



Words That Win: What to Say to Get What You Want

Don Gabor

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"America's small-talk expert," Don Gabor, can help anyone who has ever struggled for the right words to assert themselves and get what they want-from a better deal at work to a better table at a restaurant. Words that Win shows readers how to "let someone else have your way" with such smart, specific techniques as:

- € 5 secrets to sharpen one's speaking style
- € 20 methods to be more charismatic
- € 5 rules to win an argument-and 8 mistakes to avoid
- € 10 polite ways to say "no"
- € 7 strategies to strengthen relationships
- € 9 tips for getting better service

Included are practical tips on how to:

- € Impress the boss and advance your career
- € Get along with difficult co-workers and clients
- € Close more sales and make more money
- € Return an unsatisfactory product or restaurant meal
- € Ask for a date and know what to talk about
- € Get to know neighbors and make friends
- € Build better business, social, and personal relationships

Now anyone can send the right message-by using *Words that Win*.



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Donald Hidalgo:

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