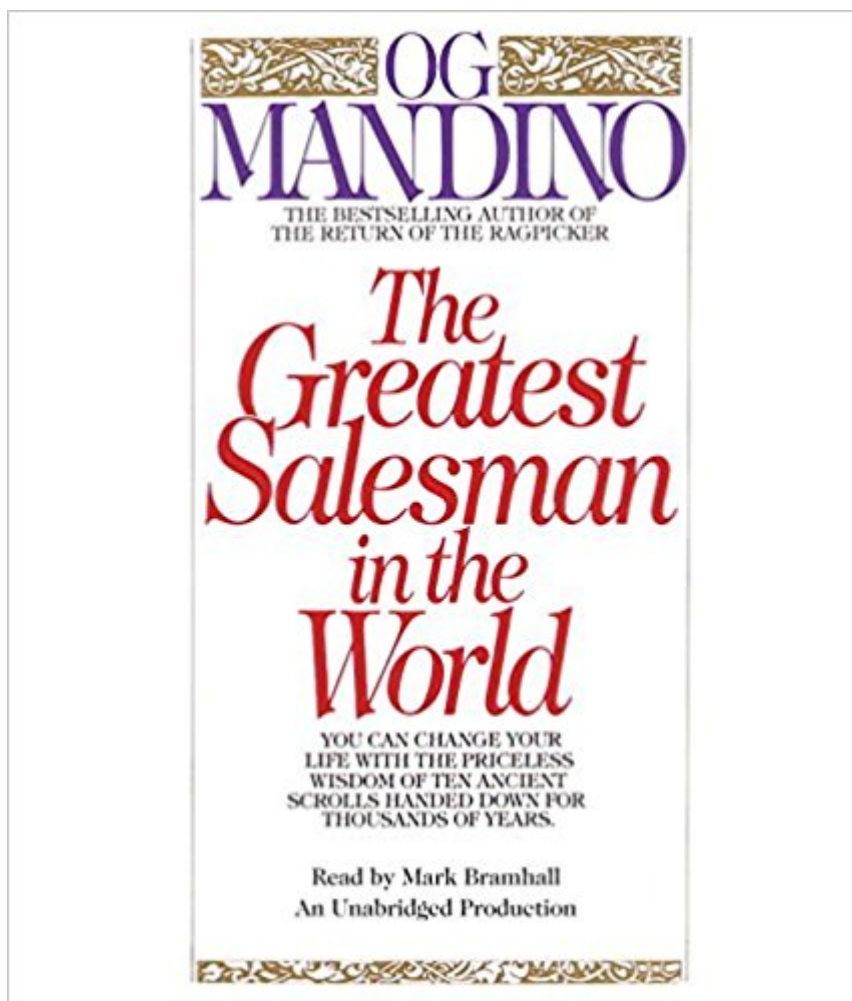


The book was found

# The Greatest Salesman In The World



## Synopsis

What you are today is not important . . . for in this runaway bestseller you will learn how to change your life by applying the secrets you are about to discover in the ancient scrolls. “I will persist until I succeed. I was not delivered into this world into defeat, nor does failure course in my veins. I am not a sheep waiting to be prodded by my shepherd. I am a lion and I refuse to talk, to walk, to sleep with the sheep. The slaughterhouse of failure is not my destiny. I will persist until I succeed.”

•From the ancient scroll marked III in *The Greatest Salesman in the World*

Praise for *The Greatest Salesman in the World* “The Greatest Salesman in the World is one of the most inspiring, uplifting, and motivating books I have ever read. I can well understand why it has had such a splendid acceptance.”

•Norman Vincent Peale “At last! A book on sales and salesmanship that can be read and enjoyed by veteran and recruit alike! I have just completed *The Greatest Salesman in the World* for the second time—it was too good for just one reading—and in all sincerity, I say that it is the most readable, most constructive and most useful instrument for the teaching of sales as a profession that I have ever read.”

•F.W. Errigo, Manager, U. S. Sales Trainer at Parke, Davis & Company “I have read almost every book that has ever been written on salesmanship, but I think Og Mandino has captured all of them in *The Greatest Salesman in the World*. No one who follows these principles will ever fail as a salesman, and no one will ever be truly great without them; but, the author has done more than present the principles—he has woven them into the fabric of one of the most fascinating stories I have ever read.”

•Paul J. Meyer, President of Success Motivation Institute, Inc. “Every sales manager should read *The Greatest Salesman in the World*. It is a book to keep at the bedside, or on the living room table—a book to dip into as needed, to browse in now and then, to enjoy in small stimulating portions. It is a book for the hours and for the years, a book to turn to over and over again, as to a friend, a book of moral, spiritual and ethical guidance, an unfailing source of comfort and inspiration.”

•Lester J. Bradshaw, Jr., Former Dean, Dale Carnegie Institute of Effective Speaking & Human Relations “I was overwhelmed by *The Greatest Salesman in the World*. It is, without doubt, the greatest and the most touching story I have ever read. It is so good that there are two musts that I would attach to it: First, you must not lay it down until you have finished it; and secondly, every individual who sells anything, and that includes us all, must read it.”

•Robert B. Hensley, President, Life Insurance Co. of Kentucky “Og Mandino provocatively prods your attention into fascination as he masterfully relates his story. *The Greatest Salesman in the World* is a book with emotional appeal for millions.”

•Roy

Garn, Executive Director, Emotional Appeal Institute   “There are very few men who have the writing talent with which Og Mandino has been blessed. The thoughts contained in this book symbolize the importance of selling to the entire world’s existence.”   •Sol Polk, President, Polk Bros., Inc.

## Book Information

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## Customer Reviews

The Greatest Salesman in the World is a tiny book, and it is a treasure. First published in 1968, Og Mandino’s classic remains an invaluable guide to a philosophy of salesmanship. Mandino’s clear, simple writing style supports his purpose: to make the principles of sales known to a wide audience. A parable set in the time just prior to Christianity, The Greatest Salesman in the World weaves mythology with spirituality into a much needed message of inspiration in this culture of self-promotion. Mandino believes that to be a good salesperson, you must believe in yourself and the work you are doing. It is a simple but profound spiritual philosophy about how to succeed in the world’s marketplace, easily understood and easy to take to heart. --Jodie Buller --This text refers to an out of print or unavailable edition of this title.

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Roy Garn, Executive Director, Emotional Appeal Institute

"There are very few men who have the writing talent with which Og Mandino has been blessed. The thoughts contained in this book symbolize the importance of selling to the entire world's existence.

Sol Polk, President, Polk Bros., Inc.

"I have just finished the uninterrupted reading of The Greatest Salesman in the World. The plot is original and ingenious. The style is interesting and fascinating. The message is moving and inspiring. Everyone of us is a salesman, no matter what his occupation or profession. Most of all, first he must sell himself to himself in order to find personal happiness and peace of mind. This book, if carefully read, absorbed and heeded, can help every one of us to be his best salesman.

Dr. Louis Binstock, Rabbi, Temple Sholom, Chicago

"I like the story . . . I like the style . . . I like the book. Every salesman and members of his family should read it.

W. Clement Stone, President, Combined Insurance Co. of America

“In my opinion, The Greatest Salesman in the World by Og Mandino will become a classic. I have published hundreds of books over the years but Og Mandino’s powerful message found a place in my innermost being. I am proud to be the publisher of this book.”  
•Frederick V. Fell

This book was recently recommended to me by the CEO of my company. I was skeptical that this book would read like a dry, sales self-help book but it did not.. I found myself making highlights on each page to reflect on. I am not a spiritual or religious person, but you don’t need to be to appreciate the message in this book. In my industry I deal with high-emotion customer service and I can’t wait to give copies of this to my staff!

I was yearning for a spectacle like it’s predecessor The Greatest Salesman in the World as I reached one fifth of the book I thought I would be disappointed but I wasn’t this is indeed a fitting end to the story, great words to live by and a great addition to my collection.

Great book not just for sales type people but in general for changing your daily outlook and attitude about life

This is an amazing read - quick but not lightweight; profound but not overwhelming. Some things you have known all of your life, but don’t consciously recognize until you see them illustrated before you. This book carries such examples, and is written on a level for anyone from teens to mature adults to both enjoy and learn from.

Are you having a hard time connecting to potential clients? Are you having a hard time getting "it" together? Are you having a time of self doubt? This book somehow deals with all of that. I don’t know how else to say this but take what’s in these pages and apply it to life and you will find ways to accomplish anything.

I had no idea what to expect, but I had read up on Og’s life and thought I’d see what he had to say. Though one would think it is about sales, it is more about a wonderful way to live life. How he incorporates meaningful events (to me) into the story is .....well, it’s beyond great! I hate to say too much as I dislike when someone writes a review and tells the story, so I will just say that you can’t lose getting this wonderful little book. It’s more a prescription for life itself, but with that being

said, it certainly can't hurt sales, which I just happen to be in!!

Everything you do in life, every time you reach for something you want, you "sell" someone on your idea, even if it's only to give you a chance, or to let you have what you want. I read this 30 years ago and with it was able to greatly improve my life. For those that take this seriously, it helps with coping skills and people skills.

I've read this book many, many times, and the Twelve Scrolls are worth the price alone. Og Mandino appeared at a convention I was attending some years ago. He told the story of his life, and most of us will never experience what he did--thank goodness. The very first time of reading it, my eyes were wet at the end. It affected me that much. And I was reading it on the beach at the time. Couldn't put it down. His sequel, Part 2, is on my Kindle now. It reads every bit as well and as meaningfully.

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