a network of endless referral business. In fact, by the time you leave this event you will have a complete action plan ready for immediate application and success.

You’ll learn how to:

- Quickly cultivate new prospects — whether or not you have ANY existing contacts.
  - Dramatically increase your business without spending more time or money.
    - Instantly connect via what Bob calls, “Feel-Good Questions®.”
- Instantly deepen that new connection via the “One Key Question” that will set you apart from the rest.
  - Really use social media as a truly effective, profitable, business-building tool.
    - Model the one SECRET all superstar salespeople use to get to the top.

And much, much more!



Features the New ProfitFunnel System—Guaranteed to Bring Potential Customers Directly to You

- ▶ Create More Sales in Less Time
- ▶ Overcome Your Prospecting Fears
- ▶ Generate Qualified Leads Fast

**Bob Burg**



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