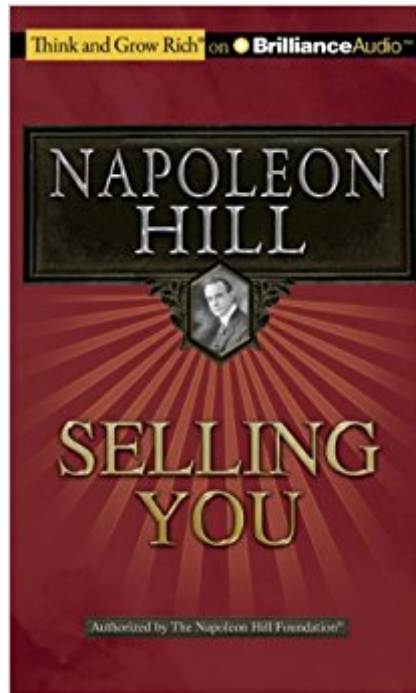




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Selling You (Think And Grow Rich (Audio))



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: 4.6 out of 5 stars 21 customer reviews

Best Sellers Rank: #297,859 in Books (See Top 100 in Books) #6 in Books > Books on CD > Business > Sales #27 in Books > Books on CD > Business > Personal Finance #39 in Books > Books on CD > Business > Career

Customer Reviews

Napoleon Hill (1883-1970) was born in a one-room cabin on the Pound River in Wise County, Virginia. He began his writing career at age 13 as a "mountain reporter" for small town newspapers and went on to become America's most beloved motivational author. His classic work, Think and Grow Rich, continues to inspire millions to believe and achieve and is a cornerstone of the modern self-actualization movement. Before passing, Hill established the Foundation as a nonprofit educational institution whose mission is to perpetuate his philosophy of leadership, self-motivation, and individual achievement.

The remarkable lessons given by Napolian Hill in Think & Grow Rich are condensed here into a usable audio format that I listen to periodically. The principles are focused on success, not simply money. I recommend it to any person trying to find his way in the business world.

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 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 its 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.

It's incredible to think that these ideas have been around for years and only a few have embraced these concepts. Combining Hill's ideas with today's understanding of the brain makes this all so much more attainable. Great foundation for increasing your wealth and redirecting old, unhealthy thoughts to unbelievable strategies.

Great book. very helpful.

excellent, covers significant topics from previous books by Hill consolidated into one volume

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.

I like any Napoleon Hill audio book.

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