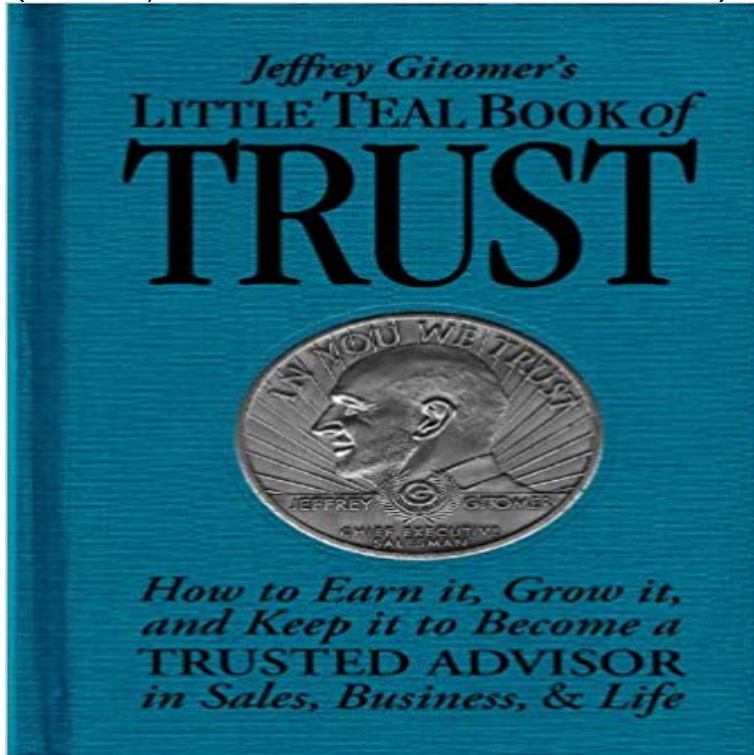


Jeffrey Gitomers Little Teal Book of Trust: How to earn it, grow it, and keep it to become a TRUSTED ADVISOR in sales, business & life (Jeffrey Gitomers Little Book Series)



Trust is a combination of the value that others perceive in you, and their willingness to harmonize with and accept your advice to help them succeed. Its people seeking and taking your advice both as a counselor and a confidante. Someone who trusts you to a point where they call at some critical stage, because they know you are the ONE who can help them in a way that others cannot. But how do you develop trust? Follow the advice of Jeffrey Gitomer, bestselling author of the Little Books, which have now sold more than two million copies worldwide. As the world's foremost expert on selling, Gitomer is uniquely qualified to speak on the issue of trust, having earned a position of trust, both to his customers and readers. Gitomer advises that trust is not the product of any secret formula. It's not something you can lay there and wait for it to happen to you. Gaining, building, and maintaining a high level of trust involves thinking, and requires reading, a clear mind, a focus on becoming a world-class expert, studying, risking, failing, the right attitude, and lacing your boots straps tighter when times are tough. But you can do it and when you do, it will lead you to wealth beyond money. It's not success, it's fulfillment - both to you and the people who trust you. This book provides the insights and answers to all of these elements of trust, and gives the reader a solid understanding of the process, and a step-by-step game plan to achieve it.

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