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Hug Your Customers The Proven

I adored Hug Your Customers: The Proven Way to Personalize Sales and Achieve Astounding Results by Jack Mitchell. The fact is, I can't remember the last time I got so excited about the potential applications for my industry - nonprofit fundraising. Mitchell owns a high end clothing store in

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Westport, Connecticut.

The Proven Way
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nonprofit fundraising.
Mitchell owns a high
end clothing store in
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"Hug Your People: The
Proven Way To Hire,
Inspire, And Recognize
Your Employees And
Achieve Remarkable
Results" Jack explains
how simple ideas, put
into practice, will let

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your employees know
how much you value
them.
The Proven Way
To Personalize

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Amazon.com: Hug Your Customers: STILL The Proven Way to ...

The Hardcover of the Hug Your Customers: STILL The Proven Way to Personalize Sales and Achieve

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Astounding Results by
Jack Mitchell at Barnes
& Noble.

Hug Your Customers: STILL The Proven Way to Personalize ...

Hug Your Customers,
written by Connecticut-
based clothing maven
Jack Mitchell, of
Mitchells/Richards,
purports to teach
readers a "hugging"
system that values
going the extra mile for

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clients through various
initiatives, responses
and sales tactics. To
start with, this is a
book that will only
really apply if you're in
the retail sector.

**Hug Your Jack
Customers: STILL
The Proven Way to
Personalize ...**

And their awesome,
24/7 attention to it,
inspired Jack s first
best-selling book: Hug
Your Customer. So, his

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newest tour de force, Selling The Hug Your Customers Way is a brilliant extension of how the Mitchells turn their customer hugging and more, into one of the most powerful selling formulas in retailing today. Jack lays out five enlightened stages of the selling process (plus the last hug -one for good measure), that motivate and inspire their customers

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and allows them to
buy.

**Selling the Hug Your
Customers Way: The
Proven Process for**

Complete with
anecdotes that
exemplify outstanding
customer service, Hug
Your Customers shows
how any business can
adapt this hugging
philosophy to attract
great staff, lower
marketing costs, and

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maintain higher gross
margins and long-term
revenues.

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"Hug Your People is the
perfect sequel to Hug
Your Customers. Good
customer service starts
with happy employees,
and Jack Mitchell
knows it!" Arthur
Levitt, Jr., author of
Take on the Street,

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former chairman, SEC,
present friend and
customer of Mitchells
"Hug Your People must
be a 'must read' if Jack
Mitchell authored it. He
knows more about ...

**Hug Your People:
The Proven Way to
Hire, Inspire, and ...**

"Hug Your Customers"
put to the test all
common strategies for
increasing profits and
serves many new
methods on a silver

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plate that are seldom
used.

**Hug Your Customers
PDF Summary - Jack
Mitchell | 12min Blog**

"Hug Your Customers:
The Proven Way To
Personalize Sales And
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Results" by Jack
Mitchell is a great book
for entrepreneurs who
operate service
businesses and,
especially, for business
owners who operate

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retail operations. Jack
Mitchell is co-owner
and CEO of
Mitchells/Richards, the
upper-end clothing
retailer.

**Hug Your
Customers: The
Proven Way to...
book by Jack
Mitchell**

"Selling The Hug Your
Customers Way: The
Proven Process for
Becoming a Passionate
and Successful

Where To Download Hug Your Customers Salesperson for Life."

In these three great business books, Jack Mitchell shares the secrets of developing and maintaining loyalty from both your customers and employees and tells you how to sell anything, both in business and in life. Jack reveals the "personalization with people" philosophy behind the culture that has won Mitchell Stores

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a reputation for
nurturing the
The Proven Way
employee/customer ...

**Jack Mitchell | The
Books | Inspirational
& Motivational
Books**

Hug Your People: The
Proven Way to Hire,
Inspire, and Recognize
Your Employees and
Achieve Remarkable
Results. "Hugging" is
Jack's metaphor for
bringing humanity back
into the workplace, not

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necessarily through touch but by getting to know, pay attention to and being curious about those we do business with by taking the time to learn what matters to them.

Results Jack

**Jack Mitchell | Hug
Your People |
Motivational ...**

Hug Your Customers:
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Personalize Sales and
Achieve Astounding
Results (Hardcover)

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Published June 11th
2003 by Hachette
Books. Hardcover, 304
pages.

**Editions of Hug Your
Customers: STILL
The Proven Way to
... Results Jack**

Hug Your Customers
(2003) is based on the
author's five decades
of experience in
crafting the perfect
customer-centered
business. "Hugging"
your customers is

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Results Jack
Mitchell

about catering to their every need and organizing your entire company around them. Establishing a hugging culture is the most effective way to achieve financial success and keep your customers happy.

**Hug Your Customers
by Jack Mitchell -
Blinkist**

Hugging your customers, he says, has nothing to do with

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being touchy-feely
around them and
The Proven Way
to Personalize
everything to do with
offering them over-the-
top service. For
Sales And
Mitchell, that means
literally offering a...

Astounding
Nonfiction Book
Review: HUG YOUR
CUSTOMERS: The
Proven Way ...

Filled with accessible
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studies, and tips any
businessperson can
use for any business,

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advice, personal case

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