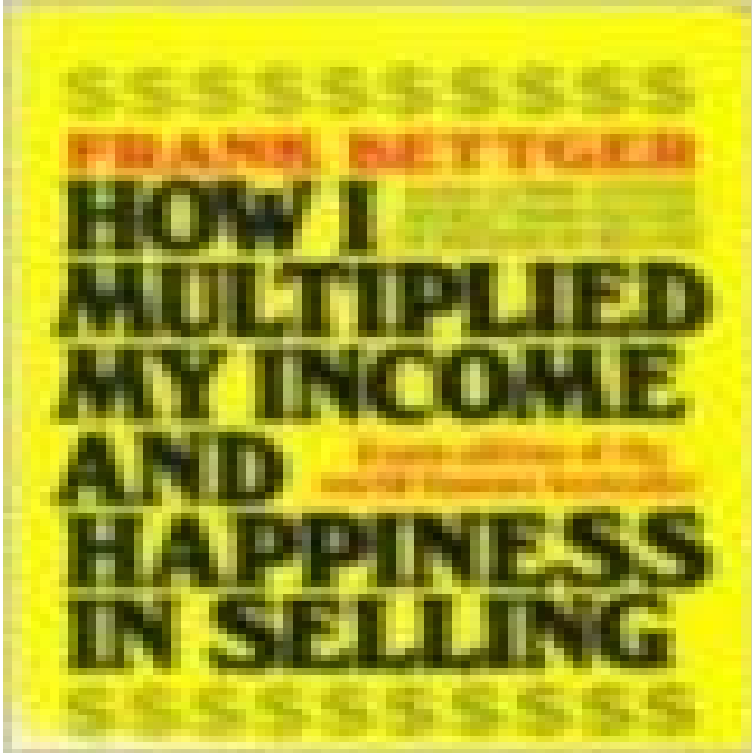


## How I Multiplied My Income & Happiness in Selling



When Frank Bettger wrote his first book, *How I Raised Myself From Failure to Success in Selling*, his purpose was to explain the underlying principles of his selling philosophy. In this book, he has put these selling techniques into action for anyone to use in furthering his or her own selling career. Here are the exact words which Bettger would use when approaching a new prospect or making a successful close and the phrase-by-phrase sales representations used to generate the greatest enthusiasm in potential customers and his 13-week self-organizer.

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