

UPDATED WITH A NEW INTRODUCTION, AUTHOR Q&A,
AND A FOREWORD BY ARIANNA HUFFINGTON

"The Go-Giver is the most important parable about business—and life—of our time."
—ADAM GRANT, *New York Times* bestselling author of *Give and Take*

NATIONAL
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The GO - GIVER



A LITTLE STORY ABOUT A
POWERFUL BUSINESS IDEA

Bob Burg *and* John David Mann

The Go Giver

Bob Burg, John David Mann



The Go Giver:

The Go-Giver Bob Burg, John David Mann, 2007-12-27 A new edition with expanded content is available now The Go Giver Expanded Edition A Little Story About a Powerful Business Idea An engaging book that brings new relevance to the old proverb Give and you shall receive The Go Giver tells the story of an ambitious young man named Joe who yearns for success Joe is a true go getter though sometimes he feels as if the harder and faster he works the further away his goals seem to be And so one day desperate to land a key sale at the end of a bad quarter he seeks advice from the enigmatic Pindar a legendary consultant referred to by his many devotees simply as the Chairman Over the next week Pindar introduces Joe to a series of go givers a restaurateur a CEO a financial adviser a real estate broker and the Connector who brought them all together Pindar s friends share with Joe the Five Laws of Stratospheric Success and teach him how to open himself up to the power of giving Joe learns that changing his focus from getting to giving putting others interests first and continually adding value to their lives ultimately leads to unexpected returns Imparted with wit and grace The Go Giver is a heartwarming and inspiring tale that brings new relevance to the old proverb Give and you shall receive From the Hardcover edition *The Go-Giver, Expanded Edition* Bob Burg, John David Mann, 2015-10-20 This expanded edition of The Go Giver includes the text of the original business parable together with a foreword by Arianna Huffington a new introduction a discussion guide and a Q A with the authors Most people just laugh when they hear that the secret to success is giving Then again most people are nowhere near as successful as they wish they were The Go Giver tells the story of an ambitious young man named Joe who yearns for success Joe is a true go getter though sometimes he feels as if the harder and faster he works the further away his goals seem to be Desperate to land a key sale at the end of a bad quarter he seeks advice from the enigmatic Pindar a legendary consultant referred to by his many devotees simply as the Chairman Over the next week Pindar introduces Joe to a series of go givers a restaurateur a CEO a financial adviser a real estate broker and the Connector who brought them all together Pindar s friends teach Joe the Five Laws of Stratospheric Success and help him open himself up to the power of giving Joe learns that changing his focus from getting to giving putting others interests first and continually adding value to their lives ultimately leads to unexpected returns Imparted with wit and grace The Go Giver is a classic bestseller that brings to life the old proverb Give and you shall receive Since its original publication the term go giver has become shorthand for a defining set of values embraced by hundreds of thousands of people around the world Today this timeless story continues to help its readers find fulfillment and greater success in business in their personal lives and in their communities **The Go-Giver Marriage** John David Mann, Ana Gabriel Mann, 2022-03-08 To say love is what makes a marriage work is like saying it takes oxygen to climb a mountain Yes oxygen is necessary But not sufficient From the author of the bestselling Go Giver series and his wife a clinically trained therapist this one of a kind relationship guide shows readers how to unlock a deeply satisfying abundant relationship based on simple everyday acts of generosity In this new narrative a position has

opened up at the top of the multinational giant Rachel's Famous Coffee and Tom desperately wants the job. To gain the position he must first go through a series of interviews with the company's top executives including its eccentric CFO Jeremiah. Tom's wife Tess is facing her own challenges. The couple first met on the job where Tess was a rising star until her career was put on hold by the birth of a son with special needs. The trauma and heartbreak of the past six years has put tremendous stress on their marriage. Now Tess has learned that her best friend Amy is getting a divorce. Could she and Tom be drifting in the same direction? The thought leaves her stomach in knots. But Tom and Tess are about to have a transformational day. Over the next few hours they will each learn from a wise cast of characters including some surprise guests from previous Go Giver stories about five powerful secrets to building a love that lasts. Over the years since the original book's publication the term go giver has become shorthand for a defining set of values that has helped hundreds of thousands of people around the world find greater professional success. Now with its charming fable within a parable followed by an in-depth practical guide, **The Go Giver Marriage** brings the personal side of **The Go Giver** to life.

The Go-Giver Leader Bob Burg, John David Mann, 2016-03-29 I met last week with your leaders Ben began. I heard what they had to say. And you know they make a good point. He paused. Take charge. Ben he told himself. Take control. He looked around the conference room. Take take take. Was that really what he was here to do? With their acclaimed bestseller **The Go Giver** Bob Burg and John David Mann proved that a heartfelt parable could also express a powerful idea. In **The Go Giver Leader** originally published as *It's Not About You* they offer an equally compelling tale about a struggling small business and the ambitious young executive trying to lead them to a crucial decision. Allen Augustine has manufactured high quality chairs for decades. Its people take pride in their work and feel loyal to their owners and management team. But this revered company is now at a crossroads hurt by a tough economy, foreign competition and a cash crunch. The air is filled with the scent of uncertainty, anxiety, perhaps even panic. Into this setting enters Ben who's been assigned by a larger firm to promote a merger that will rescue Allen Augustine. Ben's facts are undeniable: the chair maker can either merge and modernize or go bankrupt and vanish. So why can't he persuade anyone to buy in from the CEO on down? Will Ben find a way to sway the employee shareholders before the climactic vote? And can Allen Augustine survive without losing its soul? The answers may surprise you as you follow Ben on his journey to understanding that the path to genuine influence lies less in taking leadership than in giving it. This revised and updated edition includes a new introduction, a discussion guide and a Q & A with the authors.

The Go-Giver Influencer Bob Burg, John David Mann, 2018-04-10 From the bestselling authors of **The Go Giver**, **Go Givers Sell More** and **The Go Giver Leader** comes another compelling parable about the paradox of getting ahead by placing other people's interests first. **The Go Giver Influencer** is a story about two young ambitious businesspeople: Gillian Waters, the chief buyer for Smith and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all natural pet foods. Each has something the other wants. To Jackson Smith Banks represents the possibility of reaching more

animals with his products if he can negotiate terms and conditions that will protect his company's integrity To Gillian Angels Clothed in Fur could give her company a distinctive uniquely high quality line that will help them stand out from their competitors if Angels Clothed in Fur can be persuaded to give them an exclusive At first the negotiations are adversarial and frustrating Then coincidentally Gillian and Jackson each encounter a mysterious yet kindly mentor Over the next week while neither one realizes the other is doing the same both Gillian and Jackson learn the heart of both mentors philosophies The Five Secrets of Genuine Influence The story ends in a way that surprises everyone and with lessons we can all apply in our efforts to resolve conflicts and influence others

Go-Givers Sell More Bob Burg, John David Mann, 2010-02-18 With their national bestseller The Go Giver Bob Burg and John David Mann took the business world by storm showing that giving is the most fulfilling and effective path to success That simple profound story has inspired hundreds of thousands of readers around the world but some have wondered how its lessons stand up to the tough challenges of everyday real world business Now Burg and Mann answer that question in Go Givers Sell More a practical guide that makes giving the cornerstone of a powerful and effective approach to selling Most of us think of sales as convincing potential customers to do something they don't really want to This mentality sets up an adversarial relationship and makes the sales process much harder than it has to be As Burg and Mann demonstrate it's far more productive and satisfying when salespeople think like Go Givers Cultivate a trusting relationship and focus exclusively on creating value for the other person say the authors and great results will follow automatically Drawing on a wide range of examples of real life salespeople who have prospered by giving more Burg and Mann offer tips and strategies that anyone in sales can start applying right away

The Go-Giver Leader Bob Burg, John David Mann, 2016-03-29 Revised edition of the authors It's not about you 2011

SUMMARY: The Go-Giver Leader: A Little Story About What Matters Most In Business By Bob Burg And John David Mann Shortcut Edition, 1900

The Go-giver Vashni Young, 1934 Preface I Wanted 120 000 000 Go Givers II The Most Important Sale of All III The Best Course in Selling is Free IV My Selling Kit V Selling a Million a Year VI From Quotas to Competition VII Sizing the Buyer Up And Down VIII Only a Clerk IX Selling Should Begin Before Twenty X Selling After Forty XI What Hast Thou in the House XII A Letter from the Supreme Sales Manager

A Teacher's Guide to the Go-Giver Randy Stelter, Bob Burg, John David Mann, 2015-12-15 The Go Giver tells the story of an ambitious young man named Joe who yearns for success but is frustrated in his efforts Over the course of one week through encounters with an enigmatic consultant named Pindar and a series of Pindar's friends Joe learns that changing his focus from getting to giving putting others interests first and continually adding value to their lives ultimately leads to unexpected returns Imparted with wit and grace The Go Giver is a classic bestseller that brings to life the old proverb Give and you shall receive Originally intended for adult readers The Go Giver touched a chord in readers from all walks of life including avid young readers from middle school through college age Shortly after its 2007 publication the book was picked up by Randy Stelter a high school English teacher and athletic director in the northwest Indiana school system

Randy used the book to help enhance his students perspective on what it s going to take to be successful in the real world and has taken his school s senior class through the book every year since Soon other educators began following suit adopting the book as part of their curricula at every level from high school through graduate school Now Randy has teamed up with Go Giver authors Bob Burg and John David Mann to create this Teacher s Guide a detailed lesson plan that includes vocabulary lists assigned readings questions for comprehension extensive topics for class discussion questions for critical thinking and a set of final projects designed to deepen students understanding of the book and to ground its lessons in their own everyday experience While designed as a high school curriculum the Guide s content and approach can also be adapted for use in higher education settings

Summary of Bob Burg's The Go-Giver by Milkyway Media

Media,2018-09-11 The Go Giver A Little Story About a Powerful Business Idea 2007 is an allegorical narrative that argues that individuals and businesses alike can prosper by practicing generosity The book follows the fictional journey of an ambitious but underperforming employee Joe who turns to a wise and wealthy man for career advice when he realizes that he s in danger of not meeting his company s quarterly quota Purchase this in depth summary to learn more

The Rotarian

,1934-12 Established in 1911 The Rotarian is the official magazine of Rotary International and is circulated worldwide Each issue contains feature articles columns and departments about or of interest to Rotarians Seventeen Nobel Prize winners and 19 Pulitzer Prize winners from Mahatma Ghandi to Kurt Vonnegut Jr have written for the magazine

Summary of Bob Burg & John David Mann's The Go-Giver Influencer Everest Media,2022-05-04T22:59:00Z Please note This is a companion version not the original book

Sample Book Insights

- 1 Jackson was waiting to meet with the head of his company s contract manufacturer He was nervous and had rehearsed what he was going to say but when he met with Mirabel at the reception desk she said Quite the entrepreneur He wasn t sure how to respond to that
- 2 When they gave him the contract they would be carrying him He wanted to reach more animals with the best the earth had to offer He wanted to be an emissary of heaven on earth
- 3 When Jackson approached larger pet food companies to sell them his brand he was met with resistance from the Corner Office His plan was to supply the country with pet food but he needed to secure a loan from a big company
- 4 When he went to see the bank officer he was told that he would have to give up his clients and contracts for three months He felt like the executioner was standing behind him as he made the decision

The Vagrant Dan Rockwell,John David

Mann,2023-09-19 A modern parable for ambitious people on the relationship between success and self reflection from the coauthor of the acclaimed Go Giver series and a renowned authority on leadership Have you ever wondered If I could go back in time and talk to my twenty year old self what would I say In The Vagrant a brash young executive finds himself asking that exact question when his world is turned upside down From Dan Rockwell creator of the popular Leadership Freak blog and John David Mann coauthor of the award winning classic The Go Giver The Vagrant follows Bob a bright up and coming leader in the health care business who leads a team of forty at a large city hospital When he s called up to the seventh floor one fine

spring morning he fully expects a promotion in line with his C suite aspirations Instead he s fired Moments after losing his job Bob has a strange alleyway confrontation with a homeless man rambling about the four impediments of the Apocalypse To Bob his words are nothing but incoherent ranting but they soon prove eerily prophetic In the weeks that follow Bob loses everything he holds dear his apartment possessions reputation and health and ends up living on the street until chance leads him back to that same alley and he crosses paths with the strange man once again In this timeless eye opening tale of redemption Bob s tailspin journey through loss and catastrophic failure invites readers to examine the nature of genuine leadership and embark upon their own story of self discovery *The Game Changer* Chicke Fitzgerald,2017-08-01

The Game Changer is a business parable about innovation and business transformation wrapping time honored principles in an engaging fictional tale It reveals the narrative behind a technology company founded by a game changing CEO inventor that has reluctantly taken in funding and nearly misses the gift of being able to grow at a much faster pace He and his team initially feel the pressure of investor s quarter to quarter profit metrics but through a series of unusual and intertwined events they find their entrepreneurial spirit and energy ignited again They are empowered to change every area of the company providing value back to their investors and eventually to the public after their IPO Written for anyone interested in entrepreneurship innovation leadership and personal growth *The 100 Best Books for Work and Life* Todd

Sattersten,2025-10-07 You already know that books are a valuable resource for learning new skills and gaining better insights in all aspects of your life The challenge is sorting through the thousands of titles published each year and knowing if a particular book will help you 100 Best Books for Work and Life is the solution to that problem The selections in 100 Best Books were chosen by twenty year publishing veteran Todd Sattersten to help you with both personal and professional pursuits The twenty five chapters in 100 Best Books are organized by topic to make it easy to find the books that can help you right now And each review provides a comprehensive summary with valuable background information for how its teachings can help in all parts of your life 100 Best Books for Work and Life will help you cut through the clutter and discover the books that are worth your time and will enrich your life *It's Not About You* Bob Burg,John David Mann,2011-09-20

Please note that IT S NOT ABOUT YOU has been revised and republished with a new title THE GO GIVER LEADER ISBN

9780399562945 We encourage you to search for THE GO GIVER LEADER instead of the old edition **Self-help Messiah**

Steven Watts,2013-10-29 An illuminating biography of the man who taught Americans how to win friends and influence people Before Stephen Covey Oprah Winfrey and Malcolm Gladwell there was Dale Carnegie His book How to Win Friends and Influence People became a best seller worldwide and Life magazine named him one of the most important Americans of the twentieth century This is the first full scale biography of this influential figure Dale Carnegie was born in rural Missouri his father a poor farmer his mother a successful preacher To make ends meet he tried his hand at various sales jobs and his failure to convince his customers to buy what he had to offer eventually became the fuel behind his future glory Carnegie

quickly figured out that something was amiss in American education and in the ways businesspeople related to each other. What he discovered was as simple as it was profound: Understanding people's needs and desires is paramount in any successful enterprise. Carnegie conceived his book to help people learn to relate to one another and enrich their lives through effective communication. His success was extraordinary so hungry was 1920s America for a little psychological insight that was easy to apply to everyday affairs. Self-help Messiah tells the story of Carnegie's personal journey and how it gave rise to the movement of self-help and personal reinvention.

Another Door Opens Eleanor Tweddell, 2025-09-04 When a door closes in life, how do we navigate what happens next and unlock the opportunity it brings? Change happens to us all personally and professionally, sometimes when we least expect it, sometimes intentionally. Change can feel disorientating and daunting, but what if instead of seeing a closed door as an ending, we saw it as a beginning? Eleanor Tweddell brings her expertise as a sought-after change consultant to help you navigate the messiness of transition, be it redundancy, heartbreak, illness, or any unexpected detour life throws your way. Drawing from her five-step framework, she will help you embrace the space between one chapter ending and another beginning to spark ideas, identify opportunities, and start to move forward with clarity, purpose, and energy. *Another Door Opens* isn't just a guide to coping with change; it's a manifesto for moving through change boldly, turning fear into fuel and resistance into possibility.

Summary of Bob Burg's *The Go-Giver* by Milkyway Media
Milkyway Media, 2018-09-07 *The Go-Giver: A Little Story About a Powerful Business Idea* (2007) is an allegorical narrative that argues that individuals and businesses alike can prosper by practicing generosity. The book follows the fictional journey of an ambitious but underperforming employee, Joe, who turns to a wise and wealthy man for career advice when he realizes that he's in danger of not meeting his company's quarterly quota. Purchase this in-depth summary to learn more.

Unveiling the Power of Verbal Artistry: An Psychological Sojourn through **The Go Giver**

In some sort of inundated with monitors and the cacophony of instantaneous conversation, the profound energy and emotional resonance of verbal art usually disappear into obscurity, eclipsed by the constant assault of sound and distractions. However, located within the musical pages of **The Go Giver**, a captivating perform of fictional brilliance that pulses with organic thoughts, lies an remarkable trip waiting to be embarked upon. Written by way of a virtuoso wordsmith, that exciting opus instructions viewers on a psychological odyssey, gently exposing the latent potential and profound influence embedded within the complex internet of language. Within the heart-wrenching expanse of the evocative analysis, we shall embark upon an introspective exploration of the book is key styles, dissect its charming writing design, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

<http://www.frostbox.com/About/publication/Documents/spanish%202101%20lsu.pdf>

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