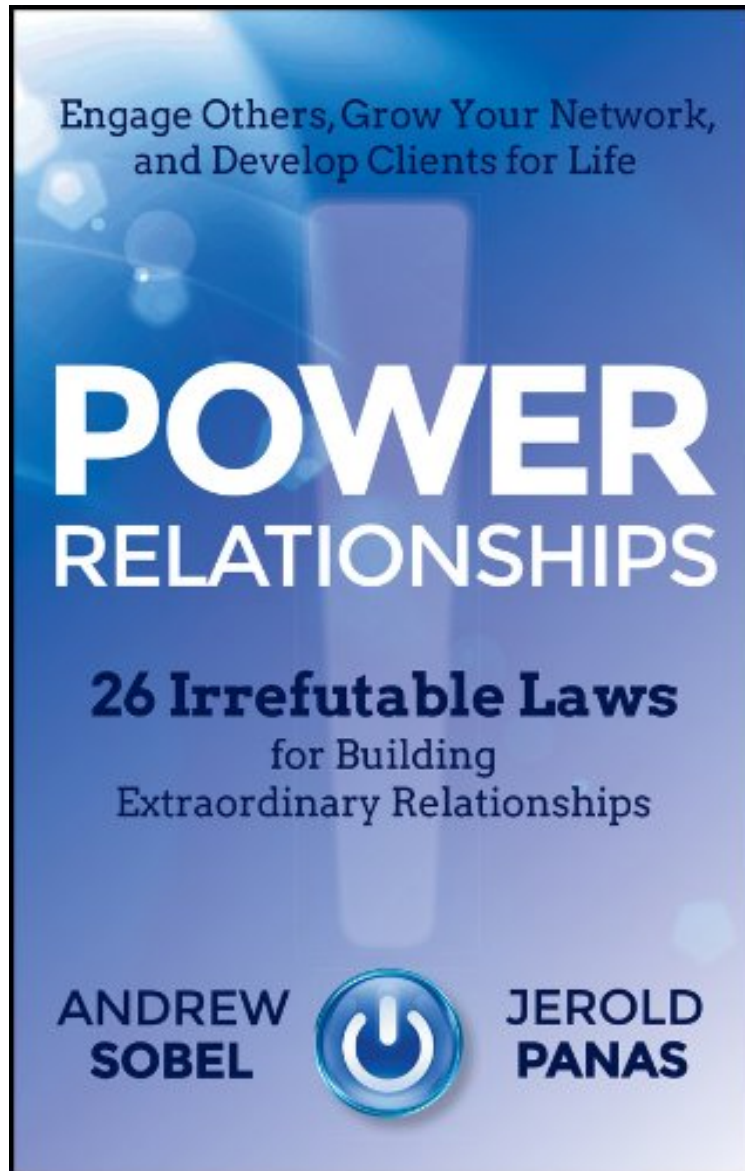


Power Relationships: 26 Irrefutable Laws for Building Extraordinary Relationships

Andrew Sobel, Jerold Panas
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Andrew Sobel, Jerold Panas : Power Relationships: 26 Irrefutable Laws for Building Extraordinary Relationships before purchasing it in order to gauge whether or not it would be worth my time, and all praised Power Relationships: 26 Irrefutable Laws for Building Extraordinary Relationships:

1 of 1 people found the following review helpful. This is a great book!By ArdraI purchased the audible and kindle editions of this book. It is easy to understand, much less so to implement, but the message, suggestions, and stories are

instructive, entertaining, and memorable. This is important stuff; I am into my second reading (and listening) because these "laws", as I've noticed when practiced, do help make my relationships much more enjoyable and productive. The only thing that I found as a distraction is the fact that the authors tend to tell the reader that so-and-so is African American. I found this distracting because in each instance, that fact had no bearing on the message. The authors never said so-and-so is a White American, or so-and-so is a Mexican American. I think, if it has no bearing on the overall message, speaking to a person's race adds no value. (In my case, it took away value because then I had to figure out why race was important to mention in the first place.) Otherwise, I highly recommend the book for those who want more "agreeability" in their relationships! (Kudos to the authors for this effort!) 1 of 1 people found the following review helpful. This book should be read by every human being! By LV2KEEPFITI couldn't put this book down! It made me laugh, cry, sad happy! It is a book not just for business but also for personal enrichment! I consider myself "spiritual" and "not religious"; but when I read Chapter 23 (To Die For); it touches my heart soul!! Chapter 26 (A Pebble in a Pond) also affects confirms my belief in helping others whenever you can. Get this book and read it. It will enrich your life! 0 of 0 people found the following review helpful. Great book By Len This is a great read. It is very straightforward and easy to apply. The short chapters filled with stories and examples make the book move along smoothly.

The Relationship Laws that Drive Success There are powerful but invisible laws that determine whether your relationships—with your clients, colleagues, and friends—will thrive or wither. These relationship laws are ever-present. When you align with them, the results are dramatic. Your network will grow rapidly. You'll be seen by clients as a trusted partner rather than an expense to be managed. And you'll find the people around you eager to help you succeed. When you ignore the laws, however, your efforts will falter. Relationship building will seem like very hard work. *Power Relationships* gives readers a unique, entertaining guide to relationship success at work and in life. Each of the 26 laws is illustrated and explained using a compelling, real-life story that shows how to implement it. The second section of the book presents 16 common relationship challenges with specific solutions. You'll read about: The top Citigroup executive whose relationship with a CEO was changed forever on a business trip that exploded into chaos, and how you can use the same principle to deepen your own relationships. The philanthropist who, on the verge of being mugged in a dark parking lot, learns how his actions have had an unimaginable ripple effect across several generations. How one of the authors flew halfway around the world and used Law 18—“Make them curious”—to turn a make-or-break, five-minute meeting with a top executive into a long-term relationship. The chance encounter on an airplane with a famous actor that revealed a simple but profound truth. It's Law 25: “Build your network before you need it.” Sobel (author of *Clients for Life*, *All for One*, and *Power Questions* (with Panas)) and Panas (author of *Asking* and *Supremely Successful Selling*) have sold over half a million books and are the leading authorities in their field. *Power Relationships* is a unique, road-tested guide to relationship success.

From the Inside Flap *The Relationship Laws That Drive Success* There are powerful Laws that determine whether your relationships—with your clients, colleagues, family, and friends—thrive or wither. These relationship Laws are ever-present. When you align with them, the results are dramatic. Your network will grow rapidly. You'll be seen by clients as a trusted partner rather than an expense to be managed. Your personal relationships will flourish. And you will find people around you eager to help you succeed. When you ignore the Laws, however, it's like going against the grain. Your efforts will falter. Relationship building will seem like very hard work—even fruitless. *Power Relationships* gives readers a unique, entertaining guide to relationship success at work and in life. Each of the 26 Laws is illustrated and explained using a compelling, real-life story that shows how to implement it. The second section of the book presents sixteen common relationship challenges with specific solutions. You'll read about: The top Citigroup executive whose relationship with a CEO was changed forever on a business trip that exploded into chaos, and how you can use the resulting Law to deepen your own relationships. The philanthropist who, on the verge of being mugged in a dark parking lot, learns how his actions have had an unimaginable ripple effect across several generations. How one of the authors flew halfway around the world and used Law 18—“Make them curious”—to turn a make-or-break, five-minute meeting with a top executive into a long-term relationship. The chance encounter with a famous actor that revealed a simple but profound truth. It's Law 25: Build your network before you need it. In *Power Relationships*, you'll meet famous entrepreneurs, corporate leaders, philanthropists, and an array of everyday people. Each of them teaches you something extraordinary about how to build the enduring, fulfilling relationships that help you succeed. Download your free *Power Relationships Planning Guide* at andrewsobel.com or panaslinzy.com **From the Back Cover** Praise for *Power Relationships* "Relationships come about in different ways: adversity, kindness, luck, planning, and humility can all play their part. Andrew and Jerry—in their inimitable style and with the credibility of experts in the field—illustrate practically and amusingly how relationships are created that are lasting and mutually beneficial." —Sir Win Bischoff, Chairman, Lloyds Banking Group "Power Relationships provides the perfect advice and examples on how to build relationships that truly work.

It's an enjoyable read that will produce real results. I hope every person in Grant Thornton throughout the world reads the book, and that our competitors do not." mdash;Ed Nusbaum, Global CEO, Grant Thornton International "Jerry and Andrew have written a book that unlocks the secret of relationship building. Relationships govern our personal world and everything we do. It is the zest in our lifemdash;with our family, colleagues, and clients. Power Relationships is the best-written book on the subject. I want all of our staff and employees to have a copy." mdash;Mark Cummings, President and CEO, ScotiaLife Financial "I wish everyone could read Power Relationships. It would be a better world. This book leads the way. It proves to me that if business is based only on monetary gain, you will not solve an issue without a fight. Read Power Relationships for the answer." mdash;Alan Hassenfeld, Former CEO and Chairman of the Board, Hasbro, Inc. "Sobel and Panas have added real substance to the basic truth that success in life depends on relationships between people. One cannot hope to excel in sales, supervision, service, or personal growth without sensitivity to the twenty-six tenets that the authors identify and explain persuasively. The many short stories that illustrate the main points in this volume are a delight to read." mdash;Richard Ekman, PhD, President, Council of Independent Colleges "If you believe your business should be all about the client, you'll find Power Relationships a truly powerful book. It clearly shows how to create win-wins with your most important clients and prospects." mdash;Francesco Vanni d'Archirafi, CEO, Citi Holdings, Citigroup

About the Author ANDREW SOBEL is the leading authority on client relationships and the skills and strategies required to earn enduring client loyalty. Andrew is the coauthor, with Jerold Panas, of the bestselling Power Questions (Wiley) as well as seven other acclaimed books on building clients for life. He has been featured in the Harvard Business Review, the New York Times, and USA Today. His clients include senior executives at leading companies such as Citigroup, Ernst Young, Cognizant, and Booz Allen Hamilton. AndrewSobel.com

JEROLD PANAS is the world's leading consultant in philanthropy and the CEO of Jerold Panas, Linzy Partners, the largest consulting firm in the world for advising nonprofit organizations and foundations on fundraising. Jerry is the author of fourteen bestselling books on fundraising and nonprofit management. He works directly with CEOs, boards, and development professionals around the world. JeroldPanas.com