



## It's Not Just Who You Know: Transform Your Life (and Your Organization) by Turning Colleagues and Contacts into Lasting, Genuine Relationships (Hardback)

By Tommy Spaulding

Broadway Books (A Division of Bantam Doubleday Dell Publishing Group Inc), United States, 2010. Hardback. Book Condition: New. 211 x 147 mm. Language: English . Brand New Book. In *It's Not Just Who You Know*, Tommy Spaulding--the former CEO of Up With People--has written the new *How to Win Friends and Influence People* for the twenty-first century. Success--in business and in life--is all about relationships. In this powerful guide to reaching out to others, Spaulding takes Dale Carnegie's classic philosophy to the next level--how to create lasting relationships that go well beyond mere superficial contacts and second floor relationships. Tommy Spaulding learned at a very young age that he was not destined to be an academic star. He may have gotten a 4.0, but only if he added his high school and college GPAs together. The reason he found academics so challenging, he discovered later, is that Tommy is dyslexic. But his dyslexia didn't hold him back--in fact, it helped him to develop the talents he did have. For Tommy is a natural leader; he realized early on that he had a unique ability to connect with others, whatever their age or background. As a teenager, he...



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