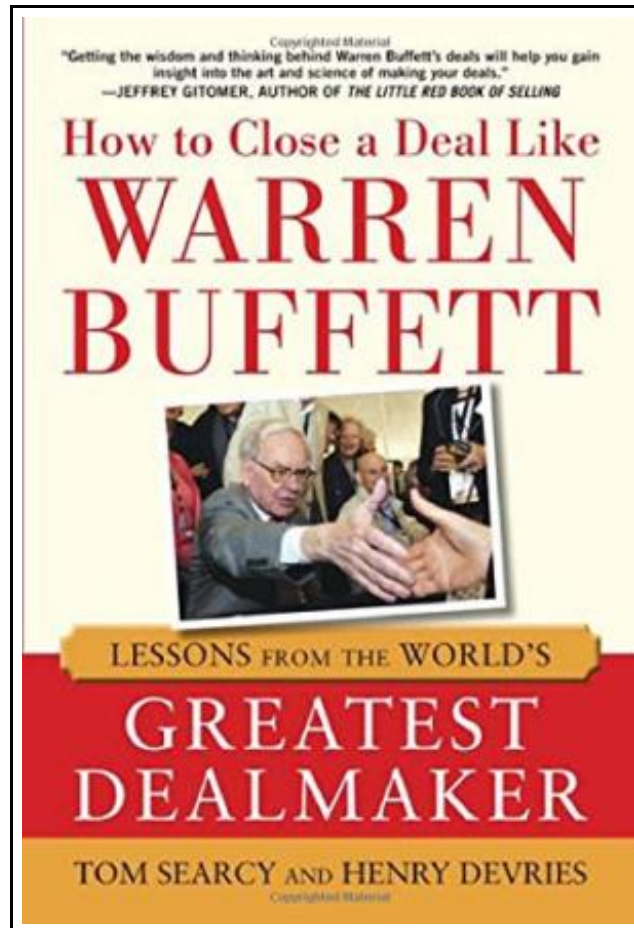


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HOW TO CLOSE A DEAL LIKE WARREN BUFFETT: LESSONS FROM THE WORLD'S GREATEST DEALMAKER



McGraw-Hill Education - Europe. Hardback. Book Condition: new. BRAND NEW, How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker, Tom Searcy, Henry DeVries, Silver Winner - Tops Sales World's Best Sales and Marketing Book. Revealed: the winning blueprint for making deals like The Oracle of Omaha. Warren Buffett didn't become the world's third wealthiest individual on his investing instincts alone. Buffett is a master dealmaker. In fact, one of his greatest single successes came when he closed multiple deals to own 100 percent of the Government Employees Insurance Company - also known as GEICO. Highly successful dealmakers themselves, Tom Searcy and Henry DeVries have been studying Buffett's unique approach for many years. Now, they reveal the secrets of the Oracle of Omaha. "How to Close a Deal Like Warren Buffett" gives you the 101 top deal-making maxims of a legend in his own time. Here's just a small sampling of what's inside: Warren Way numbered 22: Choose quality. "It's better to own a portion of the Hope diamond than 100 percent of a rhinestone". Warren Way numbered 41: Deal making is a no-called-strikegame. "You don't have to swing at everything--you can wait for your pitch". Warren Way numbered 75. Think long term. "Our favorite holding period is forever". Warren Way numbered 92. Don't do deals just to do deals. "We don't get paid for activity, just for being right". Warren Way numbered 98. Think for yourself. "My idea of a group decision is to look in the mirror". Warren Way numbered 99. Be honest in your deal making. "It takes 20 years to build a reputation and five minutes to ruin it". Searcy and DeVries round it all out with an abundance of their own expertise - approaches that, added up, have generated billions of...



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