



# MASTERING YOUR WAY TO THE TOP

*By Joe Girard*

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## MASTERING YOUR WAY TO THE TOP By Joe Girard

Joe Girard has always believed that smart work and persistence can work wonders, and he has proven this premise with his own life. Starting as a shoeshine boy, Joe Girard worked as a newsboy for the Detroit Free press and then as a dishwasher, delivery boy, stove assembler and home building contractor before starting a new career as a salesman with a Chevrolet Agency. Before leaving the agency he sold 13,001 cars in his fifteen-year career, including 1,425 cars in 1973, a record that put him in THE GUINNESS BOOK OF RECORDS as "the world's greatest salesman" for twelve consecutive years. He still holds the all-time record for big ticket retail sales, an average of six sales a day. One of America's most sought after speakers, Joe Girard appears before civic groups, religious organizations, and sales conventions of major corporations. It is easy to understand why Joe Girard's first bestselling book, HOW TO SELL ANYTHING TO ANYBODY, helps millions of salespeople all over the world, for it is here as well as in his following books, HOW TO SELL YOURSELF and HOW TO CLOSE EVERY SALE, that Mr. Girard reveals the secrets of his success "People don't buy a product, they buy me, Joe Girard." WWW.JOEGIRARD.COM

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## **Editorial Review**

From Publishers Weekly

Sales wizard Girard offers tips for success culled from both his own experience and that of other businesspeople.

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From [Booklist](#)

Master-seller Girard, author of *How to Sell Anything to Anybody* (1981), adapts his selling tips to a strategy for getting ahead in business or in one's career. Arguing that success is simply a matter of selling oneself, he emphasizes motivation, visualization, goal setting, and risk taking. Girard peppers his own advice with that of dozens of others who have made it "to the top," such as the public relations agents of African American superstar Terrie Williams, Amway founder Richard DeVos, restaurateur Win Schuler, and actress-singer turned travel impresario Kaye Britton. He makes it all sound so easy and straightforward, which is, of course, the point of books like this and the reason many will want to read this one. *David Rouse*

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**Zachary Kirkland:**

This MASTERING YOUR WAY TO THE TOP book is simply not ordinary book, you have after that it the world is in your hands. The benefit you get by reading this book is actually information inside this e-book incredible fresh, you will get details which is getting deeper you actually read a lot of information you will get. This particular MASTERING YOUR WAY TO THE TOP without we recognize teach the one who studying it become critical in considering and analyzing. Don't become worry MASTERING YOUR WAY TO THE TOP can bring when you are and not make your bag space or bookshelves' turn out to be full because you can have it within your lovely laptop even mobile phone. This MASTERING YOUR WAY TO THE TOP having good arrangement in word in addition to layout, so you will not really feel uninterested in reading.

**Margarito Rone:**

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**Teresa Brown:**

In this age globalization it is important to someone to obtain information. The information will make someone to understand the condition of the world. The fitness of the world makes the information much

easier to share. You can find a lot of sources to get information example: internet, magazine, book, and soon. You can observe that now, a lot of publisher which print many kinds of book. The actual book that recommended to you is MASTERING YOUR WAY TO THE TOP this guide consist a lot of the information of the condition of this world now. This specific book was represented how do the world has grown up. The terminology styles that writer make usage of to explain it is easy to understand. The writer made some study when he makes this book. This is why this book suitable all of you.

#### **David Mathews:**

What is your hobby? Have you heard which question when you got college students? We believe that that problem was given by teacher to their students. Many kinds of hobby, Every person has different hobby. And also you know that little person including reading or as studying become their hobby. You need to understand that reading is very important along with book as to be the matter. Book is important thing to incorporate you knowledge, except your personal teacher or lecturer. You see good news or update concerning something by book. Many kinds of books that can you go onto be your object. One of them is niagra MASTERING YOUR WAY TO THE TOP.

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