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Hug Your Customers, written by Connecticut-based clothing maven Jack

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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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groundbreaking success.

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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

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operations. Jack Mitchell is co-owner and CEO of Mitchells/Richards, the upper-end clothing retailer.

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Hug Your Customers (2003) is based on the author's five decades of experience in crafting the perfect customer-centered business. "Hugging" your customers is about catering to their every need and organizing your entire company around them. Establishing a hugging culture is the most effective way to achieve financial success and keep your customers happy.

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