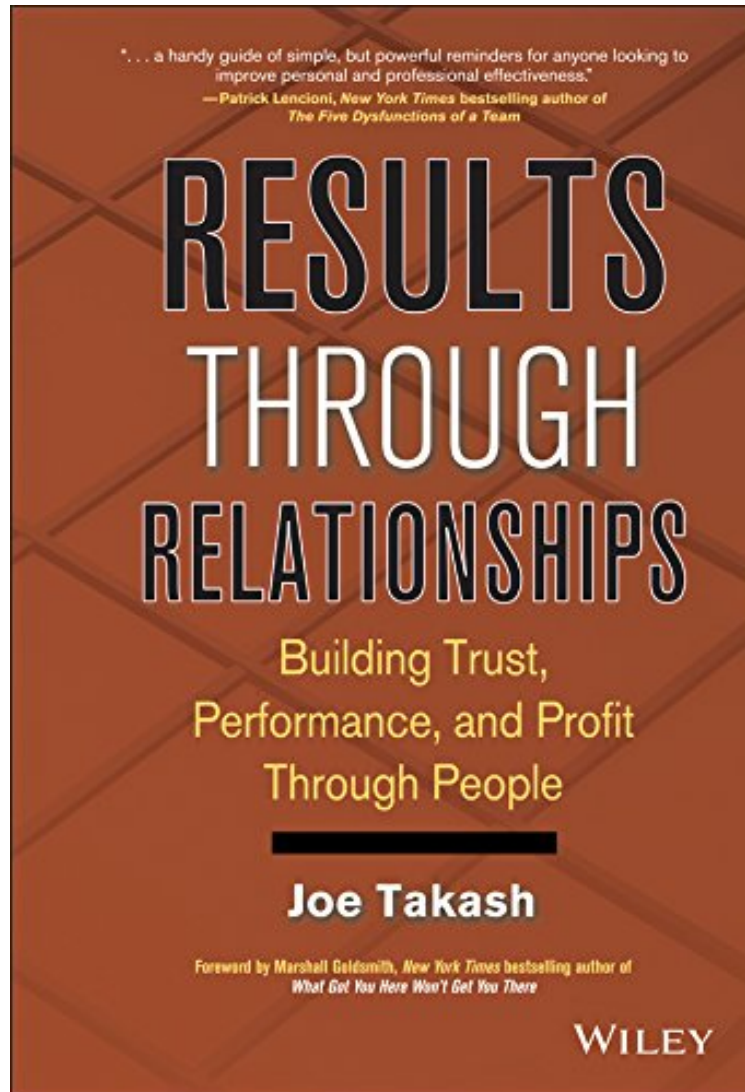


[Library ebook] Results Through Relationships: Building Trust, Performance, and Profit Through People

Results Through Relationships: Building Trust, Performance, and Profit Through People

Joe Takash

ebooks / Download PDF / *ePub / DOC / audiobook



[Download](#)

[Read Online](#)

#1470798 in eBooks 2008-09-25 2008-09-25 File Name: B001JKV8RE | File size: 42.Mb

Joe Takash : Results Through Relationships: Building Trust, Performance, and Profit Through People before purchasing it in order to gage whether or not it would be worth my time, and all praised Results Through Relationships: Building Trust, Performance, and Profit Through People:

1 of 1 people found the following review helpful. honest feedback drives positive resultsBy trumpsterfanTakash communicates well the importance of relationships - and the recipe for building them. While I have used some of his ingredients over my 35-plus years in business, I found his book to provide refreshing anecdotes and useful guidelines for anyone - from entry level employees to CEOs - to improve their stroke in building productive,trustworthy

relationships. I particularly resonated with Chapter Five, "Make Gratitude a Habit." Expressing sincere thanks in a personal, thoughtful manner is a powerful relationship builder, and Takash reminds us, by its very nature, providing honest feedback via expressing gratitude can drive positive results. Yet there are good ways and bad ways to express gratitude, and Takash navigates the reader through a useful set of do's and don'ts. I also found Chapter Six, "Become an Exceptional Listener," wisely instructional. Takash leads us to conclude that becoming an exceptional listener is not a one-up achievement...but rather a continuous process...one that is difficult to do consistently because each listening situation has its own unique context of distractions. In this Chapter, he presents a "Self Audit" section, which includes a set of concise guidelines (that should be revisited frequently) for staying on track to become an exceptional listener. I would recommend this book to anyone wishing to build productive, trustworthy relationships. I could see this tome sending a clear message when used as a handout to each employee as he/she is hired...or passed out to all employees at some appropriate company gathering during the year. Results Through Relationships: Building Trust, Performance, and Profit Through People 0 of 0 people found the following review helpful. Five Stars By Customer The book was easy to follow and the recommendations seem that they will be easy to implement. 1 of 1 people found the following review helpful. Great book! By Beau Ingledue Results Through Relationships combines thought provoking concepts with practical techniques. While reading this book it becomes increasingly apparent that relationships are the foundation for both personal and business success. This knowledge leads to the desire to improve the skills necessary to forge genuine bonds and Joe Takash provides several specific actions for honing these skills. To assist in explanation, Joe has masterfully woven specific examples throughout the book, giving further substance to the ideas he so passionately writes of. I recommend this book for anyone looking to competently take their business and personal relationships to the next level. Very few books make it to my "read annually" list, this became one of them.

A career guide to more significant business results in a shorter period of time Results Through Relationships shows professionals how to establish break-through relationships with new prospects and their existing networks, including colleagues, bosses, customers, clients, vendors, and others. Many people assume that only new contacts will help them achieve their goals, but in reality, many breakthroughs happen within existing networks. This handy career guide focuses on the bottom-line behaviors that expedite trust, improve workplace performance, and increase profit. Author Joe Takash presents a nine-step process that anyone can master, and his formula proves that we're all in the relationship business first.

From the Inside Flap What are simple tools to motivate performance and retain good talent? Do you know how to expedite trust with clients? How are you at remembering people's names? How well do you manage upward? Do you really believe you're an exceptional listener? Sometimes, doing good business depends on knowing the right people. When you network, you forge connections with colleagues and associates that can help you accomplish more and climb the professional ladder. But there's much more to successful business relationships than just basic networking. Getting better business results faster begins with your ability to develop breakthrough relationships--and that means going far beyond surface networking. It requires self-knowledge and applying the right behaviors that lead to better business outcomes. Results Through Relationships shows you how to transition from one-dimensional business relationships to multidimensional foundations with a wide variety of people. Joe Takash puts a hard line on soft skills with a myopic focus on business results and personal success. Using his proven nine-step process, Takash shows you how you can build stronger, more profitable relationships with colleagues, bosses, customers, clients, and vendors, no matter what position or organizational level you occupy. This handy business guide will help CEOs apply simple behaviors that have a profound impact on the performance of executives. It shows sales managers and business owners how to influence company business by springboarding existing relationships. And it shows new employees and mid-level managers how to better steer their career upward through the management ranks. This book crosses hierarchical organizational boundaries and helps break down the walls between colleagues to establish reciprocal benefits. No matter what business you're in, we're all in the relationship business first and foremost. Results Through Relationships is a powerful go-to resource loaded with behaviors that flat-out work and will take you to the next level of personal success. From the Back Cover Praise for Results Through Relationships "Joe Takash has combined two of the most important words in business: results and relationships. If you are looking for a path that will lead you to faster and more certain success, this book is a must-own, must-read, and must-implement--as fast as you can." --Jeffrey Gitomer author, Little Red Book of Selling "Results Through Relationships provides the sensitivity and secrets to forging great client and customer rapport. If there's such a thing as 'return on relationships,' or ROR, Joe Takash has provided the royal road to pursuing it. And, what do you know, he establishes a great relationship with the reader as this fascinating book demonstrates how to gain profit from the people who are right in front of you every day." --Alan Weiss, PhD author, Million Dollar Consulting "Joe Takash has provided the people in our company with motivational, management, and leadership insights for the past ten years. The speaking and training that Joe provides is engaging and offers practical advice on building the relationship skills we need to be successful." --Peter Davoren President and CEO, Turner Construction Company "Results Through Relationships crystallizes

how business success is most significantly reflected by your ability to build and cultivate human capital. In disarming fashion, Joe Takash humbles and inspires you with behavioral insights that lead to better, faster business outcomes. This is a must-read for existing and aspiring leaders continually seeking that next level of success." mdash;Tom Leppert Mayor, City of Dallas "Joe Takash comes as close as it gets to creating a practical scientific formula for gaining greater results through interactions with others. This proof-through-action career guide both eliminates excuses and equips the reader with an arsenal of tools to motivate individual and team performance at a very high level." mdash;Michael Viollt President, Robert Morris College

About the Author Joe Takash is a renowned professional speaker and business consultant. As President of Victory Consulting in Chicago, he has delivered more than 3,000 speeches throughout the country, and has been quoted in or had his articles published in such outlets as "Selling Power" magazine, "Investor's Business Daily," MSNBC.com, "Crain's New York Business," "Entrepreneur" magazine, and "CareerBuilder." His clients include such Fortune 100 corporations as General Motors, American Express, and AIG.