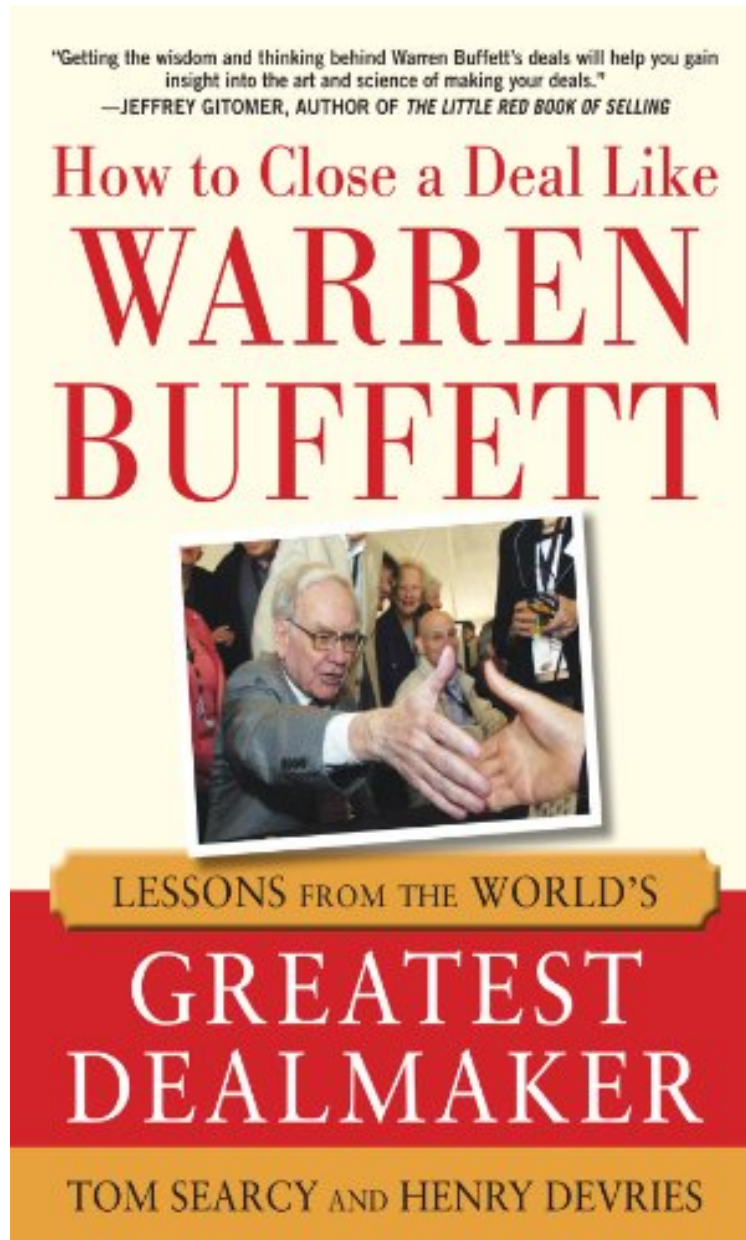


## How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker

*Tom Searcy, Henry DeVries*

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**Tom Searcy, Henry DeVries : How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker** before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Close a Deal Like Warren Buffett: Lessons from the World's Greatest Dealmaker:

0 of 0 people found the following review helpful. Good reading  
By alessandro Overall good book. Many quotes from the Warren Buffett's philosophy. In regards to deal making, some things are really from the Warren Buffett experience, others are from the author's. Good to read and have an idea about the how-tos of deal making.  
7 of 8 people found the following review helpful. Warren Buffet's name used only to sell book  
By Donald Nathan Brown I bought this book thinking it would have more insights into Warren Buffet's tactics for deal closing. Although it repeatedly quotes Warren Buffet's Ways (or famous statements he's made which are readily found on the internet) there is no indication the tactics described in the book are Warren Buffet's. They appear to be those of the authors. I have a business of about 10 employees and was looking for some good tips but all the information is for companies probably in the range of 100 employees + and who are focused on mergers and acquisitions. If that's the size of your business I can see that this book would be valuable. I came away from reading the book with very little new knowledge for myself as a small business owner.  
24 of 27 people found the following review helpful. Did not live up to expectation and other reviews  
By I. Chudov After buying this book based on glowing reviews, I find myself in a slight state of disbelief as to the genuineness of those reviews. I found precious little in this book that is useful, or related to Warren Buffett, or "deals" such as purchases of businesses. This book was written by two business consultants and discusses things that have nothing to do with what Warren Buffett is known for. It gives Warren Buffett lip service, and then goes on in various directions that barely are related to Warren Buffett's investing and management style. For example, it talks about selling personal services to big corporations, how to run brainstorming committees, team building, the list goes on and on. A lot of management and motivational buzzwords (such as "tiger teams", "murder boards", so on). None of that has much to do with Warren Buffett. I feel that they used the name of Warren Buffett in order to sell a book that has precious little with the person whose name is on the title of this book. In addition, I find the actual business advice to be shallow and unoriginal.

Silver Winner--Tops Sales World's Best Sales and Marketing Book Revealed: the winning blueprint for making deals like The Oracle of Omaha Warren Buffett didn't become the world's third wealthiest individual on his investing instincts alone. Buffett is a master dealmaker. In fact, one of his greatest single successes came when he closed multiple deals to own 100 percent of the Government Employees Insurance Company--also known as GEICO. Highly successful dealmakers themselves, Tom Searcy and Henry DeVries have been studying Buffett's unique approach for many years. Now, they reveal the secrets of the Oracle of Omaha. How to Close a Deal Like Warren Buffett gives you the 101 top deal-making maxims of a legend in his own time. Here's just a small sampling of what's inside: Warren Way #22: Choose quality. "It's better to own a portion of the Hope diamond than 100 percent of a rhinestone." Warren Way #41: Deal making is a no-called-strike game. "You don't have to swing at everything--you can wait for your pitch." Warren Way #75. Think long term. "Our favorite holding period is forever." Warren Way #92. Don't do deals just to do deals. "We don't get paid for activity, just for being right." Warren Way #98. Think for yourself. "My idea of a group decision is to look in the mirror." Warren Way #99. Be honest in your deal making. "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. How to Close a Deal Like Warren Buffett reveals the method behind Buffett's near-mythic deal-making prowess. Guaranteed to help you come out on the right side of every deal! "Tom Searcy and Henry DeVries have done a masterful job of distilling Buffett's wisdom into a highly readable book you'll want to refer to again and again. A must-have for dealmakers!" -- Ken Blanchard, coauthor of The One Minute Manager and Leading at a Higher Level "Almost anybody interested in deal making will find something of interest here. Simply the most important new book on deal making and big account sales strategy." -- Marshall Goldsmith, author of the New York Times bestsellers MOJO and What Got You Here Won't Get You There "Read this inspiring, advice-filled book to discover how you can leverage Warren Buffett's deal-making strategies to negotiate and win big contracts." -- Jill Konrath, author of SNAP Selling and Selling to Big Companies "This book is Dale Carnegie reconfigured for the business world." -- Thomas Barnett, contributing editor at Esquire and author of Great Powers: America and the World After Bush "This is the first book we've read that truly explains how Buffett thinks and how his lessons can be applied to your business.