

Online Library The Greatest  
Salesman In The World Part 2  
The End Of The Story

**The Greatest  
Salesman In The  
World Part 2 The  
End Of The Story**

**The Greatest Salesman in the**

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**WorldBantam**

**A camel boy learns the secret of a  
successful life after visiting a  
Bethlehem stable.**

**The Greatest Salesman in the  
World (1968) by Og Mandino  
offers a set of precepts that**

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**salespeople should follow to  
achieve happiness and success.**

**This classic bestseller is written as  
a parable about Hafid, a Biblical-  
era man who inherits a set of  
ancient scrolls that teach him the  
right way to live and sell...**

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**Purchase this in-depth summary  
to learn more.**

**Tiene usted en sus manos en  
prodigio cuyos beneficios siguen  
comprobándose: este libro, de  
aparente sencillez, continúa siendo  
un fenómeno de masas por los**

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**millones de ejemplares y las  
incontables traducciones que han  
merecido; sin embargo, debe  
considerarse su mayor logro el  
sinnumero de vidas transformadas  
gracias a su imperecedero  
mensaje de aliento. Hafid, el**

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**bienaventurero camellero que lleg  
a ser el vendedor ms grande del  
mundo, sigue conmoviendo a  
nuevos lectores con la historia de  
su peregrinar, entrecruzado con el  
del propio Redentor. Aqu estn  
tambin, en su texto ntegro, los**

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**famosos pergaminos con secretos para obtener riqueza y lograr la plenitud, los que segn este relato permitieron que la buena nueva alcanzara todos los rincones del planeta gracias al trabajo del siguiente vendedor Cules son los**

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**principios que encierran estos  
pergaminos? Durante muchos años  
el prodigioso legado se mantuvo  
bajo resguardo, pero hoy puede  
ser conocido por todos nosotros  
para encontrar la prosperidad  
material y espiritual mediante su**



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**aplicacin en nuestra vida. / The  
Greatest Salesman in the World is  
a treasure. First published in  
1968, Og Mandino's classic  
remains an invaluable guide to a  
philosophy of salesmanship.  
Mandino's clear, simple writing**

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**style supports his purpose: to make the principles of sales known to a wide audience. A parable set in the time just prior to Christianity, The Greatest Salesman in the World weaves mythology with spirituality into a**

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**much needed message**

**The 25 Sales Habits of Highly  
Successful Salespeople**

**A Better Way to Live**

**Summary of the Greatest**

**Salesman in the World by Og**

**Mandino: Conversation Starters**

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**Summary of the Greatest  
Salesman in the World by Og  
Mandino**

**The Choice**

*The author recounts his descent  
into despair and his discovery of  
spiritual nourishment in the works of*

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*Aristotle, Emerson, Ben Franklin, and Plato, and enumerates the seventeen rules that helped transform his life. Og Mandino was one of the leading inspirational authors in the world. But once, he was a thirty-five-year-old derelict*

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*who nearly spent his last few dollars on a suicide gun. In A Better Way to Live, he describes the joyously redemptive process that turned a down-and-out alcoholic into a millionaire and a happy man within ten years. Og Mandino is the only*

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*person who could tell this heartwarming tale of personal triumph—because it is his own true story. And it can profoundly influence your life. Here are the principles that turned Og Mandino's life around: his seventeen "Rules to*

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*Live By.” These simple, easy-to-follow rules comprise a sound, wise prescription for inner growth and for a fulfilling everyday life that will work for you—just as it worked for Og Mandino. You can avoid spending even one more day feeling failure,*



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*grief, poverty, shame, or self-pity.  
Here is a better way to live: a way  
that literally saved Og Mandino's  
life, a way that can help make your  
dreams come true.*

*Stay ahead of the sales evolution  
with a more efficient approach to*

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*everything Hacking Sales helps you transform your sales process using the next generation of tools, tactics and strategies. Author Max Altschuler has dedicated his business to helping companies build modern, efficient, high tech*

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*sales processes that generate more revenue while using fewer resources. In this book, he shows you the most effective changes you can make, starting today, to evolve your sales and continually raise the bar. You'll walk through the entire*

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*sales process from start to finish, learning critical hacks every step of the way. Find and capture your lowest-hanging fruit at the top of the funnel, build massive lead lists using ICP and TAM, utilize multiple prospecting strategies, perfect your*

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*follow-ups, nurture leads, outsource where advantageous, and much more. Build, refine, and enhance your pipeline over time, close deals faster, and use the right tools for the job—this book is your roadmap to fast and efficient revenue growth.*

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*Without a reliable process, you're disjointed, disorganized, and ultimately, underperforming. Whether you're building a sales process from scratch or looking to become your company's rock star, this book shows you how to make it*

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*happen. Identify your Ideal  
Customer and your Total  
Addressable Market Build massive  
lead lists and properly target your  
campaigns Learn effective hacks for  
messaging and social media  
outreach Overcome customer*

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*objections before they happen The economy is evolving, the customer is evolving, and sales itself is evolving. Forty percent of the Fortune 500 from the year 2000 were absent from the Fortune 500 in the year 2015, precisely because*



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*they failed to evolve. Today's sales environment is very much a "keep up or get left behind" paradigm, but you need to do better to excel. Hacking Sales shows you how to get ahead of everyone else with focused effort and the most effective*

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*approach to modern sales.*

*A guide to a philosophy of salesmanship, and success by telling the story of Hafid, a poor camel boy who achieves a life of abundance. While his messages did have Christian undertones (by*

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*referring to Paul as the greatest salesman in the world), it was still a message of repetitive actions to build good habits. Over 50 million copies sold world wide.*

*Discover the all-time classic books that have helped millions of people*

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*achieve success in their work and  
personal lives.*

*Hacking Sales*

*Secrets for Success and Happiness*

*The Greatest Salesman in the  
World by Og Mandino*

*Greatest Mystery in the World*

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*Og Mandino's Great Trilogy*

The greatest success  
authorities in the world share  
their most treasured success  
secrets. Each powerful  
lesson will bring you closer  
to your life's goals: • How to

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conquer the ten most  
common causes of failure •  
How to make the most of  
your abilities • How to find  
the courage to take risks •  
How to stop putting things  
off • How to build your

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financial nest egg • How to  
look like a winner • How to  
take charge of your life •  
And much more in fifty  
memorable presentations by  
the greatest success  
authorities. Dean of this

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unique University of Success  
is Og Mandino, the most  
acclaimed self-help writer of  
this generation. The faculty  
he has assembled includes  
such celebrities as Dr.  
Wayne W. Dyer, Dale



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Carnegie, W. Clement Stone,  
Napoleon Hill, George S.  
Clason, Nena and George  
O'Neil, Dr. Joyce Brothers,  
Michael Korda, Lord  
Beaverbrook, Dr. Norman  
Vincent Peale, and many

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more winners in life.

When you think of sales and marketing, who do you think is the greatest salesperson of all time? I bet you didn't think of Jesus! Jesus' message has endured for

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over 2 millennia, garnering billions of followers, and the respect and love of generations. Celebrity business coach, entrepreneur, and speaker Dave Anderson, has taken

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the life and lessons of Jesus Christ and transcribed them into a six volume book that teaches you how to build a team, close sales, build trust, and market yourself effectively. This book is a

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must have for anyone who enjoys business and wants to succeed ethically and honestly while becoming profitable.

Internationally bestselling financial advisor David

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Bach's Automatic Millionaire promotes a revolutionary system for making even the most undisciplined money managers rich. The Automatic Millionaire shows readers how to change their

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financial practices and even their lives, the simple and automatic way. The book begins with a powerful story about an average Canadian couple — he's a low-level manager, she's a beautician

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— whose joint income never exceeds \$55,000 a year, yet who somehow manage to own two homes debt-free, put two kids through college, and retire at fifty-five with more than \$1 million in



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savings. The incredible message Bach delivers is that the key to getting rich is “automating” the way to wealth by “paying yourself first,” using automatic funded retirement accounts

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and money market accounts to secure the future and pay for the present. A concise guide that's a fixture on bestseller lists, *The Automatic Millionaire* introduces readers to a

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system that is powerful and simple — an automatically effective, life-changing system that delivers. Do it once, the rest is automatic. The runaway bestseller with more than four million copies

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in print! You too can change your life with the priceless wisdom of ten ancient scrolls handed down for thousands of years. "Every sales manager should read The Greatest Salesman in the

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World. It is a book to keep at the bedside, or on the living room table—a book to dip into as needed, to browse in now and then, to enjoy in small stimulating portions. It is a book for the hours and

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for the years, a book to turn  
to over and over again, as to  
a friend, a book of moral,  
spiritual and ethical  
guidance, an unfailing  
source of comfort and  
inspiration.” —Lester J.

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Bradshaw, Jr., Former Dean,  
Dale Carnegie Institute of  
Effective Speaking & Human  
Relations “I have read  
almost every book that has  
ever been written on  
salesmanship, but I think Og

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Mandino has captured all of them in The Greatest Salesman in the World. No one who follows these principles will ever fail as a salesman, and no one will ever be truly great without



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them; but, the author has done more than present the principles—he has woven them into the fabric of one of the most fascinating stories I have ever read.”—Paul J. Meyer, President of Success

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Motivation Institute, Inc. “I was overwhelmed by The Greatest Salesman in the World. It is, without doubt, the greatest and the most touching story I have ever read. It is so good that there

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are two musts that I would attach to it: First, you must not lay it down until you have finished it; and secondly, every individual who sells anything, and that includes us all, must read

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it.”—Robert B. Hensley,  
President, Life Insurance Co.  
of Kentucky

50 Success Classics

The Greatest Salesman in  
the World Journal

The Ten Ancient Scrolls for

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Success

Og Mandino's University of  
Success

Winning Wisdom for Work &  
Life from 50 Landmark Books

The author presents a  
journal that combines a

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record of the events of  
his daily life in New  
Hampshire with the  
secrets of success  
Choice! The key is  
Choice. You have  
options. You need not

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spend your life  
wallowing in failure,  
ignorance, grief,  
poverty, shame, and self-  
pity. But, hold on! If  
this is true then why  
have so many among us

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apparently elected to  
live in that manner? The  
answer is obvious. Those  
who live in unhappy  
failure have never  
exercised their options  
for a better way of life



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because they have never  
been aware that they had  
any Choices !

The Greatest Salesman in  
the World was written by  
Og Mandino in 1968. It  
is filled with wisdom

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from ancient peoples in  
the form of ten scrolls,  
called "The Legend of  
the Ten Scrolls." Within  
these ten scrolls are  
the lessons each person  
needs to transform their

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lives and become more successful. Among the lessons taught in The Greatest Salesman in the World are to persist until you succeed, live each day as if it is

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your last, and you are  
nature's greatest  
miracle.

“The most important book  
of our generation . . .  
A flawless, priceless  
masterpiece.”—Denis

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Waitley, author of Seeds  
of Greatness You are  
holding in your hands an  
almost impossible dream,  
finally becoming reality  
. . . the sequel to the  
inspirational classical

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that has touched more lives in the past two decades than any other motivational work in the world. More than nine million people continue to find solace and hope

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## The End Of The Story

in The Greatest Salesman  
in the World, the  
gripping tale of a  
little camel boy, Hafid,  
who becomes the greatest  
salesman in the world  
through following the

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principles in the ten  
special scrolls of  
success. And now, at  
las, the world will  
discover what happens to  
the greatest salesman  
when he finally emerges



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from his lonely  
retirement to commence a  
new career. At first he  
finds failure—until he  
receives a special gift  
from someone he has not  
seen in half a century.

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He then returns triumphantly to his homeland to write his own Ten Vows of Success to be shared with all who seek a better life—including you. The

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Greatest Salesman in the  
World—Part II: The End  
of the Story will touch  
the hearts of those  
millions who already  
know Hafid as a beloved  
friend—and introduce his

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wisdom to a vast new  
generation.

The Greatest Salesman in  
the World, Part II

How to Sell Anything to  
Anybody

The Greatest Secret in

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The End Of The Story  
the World

Today I Begin a New Life  
???????????

**This completely updated and  
revised edition of the  
bestselling classic provides  
the lowdown on the industry's**

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**best-kept secrets. America's  
#1 corporate sales trainer,  
Stephan Schiffman, once again  
delivers sound and useful  
advice on giving the best  
presentation possible. Sales  
guru Schiffman provides the**

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**sure-fire strategies and tested  
selling principles sales teams  
need to achieve excellence.  
This new edition tackles sales  
in the twenty-first century  
with additions and revisions  
such as: \* Updated sales**

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**examples--utilizing the latest  
advances in presentation  
technology \* New cases of  
these successful habits in  
action \* Bonus habits showing  
readers how to overcome  
mistakes, set sales timetables,**



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**and re-examine processes. The  
25 Sales Habits of Highly  
Successful Salespeople, 3rd  
Edition is the book for  
salespeople looking to  
succeed. AUTHOR Stephan  
Schiffman has trained more**

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**than 500,000 salespeople at firms such as AT&T, Information Systems, Chemical Bank, Manufacturer's Hanover Trust, Motorola, and U.S. Health Care. Schiffman is the president of D.E.I.**

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**Management Group. He is the author of such bestselling books as Cold Calling Techniques (That Really Work!) and Closing Techniques (That Really Work!). A surprising new message for**

**Og Mandino's millions of readers—the priceless legacy of the commandments of success. Through the deeply inspirational story of one extraordinary man who lived in the time of Christ—you, too,**

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**can learn to shed failure,  
overcome frustration and  
heartbreak to achieve a rich,  
satisfying life of peace and  
well-being. Now, with Og  
Mandino's help and guidance,  
you can play the game of life**

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**fearlessly—and win. Accept his  
precious gift of wisdom and  
know the true rewards of  
limitless personal success  
Start today to transform your  
dreams into wonderful reality.  
. . . Simon Potter was a**

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**"ragpicker" and salvager of human lives. When this wise and humble man departed from life, he left author Og Mandino a precious legacy: the distilled wisdom of his unique collection of the greatest**

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**books about self-motivation  
and success--books he called  
"hand of God" books because  
they seemed to have been  
written with God's hand  
guiding the author's own. In  
this tender and inspiring book,**



**Og shares with his millions of readers his old friend's bequest. It is nothing less than a blueprint for success, telling us in plain language exactly what we must do to mount the seven rungs of life's**

**ladder--from material  
achievement and worldly  
success to the highest  
spiritual development.  
Whatever your most cherished  
dream may be, Og and his  
good angel Simon will show**

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**you the way to bring it within reach.**

**Mandino is the most widely read inspirational and self-help author in the world.**

**Author of 18 books with total sales of more than 36 million**

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**copies sold in 22 languages.**

**Success Unlimited**

**Featuring the Ten Vows of**

**Success. The end of the story**

**Og Mandino**

**The Playbook for Building a**

**High-Velocity Sales Machine**

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## **Inside Secrets from a Master Negotiator**

Dramatically improve your sales skills by learning to use these timeless scrolls revealed in Og Mandino's best-selling

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book. You will be able to increase your ability to sell more, faster and easier than ever before. By tapping into the truths revealed in Mr. Mandino's book, you'll be able to

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record your thoughts and  
interactive experiments  
using the Greatest  
Salesman In The World  
Journal. Buy this journal  
now to improve every  
aspect of your selling and

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marketing skills even if  
you are not a sales  
professional.

Master negotiator Roger  
Dawson turns his attention  
to the person on the other  
side of the desk--the



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salesperson who's trying to close a deal with the most favorable terms. The goal of most negotiations is to create a win-win situation. Imagine if you could win every

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negotiation and leave the other person feeling like he or she has won too? This book teaches you how to be the power sales negotiator who can do exactly that. You will

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always come away from the negotiating table knowing that you have won and that you have improved your relationship with your buyer. Roger Dawson gives salespeople an arsenal of

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tools that can be implemented easily and immediately. In addition, he shows salespeople how to: Master the nine elements of power that control negotiating

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## The End Of The Story

situations Ask for more  
than you expect to get  
Negotiate with individuals  
from other cultures  
Analyze personality styles  
and adapt to them Master  
the 24 power closes Power

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Negotiating for  
Salespeople is not a dull,  
dry treatise full theory.  
Nor is it a handbook of  
tricks and scams meant to  
manipulate others. It is  
the most complete book

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ever written specifically  
for salespeople about the  
process of negotiation and  
will enable any  
salesperson to take a  
quantum leap in sales.  
Praise for Dawson's Books:

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"I can't believe it!

Here's a book that is  
packed with wisdom that  
will help anyone improve  
their life and yet it is  
easy and fun to read!  
Amazing!" --Og Mandino,



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author of The Greatest  
Salesman in the World "A  
fast, entertaining read  
that should be required  
reading for anyone who  
deals with people. Highly  
recommended." --Ken

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Blanchard, coauthor of The  
One Minute Manager "Roger  
Dawson's great book will  
help you create and expand  
one of the most critical  
skills to life-long  
success." --Anthony

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Robbins, author of  
Unlimited Power and Awaken  
the Giant Within  
For the millions who have  
embraced Og Mandino's  
classic, The Greatest  
Salesman in the World,

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here is his new book,  
which contains the amazing  
Memorandum from God . . .  
to you. A great  
inspirational writer tells  
his greatest story—an  
amazing narrative that

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The End Of The Story  
will hold you spellbound .  
. . . as it reveals exciting  
new secrets for your  
personal happiness and  
success. Here is a simple  
but powerful story that  
will affect your thoughts

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and actions long after the final sentence has touched your heart. You will never forget:

- The four simple rules that can help you perform a miracle in your life
- The glass geranium

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that will break your heart

- The dingy parking lot where Mandino's life, and yours, begins again
- The ragpicker who rescues humans after they quit on themselves
- The secret of

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regaining the self-esteem  
you have lost "A work that  
will lift the mind and  
heart of every  
reader!"—Norman Vincent  
Peale  
A business classic



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## The End Of The Story

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,

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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

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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

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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

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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

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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

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on: • The power of  
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word for turning a  
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confidence • Seven golden  
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are a salesperson. Every time you  
speak to someone, share an**

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**opinion or explain an idea, you are selling your most powerful asset . . . you! In How to Sell Your Way Through Life, Napoleon Hill shares valuable lessons and proven techniques to help you become a true master of sales." —Sharon Lechter, Coauthor of Think and**

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**Mentor "Napoleon Hill's Think and Grow Rich and Laws of Success are timeless classics that have improved the lives of millions of people, including my own. Now, we all get the chance to savor more of his profound wisdom in How to Sell Your Way Through Life. It is a**

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**collection of simple truths that will forever change the way you see yourself." —Bill Bartmann, Billionaire Business Coach and Bestselling Author of Bailout Riches ([www.billbartman.com](http://www.billbartman.com)) Napoleon Hill, author of the mega-bestseller Think and Grow Rich,**

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**pioneered the idea that successful individuals share certain qualities, and that examining and emulating these qualities can guide you to extraordinary achievements.**

**Written in the depths of the Great Depression, How to Sell Your Way Through Life explores a crucial**

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**component of Achievement: your ability to make the sale. Ringing eerily true in today's uncertain times, Hill's work takes a practical look at how, regardless of our occupation, we must all be salespeople at key points in our lives. Hill breaks down concrete**



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**instances of how the Master  
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opportunities, giving you tools you  
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Foreword from leadership legend  
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**beautifully simple principle and the  
proven tools to make it work for  
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personality” (The Washington  
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**a fulfilling life, Denis empowers you to change your life for the better.**

**His secrets will allow you to combine positive attitudes with your natural abilities, choose your goals and follow steps to attain them, understand others and be understood by others, set higher**

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goals, and more.

**DESCRIPTION OF THE ORIGINAL  
BOOK** This is a very practical and  
useful book for life. In it, the author  
presents you with secrets to  
become the best salesperson. With  
non-conventional suggestions, Og  
Mandino guides you on a path, full

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**of useful advice that transcends any sales book or strategy imitation of other salespeople. The key is in developing healthy habits, and becoming a successful person overall. Og Mandino was a best-selling author in the United States. He was the president of ?Success**

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**Unlimited ? magazine and a Hall of Fame member of the National Speakers Association's. His book has sold over fifty million copies worldwide, which made it a best-seller.**

**Summary of Og Mandino's The Greatest Salesman in the World by**

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**Milkyway Media**

**Power Negotiating for Salespeople  
How I Raised Myself From Failure to  
Success in Selling  
The Greatest Success in the World  
Summary Of "The Greatest  
Salesman In The World - By Og  
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Stone on his extraordinary career from Chicago newsboy at the age of six to the head of a vast commercial and publishing empire. Of particular interest is the section entitled Sales Unlimited with its practical

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with wisdom from ancient peoples in the  
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the Ten Scrolls." Within these ten scrolls are the lessons each person needs to transform their lives and become more successful. Among the lessons taught in The Greatest Salesman in the World are to persist until you succeed, live each day as if it is your last, and you are nature's greatest miracle. The Greatest Salesman in

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the World became a bestseller. Norman Vincent Peale called the book one of the most motivating, inspiring and uplifting books he had read to date. Paul J. Meyer, the President of Success Motivation Institute, said that anyone who has read The Greatest Salesman in the World will never fail in their job as a salesman. A

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written by Og Mandino in 1968. It is filled with wisdom from ancient peoples in the form of ten scrolls, called “The Legend of the Ten Scrolls.” Within these ten scrolls are the lessons each person needs to transform their lives and become more successful. Among the lessons taught in The Greatest Salesman in the World are to

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