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How I Raised Myself From Failure To Success In Selling by Frank Bettger

Arouse yourself inside, then I am overwhelmingly for it. I know this: When I force myself to act enthusiastic, I soon feel enthusiastic. I firmly believe enthusiasm is, by far, the biggest single factor in successful selling. Force yourself to act enthusiastic, and you'll become enthusiastic. 2) This Idea Put me Back Into Selling After I Had Quit

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Carnegie encouraged Bettger to write his first best-selling books: How I Raised Myself from Failure to Success in Selling and How I Multiplied My Income and Happiness in Selling. How I Raised Myself... was translated into over a dozen languages, including British English, Danish, Dutch, Finnish, French, German

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Hungarian, Italian, Japanese, Norwegian, Polish, Portuguese, Romanian, Russian, Serbian, Spanish, and Swedish.

Frank Bettger - Wikipedia

Signing your permission slips/ detention slips yourself. Bonus, if you got so good at it that your friends asked you to sign theirs. 20. Independence at an early age. Of course, I can make your doctors appointment for you. 21. Getting yelled at for that independence whenever your parents come home and decide they want to be parents again. 22.

40 Things Only People Who Had To Raise Themselves Can

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you. When Frank Bettger was twenty-nine he was a failed insurance salesman. By the time he was forty he owned a country estate and could have retired.

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In *How I Raised Myself From Failure to Success in Selling* (1947), veteran salesman Frank Bettger shares his secrets to sales success. Offering practical advice and proven sales strategies, these blinks will teach you how to win clients and skyrocket your sales career.

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How I Raised Myself from Failure to Success in Selling begins with Dale Carnegie, who tells how he met the author of this book. Dale Carnegie sees the history of Frank Bettger's life as an extraordinary American success story. Frank Bettger fought for his life from an early age.

How I Raised Myself from Failure to Success in Selling

A business classic endorsed by Dale Carnegie, How I Raised Myself from Failure to Success in Selling is for anyone whose job it is to sell. Whether you are selling houses or mutual funds, advertisements or ideas—or anything else—this book is for you. When Frank Bettger was twenty-nine he was a failed insurance salesman.

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How I Raised Myself from Failure to Success in Selling ...

His 1947 book *How I Raised Myself from Failure to Success in Selling* reveals the secrets of his phenomenal transformation, and is a best-seller to this day. In this inspiring new interpretation Karen McCreddie demonstrates why Bettger's ideas are still relevant.

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