



## How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker (Business Books)

By Tom Searcy, Henry DeVries

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"It's better to own a portion of the Hope diamond than 100 percent of a rhinestone."

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**Warren Way #75. Think long term.**

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**Warren Way #92. Don't do deals just to do deals.**

"We don't get paid for activity, just for being right."

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"My idea of a group decision is to look in the mirror."

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"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 dollars in new sales.

Take the advice in this hands-on guide and learn *How to Close a Deal Like Warren Buffett*.

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"This is the first book we've read that truly explains how Buffett thinks and how his lessons can be applied to your business." -- Neil Senturia and Barbara Bry, serial entrepreneurs and entrepreneurship columnists for U-T San Diego

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About the Author

**Tom Searcy** is the founder of Hunt Big Sales, a fast-growth consultancy and thought leadership organization. Tom is the author of *RFPs Suck!* and coauthor of *Whale Hunting: How to Land Big Sales and Transform Your Company*.

**Henry J. DeVries** is assistant dean of continuing education at the University of California, San Diego. Each year he teaches thousands of business owners and executives how to grow their businesses and advance their careers. Henry is coauthor of *Self-Marketing Secrets*, *Pain Killer Marketing*, and *Closing America's Job Gap*.

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