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Practice enthusiasm always, even if you have to fake it until you make it Enthusiasm for the job inspires others, improves job performance, and wins friends. Example: The author was fired from his minor league baseball team due to his fear and seeming lack of ambition.

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[How I Raised Myself From Failure To Success In Selling](#) written by Frank Bettger and has been published by Simon and Schuster this book supported file pdf, txt, epub, kindle and other format this book has been release on 2009-11-24 with Business & Economics categories.

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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 Income and Happiness in Selling](#). [How I Raised Myself...](#) was translated into over a dozen languages, including British English, Danish, Dutch, Finnish, French, German Hungarian, Italian, Japanese, Norwegian, Polish, Portuguese, Romanian, Russian, Serbian, Spanish, and Swedish.

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### Frank Bettger - Wikipedia

The author of this passage used the story about his fear to show that he was honest and brave. If the author hadn't spoken up, he would have come off as unfriendly and impolite. How I Raised Myself From Failure to Success In Selling Book Summary, by Frank Bettger.

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How I Raised Myself from Failure to Success in Selling begins with Dale Carnegie, who tells how he met the author of this book. Dale Carnegie sees the history of Frank Bettger's life as an extraordinary American success story. Frank Bettger fought for his life from an early age.

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NINJA BOOK REVIEW: How I raised myself from failure to success in selling by Frank Bettger. 4 out of 5 NINJA STARS. Here at Invoice Ninja, when we say that like the classics, we really mean the classics – as in sales books from as far back as 1947! The good thing about old sales books is that they celebrate the human side of sales at a time when relationships were made and sustained in person, or at the most distant over the phone.

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How I Raised Myself from Failure to Success in Selling is the amazing business book which tells the selling secrets on the ground level. How Do You Spell Success The first two definitions at Dictionary.com say "success" is: 1. the favorable or prosperous termination of attempts or endeavors; the accomplishment of one's goals. 2. the attainment of wealth, position, honors, or the like.

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