

# **How I Raised Myself From Failure To Success In Selling**

## **By Frank Bettger**

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How I Raised Myself from Failure to Success in Selling by Frank and Dale Carnegie and contains some timeless wisdom on how to sell.

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In this getAbstract summary, you will learn: How to master the 11 steps of the sales process;; How to learn about your customers;; How to approach presentations

### **[notes] how i raised myself from failure to success in selling**

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<https://www.amazon.com/Raised-Myself-Failure-Success-Selling/dp/067179437X>. This book originally written in 1949 is a timeless classic that

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How I raised myself from failure to success in selling. by Bettger, Frank. Publication date 1949. Topics Selling. Publisher New York, N.Y.

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Franklin Lyle "Frank" Bettger (1888–1981) was a self-help author and the father of longtime 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

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