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Vashni Young

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Vash Young grew up under harsh conditions in the beginning of the 20th century, but managed to turn deprivation and hardship to wealth and prosperity in the 1930's, when most other people suffered from the effect of the Great Depression. He reveals his secrets in this book, and the advices he gives are just as valid today as they were at the time of its writing. "It describes the only method of salesmanship that is without a flaw, that has no drawback. Its principles are as applicable to advertising as to sales manship. The first big advertiser who puts into his advertising such a conception toward competition and humility toward his own business will sweep the markets of the country like a prairie fire. Strictly it is not a business book, but in any list of business books it stands, I think, at the top." --from the preface by Earnest Elmo Calkins

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