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Dr. Norman Vincent Peale This book has helped me immeasurably, and anyone who wants to be a successful person should read it. 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.

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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](#) 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.

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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.

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

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[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.

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[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.

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