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The answer is inside *How I Raised Myself from Failure to Success in Selling*. Bettger reveals his personal experiences and explains the foolproof principles that he developed and perfected. He shares instructive anecdotes and step-by-step guidelines on how to develop the style, spirit, and presence of a winning salesperson.

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Frank Bettger wrote a last book, entitled *How I Learned the Secrets of Success in Selling*, in 1960. The book focused on his life and lessons he learned during his short baseball career, and reflected how those lessons learned at an early age helped mold him into the success he became.

Frank Bettger - Wikipedia

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