

Successful *Enjoyable* Selling

*How to Sell Your Way
and Make Money*

By **WILLIAM L. FLETCHER, M.D.**

Successful Enjoyable Selling

John A. Thomchick



Successful Enjoyable Selling:

Selling British Columbia Michael Dawson, 2007-10-01 *Selling British Columbia* is an entertaining examination of the development of the tourist industry in British Columbia between 1890 and 1970. Michael Dawson argues that in order to understand the roots of the fully fledged consumer culture that emerged in Canada after the Second World War it is necessary to understand the connections between the 1930s, 1940s and the postwar era. Cultural producers such as tourism promoters and the state infrastructure played important roles in fostering consumer demand, particularly during the Depression, the Second World War and throughout the postwar era. Dawson draws upon promotional pamphlets, newspapers, advertisements and films as well as archival sources regarding government, civic and international tourism organizations. Central to his book is an examination of the representation of popular imagery and of how aboriginal and British cultures were commodified and marketed to potential tourists. He also looks at the gendered aspect of these promotional campaigns, particularly during the 1940s, and challenges earlier interpretations regarding the relationship between tourism and nature in Canada. Historians have tended to focus on either the first wave of consumerism from the 1880s to the 1920s or else on the era of economic expansion that followed World War Two. As Dawson shows, the 1930-45 period in particular was an important and dynamic one in the creation of Canadian and British Columbian consumer culture. Michael Dawson's highly readable and engaging account of the development of the British Columbia tourist industry will be welcomed by British Columbian and Canadian historians as well as other scholars of tourism and consumerism. [Learn to Sell Successfully](#) Simone

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Modern Business ,1919 **Federal Trade Commission Decisions** United States. Federal Trade Commission,1963

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