

How I Raised Myself From Failure To Success In Selling

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[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.

[How I Raised Myself From Failure to Success in Selling by ...](#)

[How I Raised Myself from Failure to Success in Selling Audible Audiobook - Unabridged.](#) Frank Bettger (Author), Arthur Morey (Narrator), Simon & Schuster Audio (Publisher) & 0 more. 4.7 out of 5 stars 1,222 ratings.

[Amazon.com: How I Raised Myself from Failure to Success in ...](#)

Practice enthusiasm always, even if you have to fake it until you make it Enthusiasm for the job inspires others, improves job performance, and wins friends. Example: The author was fired from his minor league baseball team due to his fear and seeming lack of ambition.

[How I Raised Myself from Failure to Success in Selling ...](#)

Dale Carnegie [How I Raised Myself from Failure to Success in Selling](#) will be helping salesmen, regardless of whether they are selling insurance, or shoes, or ships, or sealing wax, long after Frank Bettger has passed away. Dr. Norman Vincent Peale This book has helped me immeasurably, and anyone who wants to be a successful person should read it.

[How I Raised Myself From Failure to Success in Selling ...](#)

[How I raised myself from failure to success in selling.](#) [1st ed.] This edition published in 1949 by Prentice-Hall in New York.

[How I raised myself from failure to success in selling ...](#)

[How I Raised Myself From Failure To Success In Selling](#) written by Frank Bettger and has been published by Simon and Schuster this book supported file pdf, txt, epub, kindle and other format this book has been release on 2009-11-24 with Business & Economics categories.

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

[Frank Bettger - Wikipedia](#)

The author of this passage used the story about his fear to show that he was honest and brave. If the author hadn't spoken up, he would have come off as unfriendly and impolite. [How I Raised Myself From Failure to Success In Selling Book Summary](#), by Frank Bettger.

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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](#)

NINJA BOOK REVIEW: [How I raised myself from failure to success in selling by Frank Bettger.](#) 4 out of 5 NINJA STARS. Here at Invoice Ninja, when we say that like the classics, we really mean the classics - as in sales books from as far back as 1947! The good thing about old sales books is that they celebrate the human side of sales at a time when relationships were made and sustained in person, or at the most distant over the phone.

[NINJA BOOK REVIEW: HOW I RAISED MYSELF FROM FAILURE TO ...](#)

Used (normal wear), Excellent book. Used, showing some signs of normal wear. Highly recommend reading. - Looking For Offers!! Buy any of my two books and get a 3rd one free. (Note: free book will be the lowest priced one). Make an offer!

[How I Raised Myself From Failure To Success In Selling for ...](#)

A business classic,[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.

[How I Raised Myself from Failure to Success in Selling by ...](#)

[How I Raised Myself from Failure to Success in Selling](#) is the amazing business book which tells the selling secrets on the ground level. How Do You Spell Success The first two definitions at Dictionary.com say "success" is: 1. the favorable or prosperous termination of attempts or endeavors; the accomplishment of one's goals.2. the attainment of wealth, position, honors, or the like.

[How I Raised Myself From Failure To Success In Selling Pdf ...](#)

Editions for [How I Raised Myself From Failure to Success in Selling](#): 067179437X (Paperback published in 1992), (Kindle Edition published in 2009), 883040...

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. By the time he was forty he owned a country estate and could have retired. What are the selling secrets that turned Bettger's life around from defeat to unparalleled success and fame as one of the highest paid salesmen in America? The answer is inside [How I Raised Myself from Failure to Success in Selling](#). Bettger reveals his personal experiences and explains the foolproof principles that he developed and perfected. He shares instructive anecdotes and step-by-step guidelines on how to develop the style, spirit, and presence of a winning salesperson. No matter what you sell, you will be more efficient and profitable—and more valuable to your company—when you apply Bettger's keen insights on: • The power of enthusiasm • How to conquer fear • The key word for turning a skeptical client into an enthusiastic buyer • The quickest way to win confidence • Seven golden rules for closing a sale

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. By the time he was forty he owned a country estate and could have retired. What are the selling secrets that turned Bettger's life around from defeat to unparalleled success and fame as one of the highest paid salesmen in America? The answer is inside [How I Raised Myself from Failure to Success in Selling](#). Bettger reveals his personal experiences and explains the foolproof principles that he developed and perfected. He shares instructive anecdotes and step-by-step guidelines on how to develop the style, spirit, and presence of a winning salesperson. No matter what you sell, you will be more efficient and profitable--and more valuable to your company--when you apply Bettger's keen insights on: - The power of enthusiasm - How to conquer fear - The key word for turning a skeptical client into an enthusiastic buyer - The quickest way to win confidence - Seven golden rules for closing a sale

Frank Bettger's momentous decision to undergo a complete personal transformation by putting enthusiasm into everything he did helped him achieve legendary status as an insurance salesman. This work illustrates the timeless nature of Bettger's insights by bringing them to life through 52 modern case studies.

Filled with instructive examples and step-by-step guidelines on how to develop the style, spirit, and techniques of a first-rate salesperson, [How I Raised Myself From Failure To Success In Selling](#) serves as an inspiration to anyone in the business of selling.

In [Your Invisible Power](#), Genevieve Behrend will guide you through the use of visualization, teaching you how to manifest the things in life that you want by visualizing them and making them come to you. This power of positive thinking has revolutionized how we look at the world. Everything you need to succeed is inside you and this book will help you unlock it. The author was initially a student of the Christian Science movement until she read lectures given by Thomas Troward and became a student of his New Thought discipline known as Mental Science. In '[Your Invisible Power](#)', Behrend explains in detail how to use the incredible mental power available to everyone to manifest and create what they most want.

Taking a brass tacks approach to communication, [How to Have Confidence and Power in Dealing With People](#) explains how to interact with others as they really are, not as you would like them to be. The goal is to get what you want from them successfully - be it cooperation, goodwill, love or security. Les Giblin, a recognized expert in the field of human relations, has devised a method for dealing with people that can be used when relating with anyone - parents, teachers, bosses, employees, friends, acquaintances, even strangers. Giblin shows step by step how to get what you want at any time and in ways that leave you feeling good about yourself. Moreover, the people who have given you what you want wind up feeling good about themselves, too. The result? Nobody gets shortchanged. It's a win-win situation. Each chapter includes a handy summary, so there's absolutely no chance of missing the book's key points. You can also use these recaps to refresh your memory after you've finished the book. Instead of feeling miserable about your interpersonal skills, read this best-selling guide and learn to succeed with people in every area of your life.

Presents motivational and inspirational advice for achieving personal success and dealing with hardship.

Benjamin Franklin's success principles are laid out here, simple and easy to use. This book contains 13 principles that enabled Frank Bettger to rise from a cast off ball player to a leader in a new profession and a best-selling author as well. These are clear, simple, easy-to-follow methods that he adapted from a great statesman and scientist to assure his own success. Now you too can use these secrets, applying Benjamin Franklin's ideas on success to gain new wealth and a way of creating a better life and a better world.