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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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