

The Five Great Problems of Salesmen and How to Solve Them

by Percy H. Whiting

*author of
"The Five Great Rules of Selling"
over 179,000 copies sold*

Are you a failure at organizing your day's work?

Do you avoid thinking creatively?

Are you tongue-tied and ineffective
in meeting your customers' objections?

Do you lack the motivation to do your best work?

Is your failure to communicate clearly
and forcefully holding down your income?

**This book will help you to solve these and
the other problems that are keeping you
from selling more and earning more**

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