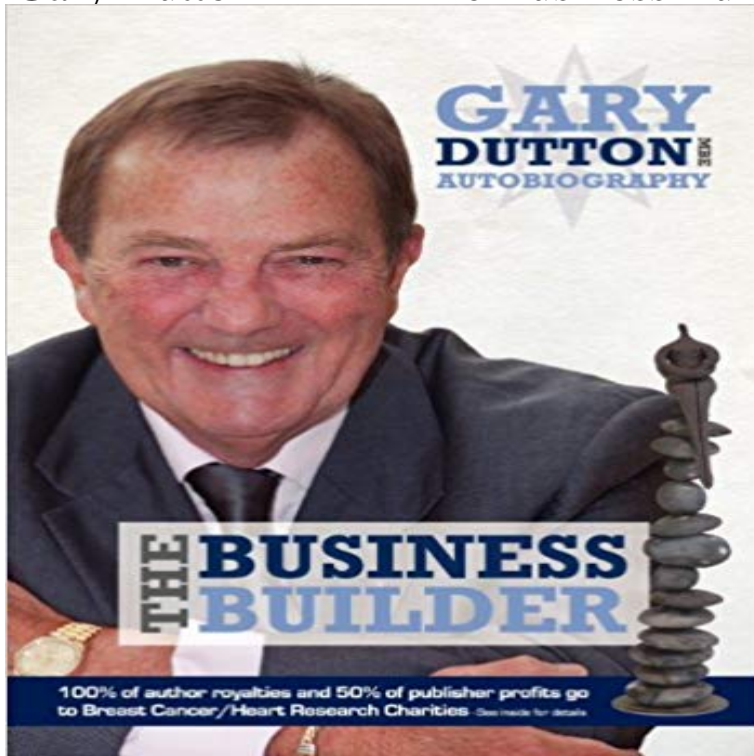


## Gary Dutton MBE - The Business Builder



Gary is a plain talking guy who is as comfortable chatting in the local pub as he is in the boardroom. His life story is a tale of hard work, dogged perseverance and achievement, from zero to extraordinary business success, an MBE for Services to Industry, and a ranking in the Sunday Times Rich List. This book distils the complex world of business down to straightforward concepts, in jargon free style. Gary explains how selling is not just an art form, but also a science, and provides a host of aphorisms, anecdotes and principles based on his lifetime of experience. The result is a remarkably honest and insightful perspective on the machinations of business building. Readers will be struck by the sense of satisfaction that Gary has derived from wealth-creation, and the resulting freedom, to support causes he believes in, that this has afforded. Everyone can learn from this book - we all need skills in selling, because we all at some point have something to sell.

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