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Tested Sentences that Sell Elmer Wheeler, 2018-12-01 This book describes the simple but effective methods that Elmer Wheeler has used in making two sales grow where only one grew before. The author is sales consultant for scores of prominent firms. He has tested thousands of word-combinations and selling points on millions of customers at the point of sale. He knows the selling points and techniques that will achieve results. He knows the ones that will fail. The author shows you how the slight twist of a phrase may make a difference between success and failure in selling a product. He shows you how to go about building up your own selling sentences—your own sales presentations—and how to test them on the customer. You will find this book intensely interesting and practical, for the author has filled it with stories of actual sales campaigns that have been built upon the use of tested sentences. The ideas in this book are making money for some of the best-known concerns in the country. They should make money for you.

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,1927 *The \$100,000 Practice and how to Build it* Robert P. Levoy,1966 **Enthusiasm Makes the Difference** Dr. Norman Vincent Peale,2003-05-15 I am convinced that the fortunate individuals who achieve the most in life are invariably activated by enthusiasm Norman Vincent Peale If you have a tough time coping with life s disturbances disappointments and challenges this book is for you Dr Peale offers a simple sure fire solution for stress a healthy dose of enthusiasm Enthusiasm is the magic ingredient that can make the difference between success and failure and it can help you to improve your problem solving abilities overcome your fears sharpen your mind make your job more rewarding calm your tensions build self confidence kindle the powerful motivation that makes things happen *How and what to Sell* ,1927 *Motion Picture Herald* ,1927 **The Saturday Evening Post** ,1929 **Selling, Principles and Practices** Frederic Arthur Russell, Frank Herman Beach, Richard Hobart Buskirk,1982

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