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Jeffrey Gitomer's Little Green Book of Getting Your Way digs deep into the 9.5 elements that make persuasion, and getting your way, happen. By breaking down the elements, you will begin to understand, take action, become proficient, and then master the ability to persuade.

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Little Green Book of Getting Your Way: How to Speak, Write, Present, Persuade, Influence, and Sell Your Point of View to Others (2007), Jeffrey Gitomer Reading Jeffrey Gitomer reminded me of attending a Zig Ziglar talk where a lot of information was presented to nodding heads, a lot of motivation was conjured, and takeaway was drowned by the overwhelming amount of information. For being such a short book, there is a lot of information there.

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The Little Green Book of Getting Your Way will teach you to harmonize, not manipulate. It will teach you the power of engagement and it will show you how to inject humor into the persuasive process.

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The Directory (aka The Little Green Book) has been going for almost 25 years now and is your guide to some of the very best local trades people, other essential services and much more. We only approve of those businesses that set high standards, provide good value and have a proper regard for you - the customer.

### **Little Green Book**

LITTLE GREEN BOOK OF GETTING YOUR WAY: HOW TO SPEAK, WRITE, PRESENT, PERSUADE, INFLUENCE, AND SELL YOUR POINT OF VIEW TO OTHERS By Jeffrey H Gitomer - Hardcover \*Excellent Condition\*.

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Following in the bestselling footsteps of Little Red Book of Selling, Little Red Book of Sales Answers, Little Black Book of Connections, and The Little Gold Book of YES! Attitude, Jeffrey Gitomer's The Little Green Book of Getting Your Way digs deep into the 9.5 elements that make persuasion, and getting your way, happen.

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