

Bob Burg Quotes

*People, Giving, Influence, Thinking, Keys, Determined, Want, Successful,
Games, Offers, Empathy, Way, Winning, Marketing, Echoes, Play, Values,
Moving, Firsts, Effort*

Internalize the Golden Rule of sales that says: All things being equal, people will do business with, and refer business to, those people they know, like and trust.

~Bob Burg

Networking is simply the cultivating of mutually beneficial, give and take, win-win relationships. It works best, however, when emphasizing the "give" part.

~Bob Burg

How far can you push a rope? Not very far. That's why true influencers don't push.

~Bob Burg

The most successful network marketers I know, the ones receiving tons of referrals and feeling truly happy about themselves, continually put the other person's needs ahead of their own.

~Bob Burg

When you sell on price, you are a commodity. When you sell on value, you are a resource.

~Bob Burg

When it comes to influence, TRUST is often the missing piece.

~Bob Burg

Play the Reverse gossip game. See how many nice things you can say behind someones back.

~Bob Burg

Your level of gratitude determines your level of happiness, as well as your potential for success. It's difficult to be happy without gratitude.

~Bob Burg

Your true value is determined by how much more you give in value than you take in payment.

~Bob Burg

The 8 key words that will move practically anyone to your side of the issue: 'If you can't do it, I'll definitely understand.'

~Bob Burg

The essence of influence is pull. It's an attraction. Great influencers attract people, to themselves, and to their ideas.

~Bob Burg

Selling - at its core - is not a business transaction. It is first and foremost the forging of a human connection.

~Bob Burg

Edify a person in advance for the positive traits you want him or her to have, and you'll find them making a concerted effort to live up to your praise.

~Bob Burg

The most valuable gift you have to offer is yourself.

~Bob Burg

Position yourself as a center of influence, the one who knows the movers and shakers. People will respond to that, and you'll soon become what you project.

~Bob Burg

The key to effective giving is to stay open to receiving.

~Bob Burg

Ultimate influence is the ability to get the results you want from others while helping them feel genuinely good about themselves.

~Bob Burg

It isn't just what you know, and it isn't just who you know. It's actually who you know, who knows you, and what you do for a living.

~Bob Burg

Nobody is going to buy from you because you have quota to meet. They are going to buy from you because they see the value in doing so.

~Bob Burg

Your income is determined by how many people you serve and how well you serve them.

~Bob Burg

Giving is not a strategy. It's a way of life.

~Bob Burg

Develop a reputation as a person who, rather than talking a good game, actually plays a good game.

~Bob Burg

Your compensation is directly proportional to how many lives you touch.

~Bob Burg

Truly successful individuals create both immediate and long-lasting influence attracting others to them.

~Bob Burg

Influence is the ability to move a person to a desired action.

~Bob Burg

Sometimes the most influential thing we can do is listen.

~Bob Burg

Great influencers attract others.

~Bob Burg

A frame is the foundation from which everything evolves.

~Bob Burg

Money is an echo of value.

~Bob Burg

Go looking for the best in people and you'll be amazed at how much talent, ingenuity, empathy and good you will find.

~Bob Burg

Your influence is determined by how abundantly you place other people's interests first.

~Bob Burg

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.

~Bob Burg

Money is an echo of value. It's the thunder to Value's Lightning.

~Bob Burg

It's not better to give than to receive. It's insane to try to give and not receive.

~Bob Burg

Living with generosity creates a swelling tide that raises all ships. Not just yours; not just the other person's; everyone's.

~Bob Burg

Unless you are able to influence the way others think and act, your chances for success are limited.

~Bob Burg

Does he or she know you, like you, and trust you? Does he want to see you succeed? Does she want to help you find new business? If so, then you have yourself a 'Personal Walking Ambassador.'

~Bob Burg

What you have to give, you offer least of all through what you say; in greater part through what you do; but in greatest part through who you are.

~Bob Burg

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