



Turn Small Talk into Big Deals: Using 4 Key Conversation Styles to Customize Your Networking Approach, Build Relationships, and Win More Clients: Using ... Build Relationships, and Win More Clients

Don Gabor

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DON'T JUST NETWORK HARD—NETWORK *SMART*!

Turn Small Talk into Big Deals presents a revolutionary new approach to the timeless topic of networking. Bestselling author and communications trainer Don Gabor introduces you to four distinct networking styles—Competitive, Outgoing, Amiable, and Analytical—to help you identify, adapt, and respond to other people's particular styles. With this book, you'll establish instant rapport with anyone you meet and quickly build a relationship that profits both of you.

"If you want to be a better networker, take your business to the next level, and make a lot more sales, especially the big ones, then buy *Turn Small Talk into Big Deals*. It's a winner and after reading it, you will be, too!"

—**Stephan Schiffman**, author of *Cold Calling Techniques (That Really Work!)*

"If anyone knows how to effectively turn our words into the big deals, it's Don Gabor. He's a proven communicator."

—**Audra Lowe**, talk-show host from **BetterTV**

"If there were one person I would want to lean on for this critical information, it is Don Gabor. This book is a must-read."

—**Ron Karr**, CSP, author of *Lead, Sell, or Get Out of the Way*

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