

How To Sell Yourself Joe Girard

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Associate with others who know how to sell themselves, who are winners. Avoid the losers from now on. Put negative thoughts-envy, jealousy, greed, hate-out of your life. Give yourself a pat on the back at least once every day.

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Use the office venue to sell one's self subtly. For example, walk the customer through the office space and walls lined with framed pictures of citations, newspapers and articles, etc. acknowledging your firm's accomplishments and good reputation. Bring a sense of humor to the sales presentation.

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