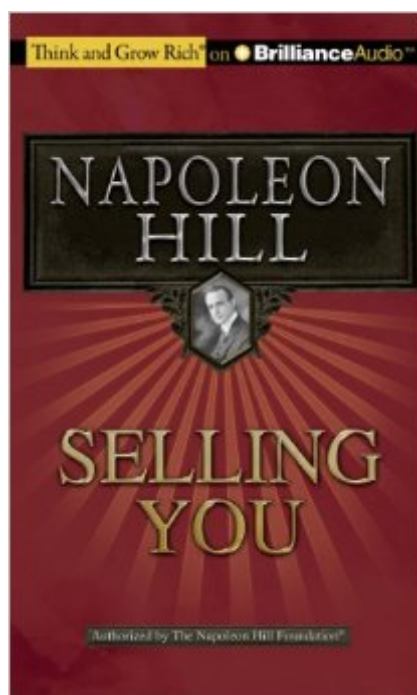


The book was found

Selling You (Think And Grow Rich (Audio))



Synopsis

Few people have ever understood salesmanship as well as Napoleon Hill. He became legend in business circles for creating effective sales courses that turned around failing companies. Hill's philosophy of success for salesmen was simple •you, the salesman, are the most valuable asset and you need to sell yourself first. Selling You brings together the best of Napoleon Hill's writings from his sales courses with a special introduction by Jeffrey Gitomer.

Book Information

Series: Think and Grow Rich (Audio)

Audio CD

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Average Customer Review: 4.8 out of 5 stars See all reviews (13 customer reviews)

Best Sellers Rank: #951,984 in Books (See Top 100 in Books) #56 in Books > Books on CD > Business > Sales #84 in Books > Books on CD > Business > Personal Finance #151 in Books > Books on CD > Business > Career

Customer Reviews

This book was surprisingly very good. It consists of parts of many books, for example law of success, think and grow rich and how to sell your way through life. The parts chosen were the right parts, and the result was a very pedagogical book, that makes me understand hills concepts actually better than reading think and grow rich. I am now motivated to take on the world :).

I have read a lot of books on selling and listened to a number of audio programs, and this one is far and away one of the best I have ever read. I also think this is probably one of the most underrated books by Napoleon Hill. I think that the book would sell more with a much better title: "Think and Grow Rich for Sales People." The compilers violated one of Hill's primary concepts in the naming of the book--it doesn't give an adequate motive for the buyer to buy based on the 9 basic motives. So, don't base the value of this book by it's current title. The title "Selling You" is not one chosen by Hill as this compilation of Hill's material was published long after his passing. His original book on

selling which contains many of these concepts is "How to Sell Your Way Through Life." I have not only purchased two copies of this book, I've also purchased the audio recording and the paperback version of "How to Sell Your Way Through Life"--Hill's concepts are that good. In the past month since I've purchased the book, I've read/listened to it no less than 5 times. And I'm still listening and getting more information out of it. More than that, I've noticed a definite improvement in my sales performance and an increase in sales. Get this book. Absorb it. Read it over and over. Use the concepts and your sales will increase.

Outstanding companion to "Think and Grow Rich" This book reveals some interesting facts about Napoleon Hill's decision to take Andrew Carnegie's offer to undertake a twenty-year study on what makes people successful.

I like this MP3 audio, it is easy to understand and easy to practice I like it, because if I'm going to show homes, instead listening the radio or music. I can change my energy learning from the program and keep motivate and inspired. This program teach what we need to do how we can provided great service to our clients and teaches us to do the best.

Timeless pieces of actionable advise are well organised in this collection. One of the best sales focused books I have read.

I choose the rating because Selling you still addresses almost all modern day requirement to success. I will recommend the CD to all workers and self employed people.

Im a student needs to be apart of the collection of all NH book or Audio's its a must have!!!!

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