



Summary: What Clients Love - Harry Beckwith: A Field Guide to Growing Your Business

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Complete summary of Harry Beckwith's book: "What Clients Love: A Field Guide to Growing Your Business".

This summary of the ideas from Harry Beckwith's book "What Clients Love" answers a fundamental question: "How do you grow your business today and continue to be an ongoing success in the future?" In his book, the author explains that having technical competence in what you do is essential for this, but you also need to build and maintain strong customer relationships. This summary reveals the five key building blocks of good customer relationships that you should learn and apply in order to grow your business.

Added-value of this summary:

- Save time
- Understand key concepts
- Expand your business knowledge

To learn more, read "What Clients Love" and discover the key to building strong customer relationships and ensuring the future success of your business.

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