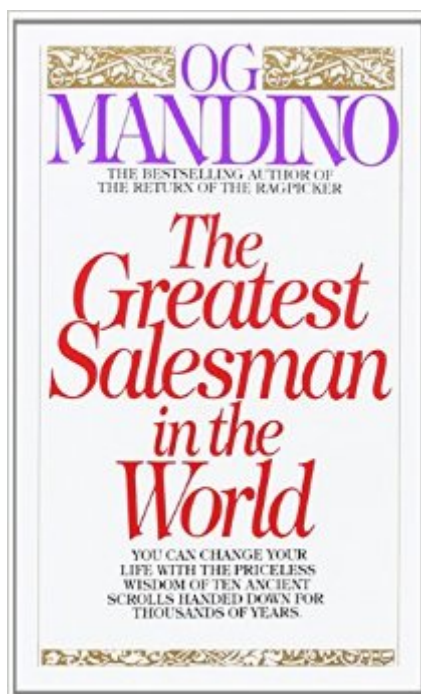


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The Greatest Salesman In The World



Synopsis

What you are today is not important... for in this runaway bestseller you will learn how to change your life by applying the secrets you are about to discover in the ancient scrolls.

Book Information

Mass Market Paperback: 128 pages

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Shipping Weight: 0.3 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars See all reviews (1,094 customer reviews)

Best Sellers Rank: #740 in Books (See Top 100 in Books) #3 in Books > Christian Books & Bibles > Literature & Fiction > Classics & Allegories #7 in Books > Christian Books & Bibles > Christian Living > Self Help #27 in Books > Business & Money > Management & Leadership > Motivational

Customer Reviews

The summer after my freshman year in high school, a ton of years ago, I was miserable. I didn't have any new friends at school, I was having a hard time at home, and I was trying to get through everyday with a smile on my face. I took a trip with a bunch of people I didn't know, a 10 day backpacking trip to an island in lake superior. Our guide was a 75 year-old man named Dave. Everyday, Dave read us a chapter from this book, and everyday my respect for him grew. The day I got off the island I bought the book and began my ten month journey through the scrolls it contained. I've followed the instructions, reading each chapter for one month, several times. I've worn out several copies and given away several others. This book profoundly changed my life. Not only am I extraordinarily successful in terms of "material" success, but I am happier than I ever imagined it was possible to be several years ago before I went on that island. Buy this book, follow its instructions, and even if you are never the richest woman or man on earth, you will be among the happiest.

I can see why some people will give this book less than 5 stars. If you are looking for fancy smancy selling techniques, look elsewhere. This is not about technique, it is about the habits; the character

that makes up a great salesman. I first started using this book 9 years ago. I would read a chapter a day, three times a day and cheated by reading ahead. More importantly, I began to make these habits my habits. At that time, my sales were less than satisfactory. Within weeks, my sales climbed and I began winning contest after contest. When people asked me what I was doing, I would pull out this book which I carried with me. Some would leaf through it and giggle. And they wondered why their sales were so low! I also found that when I got sick of this book and felt like I had mastered it, a short while later, my sales fell again. So did my attitude. So I started the process all over again and you guessed it, I started making sales again, this time faster than before. Over the years, I have bought many copies of *The Greatest Salesman in The World*. Some were dog eared and worn out, some I just lost or sometimes I kept one at the office and one at home. I just started re-reading this book again. Watch out.....

I don't know if I misread the instructions or if I'm the only one who actually followed them. If you follow scroll I, it should take you the better part of a year to finish the rest of the book. Following that, I'm only 2/3rds of the way through scroll II (I got the book a couple of months ago, but didn't consistently follow scroll II daily and at the 16-day mark, decided to start again at day 1). I can definitely say it has changed my life, and even the lives of those around me (most of all a person I work with who is hard to get along with and hence gets along with no one--except, now, me, and it really has seemed to make his attitude at work more positive overall). Though difficult at first, it quickly became easy to apply the first principle, and finally find myself easily "making people your greatest resource" as so many *other* authors suggest you do for success in life, although it is not specifically suggested in this book. I have gotten a half dozen new and better job offers in the couple of months since I started the book, accepted one of the first ones and am currently in the process of exploring the others. I see all these "couldn't put the book down till I finished" and I think, wow, you went a year with a book in your hand? Personally I'm still in considerable suspense waiting to see what scroll III says, let alone the entire rest of the book!

For those who enjoy classic business parables like the "The Richest Man in Babylon" by George Clayson, "The Baron Son" by Vicky Therese Davis, and "The Alchemist" by Paulo Coelo, they will certainly find interest in "The Greatest Salesman in World." Like the other works, it has been translated around the world and brought joy to the hearts of many. "The Greatest Salesman in the World" is the first, and by far the best, in Og Mandino's trilogy including "The Greatest Secret in the World" and "The Greatest Miracle in the World." As the title would imply, it is the ancient story of the

world's greatest salesperson whose passes on his secrets of success by bequeathing ten scrolls to his protégé. The Scroll Marked I, Today I begin a new life - Form good habits and become their slaves The Scroll Marked II, I will greet this day with love in my heart - Show love and compassion to the world and you shall find it returned The Scroll Marked III, I will persist until I succeed - Persistence will bring you success The Scroll Marked IV, I am nature's greatest miracle - Love yourself The Scroll Marked V, I will live this day as if it is my last - Seize the day The Scroll Marked VI, I will be the master of my emotions - Live courageously and do not fall victim to fear and disappointment The Scroll Marked VII, I will laugh at the world - Appreciate each situation and do not take life too seriously The Scroll Marked VIII, Today I will multiply my value hundred fold - Find ways to create value for others in your exchanges The Scroll Marked IX, I will act now - Act decisively to achieve success The Scroll Marked X, I will pray for guidance - Renew yourself through a connection with God In summary, it is an inspirational story that is wonderfully told in a spiritual and principled tone that you will be sure to enjoy.

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