



## It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone

By Robin Dreeke

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### It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone By Robin Dreeke

Despite the age-old saying, individuals everywhere still have a hard time realizing that it's not all about them. Robin Dreeke uses his research and years of work in the field of interpersonal relations and behavior to help readers focus on building relationships with others in "It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone". Dreeke has used the techniques listed in "It's Not All About Me" with skilled professionals within the law enforcement community as well as with sales professionals, educators and individuals across the country and world. He knows the information provided will apply to business professionals of all sectors, those just entering the workforce and those leading companies. "It's Not All About Me" offers readers a look into the human mind, explaining how it really works. From reading body language to massaging egos in order to learn more information, Dreeke provides techniques he's tested and mastered when it comes to building rapport with others. In some aspects, Dreeke's "It's Not All About Me" is about the individual and his wants, goals, desires and dreams. The 10 techniques covered in this guide will help readers achieve their goals by treating others well and placing communal wants and needs above individual ones. Dreeke believes the short and simple nature of his guide to building rapport makes the points easy to understand and adapt to one's life. \*\* Warning, the content of this book is so effective that the reader should think carefully about how it is used. Dreeke does not endorse or condone the malicious use of these skills. \*\*

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**It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone** By Robin Dreeke Bibliography

- Sales Rank: #64970 in Books
- Brand: Brand: Robin K. Dreeke
- Published on: 2011-11-01
- Original language: English
- Number of items: 1
- Dimensions: 7.81" h x .23" w x 5.06" l, .24 pounds
- Binding: Paperback
- 102 pages

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### **Editorial Review**

#### **About the Author**

Although Robin always had aspired to become a great leader, he realized from his time at the United States Naval Academy and in the United States Marine Corps that leadership was much more than just telling people what to do: a great leader uses interpersonal skills to influence, rather than command, others. As a commander in charge of over 200 recruits and 16 drill instructors at Parris Island, South Carolina, Robin learned the fundamentals of leadership and influence. Upon entering service in the FBI in 1997, Robin began his journey as a behaviorist in the agency's efforts to thwart the effort of our country's adversaries. Throughout his life, Robin has received advanced training and experience in the area of social psychology and the practical application of the science behind relationship development. Robin's remarkable journey began as a 1992 graduate of the United States Naval Academy and former U. S. Marine Corps Officer. He has studied interpersonal relations for the past 27 years of his government service. Through observations of nonverbal behavior, use of the Personal Discernment Inventory, the Myers Briggs Type Indicator, and his own unique techniques, Robin has built highly effective tools for all aspects and stages of interpersonal communication. Robin has combined all these tools and techniques and created a one-of-a-kind formula for success with people. Today, Robin is a recognized expert, author, and gifted lecturer in the art of interpersonal communication. These skills are used every day in leadership, sales, human resources, and all relationships, both business and personal.

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##### **Richard Martinez:**

Here thing why that It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone are different and trusted to be yours. First of all reading through a book is good but it really depends in the content of it which is the content is as yummy as food or not. It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone giving you information deeper including different ways, you can find any e-book out there but there is no e-book that similar with It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone. It gives you thrill examining journey, its open up your current eyes about the thing that will happened in the world which is probably can be happened around you. It is possible to bring everywhere like in park, café, or even in your method home by train. Should you be having difficulties in bringing the imprinted book maybe the form of It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone in e-book can be your alternative.

##### **Debra Davis:**

The feeling that you get from It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone will be the more deep you searching the information that hide into the words the more you get interested in reading it. It does not mean that this book is hard to recognise but It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone giving you excitement feeling of reading. The

writer conveys their point in a number of way that can be understood by means of anyone who read the item because the author of this guide is well-known enough. That book also makes your own personal vocabulary increase well. Therefore it is easy to understand then can go together with you, both in printed or e-book style are available. We recommend you for having that It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone instantly.

**Alex Jose:**

The book untitled It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone contain a lot of information on the item. The writer explains her idea with easy way. The language is very clear and understandable all the people, so do not necessarily worry, you can easy to read the idea. The book was authored by famous author. The author provides you in the new era of literary works. You can easily read this book because you can read on your smart phone, or gadget, so you can read the book with anywhere and anytime. In a situation you wish to purchase the e-book, you can available their official website in addition to order it. Have a nice study.

**Shirley Vega:**

On this era which is the greater man or who has ability to do something more are more valuable than other. Do you want to become one among it? It is just simple solution to have that. What you have to do is just spending your time not much but quite enough to have a look at some books. One of several books in the top listing in your reading list is actually It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone. This book that is certainly qualified as The Hungry Mountains can get you closer in growing to be precious person. By looking up and review this publication you can get many advantages.

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