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HOW I RAISED
MYSELF FROM
FAILURE TO
SUCCESS IN
SELLING

FRANK
BETTGER

How I Raised Myself From Failure To Success In Selling

Karen McCreadie



How I Raised Myself From Failure To Success In Selling:

How I Raised Myself From Failure to Success in Selling Frank Bettger, 2009-11-24 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

Summary of How I Raised Myself from Failure to Success in Selling - [Review Keypoints and Take-aways] PenZen Summaries, 2022-11-27 The summary of How I Raised Myself from Failure to Success in Selling Sales Trust Building and the Road to Enthusiasm presented here include a short review of the book at the start followed by quick overview of main points and a list of important take aways at the end of the summary The Summary of In his book published in 1947 titled How I Raised Myself From Failure to Success in Selling veteran salesman Frank Bettger reveals his strategies for achieving success in sales These ideas will show you how to win customers and propel your sales career to new heights by providing you with actionable advice and tried and true sales strategies How I Raised Myself from Failure to Success in Selling summary includes the key points and important takeaways from the book How I Raised Myself from Failure to Success in Selling by Frank Bettger Disclaimer 1 This summary is meant to preview and not to substitute the original book 2 We recommend for in depth study purchase the excellent original book 3 In this summary key points are rewritten and recreated and no part text is directly taken or copied from original book 4 If original author publisher wants us to remove this summary please contact us at support mocktime com *Frank Bettger's - how I Raised Myself from Failure to Success in Selling* Karen McCreadie, 2010 **How I Raised Myself from Failure to Success in Selling** Frank Bettger, 1986-10 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 **Frank Bettger's How I Raised Myself from Failure to Success** Karen McCreadie, 2010 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 First first book published in 1947 How I Raised Myself From Failure To Success is still a best seller today and has stood the test of time Here Frank

Bettger's interpretation of *How I Raised Myself From Failure To Success* illustrates the timeless nature of Bettger's insights by bringing them to life through 52 modern case studies. This brilliant interpretation of *How I Raised Myself From Failure To Success* is an entertaining accompaniment to one of the most famous books on selling ever written. [How I Raised Myself from Failure to Success in Selling, Etc](#) Frank Bettger, 1951 [The Books That Changed My Life](#) Bethanne Patrick, 2016-03-29

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