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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 Westport, Connecticut.

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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 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.

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"Hug Your Customers: The Proven Way To Personalize Sales And Achieve Astounding Results" by Jack Mitchell is a great book for entrepreneurs who operate service businesses and, especially, for business owners who operate retail operations. Jack Mitchell is co-owner and CEO of Mitchells/Richards, the upper-end clothing retailer.

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Hug Your Customers: The Proven Way to Personalize Sales and Achieve Astounding Results (Paperback) Published June 11th 2003 by Hyperion. Paperback, 304 pages. Author (s): Jack Mitchell. ISBN: 1401397743 (ISBN13: 9781401397746) Edition language: English.

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