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## How to Sell Anything to Anybody (New edition)

By Joe Girard

Simon & Schuster Ltd. Paperback. Book Condition: new. BRAND NEW, How to Sell Anything to Anybody (New edition), Joe Girard, Joe Girard was an example of a young man with perseverance and determination. Joe began his working career as a shoeshine boy. He moved on to be a newsboy for the Detroit Free Press at nine years old, then a dishwasher, a delivery boy, stove assembler, and home building contractor. He was thrown out of high school, fired from more than forty jobs, and lasted only ninety-seven days in the U.S. Army. Some said that Joe was doomed for failure. He proved them wrong. When Joe started his job as a salesman with a Chevrolet agency in Eastpointe, Michigan, he finally found his niche. Before leaving Chevrolet, Joe sold enough cars to put him in the Guinness Book of World Records as 'the world's greatest salesman' for twelve consecutive years. Here, he shares his winning techniques in this step-by-step book, including how to:

- o Read a customer like a book and keep that customer for life
- o Convince people reluctant to buy by selling them the right way
- o Develop priceless information from a two-minute phone call
- o Make word-of-mouth your most successful...



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### Reviews

*It is one of the best publications. It really is really intriguing through reading through period of time. You will not feel monotony at anytime of your own time (that's what catalogs are for relating to in the event you request me).*

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*It is one of my favorite publications. It is among the most awesome publications I have gone through. I am just quickly will get a delight of reading through a published publication.*

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