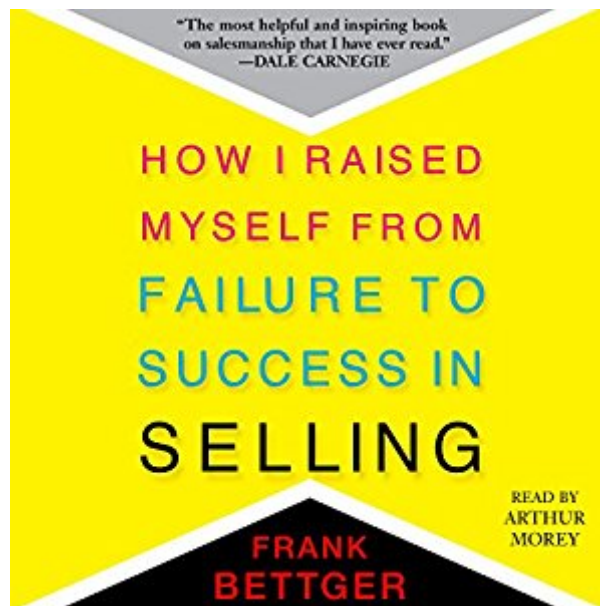




The book was found

How I Raised Myself From Failure To Success In Selling



Synopsis

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 29, he was a failed insurance salesman. By the time he was 40, 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

Book Information

Audible Audio Edition

Listening Length: 6 hours 15 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Simon & Schuster Audio

Audible.com Release Date: December 6, 2016

Whispersync for Voice: Ready

Language: English

ASIN: B01MSHJDRS

Best Sellers Rank: #16 in Books > Audible Audiobooks > Business & Investing > Careers #30 in Books > Audible Audiobooks > Business & Investing > Marketing & Sales #45 in Books > Business & Money > Marketing & Sales > Sales & Selling

Customer Reviews

Being interested in improving myself, I had of course heard of the name Dale Carnegie. As I had perused his books, I came across this one. Since I am new to REAL sales (my weakness being closing), I was intrigued by this book's title and description. After buying it, I realized that it was connected to Carnegie's books because this author actually knew and worked with Carnegie. It was

Carnegie who pushed him to start speaking. So even though this book seems to have been written long long ago, I found the advice very useful and have already begun applying some of the tips. I highly recommend reading this if you want a foundation to build your sales on.

The greatest book on selling I've ever read. Simple and powerful. Doesn't over complicate for those who need the fundamentals to selling and a reminder to seasoned sales people on what actually works. The chapter on the power of enthusiasm by itself is worth the purchase.

This book was recommended to me by a stranger that I sat next to on an airplane. I am so glad I wrote down the name of the author. This is the most rewarding book that I have ever read regarding successful selling. Easy to read and understand. I'd like to hope that I mirror these concepts in my selling and sales management.

I don't usually write reviews, but I wanted to take the time to put some words down about this book. This is probably one of the most influential books that I have ever read. Frank Bettger symbolizes why this country is great. I will definitely pass it down to my two boys to become old enough to read it.

The author did a very good job using personal experiences to get some basic principles across. I do not work in sales but I can apply many of the principles stated in the book. If you are looking to grow as a person, many things from this book can be applied to daily life. I gave this book four stars because at times it was difficult to relate to some of the stories and there are quite a few typos.

This book is fabulous. He teaches you about enthusiasm...this can be used in every area of your life, not just selling. This is an ongoing purchase for me because I keep giving these books away to people.

You must read this fine book. How an "uneducated" man changed his life by changing his attitude. I have reread this book various times over the years as his trials and successes apply to all of us today. It is truly an inspiring book.

Topics in this book are timeless even though it is based in the early to mid 1900's. Easy read with some practical suggestions that one can try right away. Simple, sometimes obvious things to do that

we salespeople just do not do. Glad I purchased and read it. Good knowledge, now to implement.

[Download to continue reading...](#)

How I Raised Myself from Failure to Success in Selling I Can Draw It Myself, By Me, Myself (Classic Seuss) You Raised Us, Now Work With Us: Millennials, Career Success, and Building Strong Workplace Teams The Sales Mastery Academy: The Selling Difference - From Prospecting to Closing (Made for Success Collection) (Made for Success Collections) The Art of Belief: Design Your Mind to Destroy Limitations, Unleash Your Inner-Greatness, and Achieve the Success of Your Dreams (Success Mindset, Mind Development, Personal Success Book 1) Love Dog (Success and Failure Series) The 10X Rule: The Only Difference Between Success and Failure How Asia Works: Success and Failure in the World's Most Dynamic Region Summary: The 10X Rule: The Only Difference Between Success and Failure by Grant Cardone: Book Summary The First Modern Economy: Success, Failure, and Perseverance of the Dutch Economy, 1500-1815 Affordable Housing and Urban Redevelopment in the United States: Learning from Failure and Success (Urban Affairs Annual Reviews) Success and Failure in Limited War: Information and Strategy in the Korean, Vietnam, Persian Gulf, and Iraq Wars Tropical Moist Forest Silviculture and Management: A History of Success and Failure (Cab International Publication) Intelligence and Surprise Attack: Failure and Success from Pearl Harbor to 9/11 and Beyond Humanitarian Military Intervention: The Conditions for Success and Failure (SIPRI Monograph Series) Summary: The 10X Rule: The Only Difference Between Success and Failure Same Sex, Different Politics: Success and Failure in the Struggles over Gay Rights (Chicago Studies in American Politics) Hopping Over the Rabbit Hole: How Entrepreneurs Turn Failure into Success Making Money at Home: Methods to Make Money with Drawing Portraits: How I Made More than \$50,000 Selling Art Online and Offline (Ways to Make Money with Art, Selling Drawings) FBA: Complete Guide: Make Money Online With FBA: The Fulfillment by Bible: Best Selling Secrets Revealed: The FBA Selling Guide

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)