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Practice enthusiasm always, even if you have to fake it until you make it. Enthusiasm for the job inspires others, improves job performance, and wins friends. Example: The author was fired from his minor league baseball team due to his fear and seeming lack of ambition.

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1949 by Prentice-Hall in New York.

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Carnegie encouraged Bettger to write his  
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Multiplied My Income and Happiness in Selling. How I Raised Myself... was translated into over a dozen languages, including British English, Danish, Dutch, Finnish, French, German Hungarian, Italian, Japanese, Norwegian, Polish, Portuguese, Romanian, Russian, Serbian, Spanish, and Swedish.

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Frank Bettger - Wikipedia

The author of this passage used the story about his fear to show that he was honest and brave. If the author hadn't spoken up, he would have come off as unfriendly and impolite. How I Raised Myself From Failure to Success In Selling Book Summary, by

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tells how he met the author of this book.  
Dale Carnegie sees the history of Frank  
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**NINJA BOOK REVIEW:** How I raised myself from failure to success in selling by Frank Bettger. 4 out of 5 NINJA STARS.

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termination of attempts or endeavors; the accomplishment of one ' s goals.2. the attainment of wealth, position, honors, or the like.

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