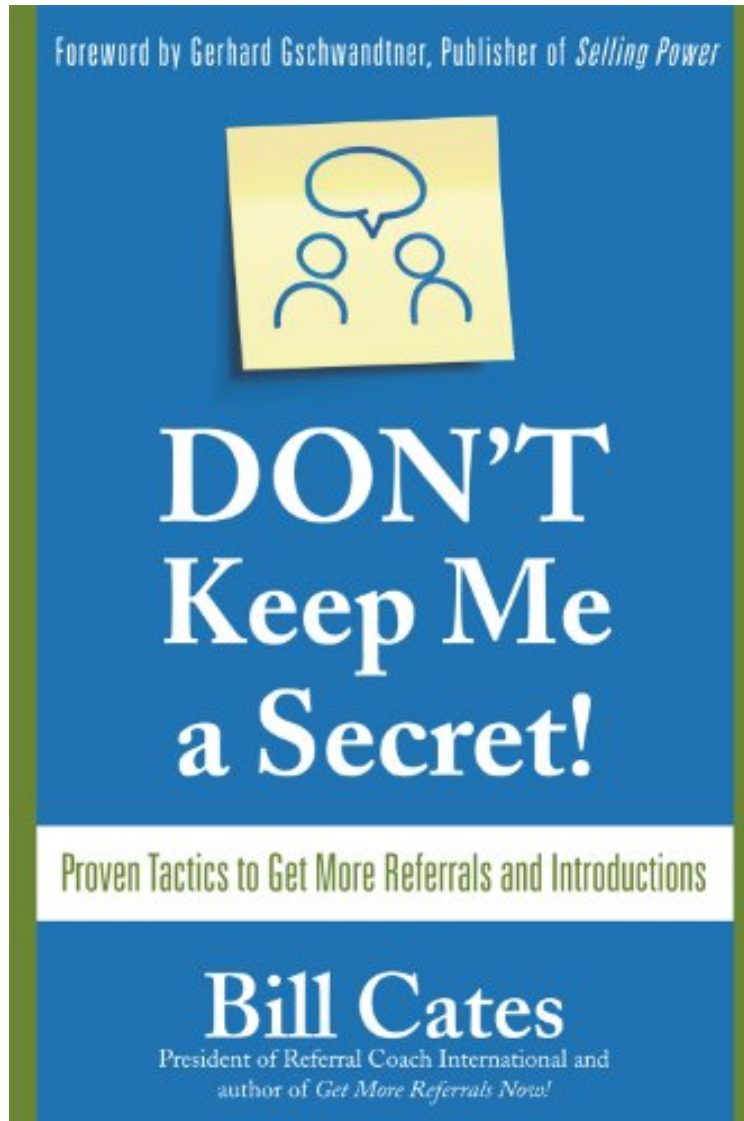


Don't Keep Me A Secret: Proven Tactics to Get Referrals and Introductions

Bill Cates

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new book *Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients*. The new book is far more complete, and is really a very updated version of *Get Referrals Now!* So, even though this isn't a bad book, it's a very superficial read. For the real in depth information, buy *Beyond Referrals: How to Use the Perpetual Revenue System to Convert Referrals into High-Value Clients*, also by Bill Cates. 2 of 2 people found the following review helpful. I LOVE the original book, "Get More Referrals Now," but this one seems of lower value. By Joel If you are looking for a good book on generating referrals, I'd suggest going with Bill Cates' other book, "Get More Referrals Now." If you already have that one and just want a complementary book (like me), I don't think it's a waste of money, but I don't think it's necessarily a huge benefit. 0 of 0 people found the following review helpful. Best Book I have read on getting referrals. By Terry M. Kaltenbach This book is an excellent practical guide on how to become more successful at obtaining quality referrals. I like the many and varied methods of generating the right kind of referrals.

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About the Author Bill Cates is the president of Referral Coach International, creator of The Unlimited Referrals Marketing System, and a well-known author, speaker, and consultant. For more information, visit his Web site at ReferralCoach.com.