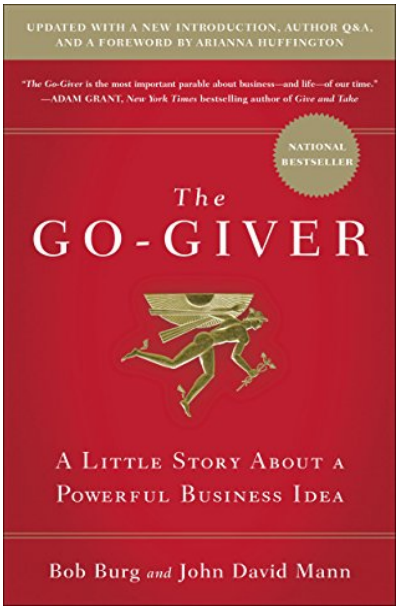
The Go Giver Book Summary (PDF) by Bob Burg and John David Mann

Ready to learn the most important takeaways from The Go Giver in less than two minutes? Keep reading!



Why This Book Matters:

The Go Giver allows readers to understand better how putting the interest of others first is the key to success.

The Big Takeaways:

1. **Share what you get out of life with everyone.**
    1. If If we are always trying to achieve success solely for our benefit, failure is closer than it may seem.
2. **For every person that steps foot into your business, ensure they leave with something added to their life.**
    1. To run a successful business, you must start by considering the customer and how you can enhance their lives.
3. **Success is defined by how many hearts you influence.**

    1. When you create something that helps others, regardless of the way it helps, you are on your way to success.
4. **Consider others first.**
    1. When it comes to reaching your own goals, the impact you have on others will be the first indicator of success.
5. **Your business must represent your true self.**
    1. If your business is trying to be helpful for the sake of publicity or a good reputation, it will show. Only those who are authentic in their interest in helping others will maintain success.

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