

Superachievers

Portraits of Success from **PERSONAL SELLING POWER™**

By Gerhard Gschwandtner

Eleven years ago, when Gerhard Gschwandtner moved to the United States from Europe, he was awed by the great number of self-made Superachievers. He began to study their lives and, inspired by their examples, he started his own consulting company five years later.

Encouraged by early success, he expanded and founded the international sales/motivation publication *Personal Selling Power* which he designed to train, educate, and motivate sales and marketing executives. Today, over 75,000 readers are already taking advantage of his nationally acclaimed publication to increase their success and brighten their prospects for the future.

In this book, Gerhard Gschwandtner blueprints the guiding philosophies and action steps that have enabled twelve of America's top achievers to reach out, to contribute, and to succeed beyond their initial hopes and dreams.

Learn from the in-depth profiles of these Superachievers. Benefit from over 700 years of experience. But what's more important, use their advice on what it takes to succeed in today's increasingly competitive world.

- Discover Ronald Reagan's Personal Selling Power and how he uses persuasion techniques to "sell" himself and his programs.
- Capture the enthusiasm generated by Mary Kay Ash. (Read Chapter 3: The Make-Up of Sales Success).
- Take a moment to trace Dr. Norman Vincent Peale's latest—and most insightful—positive thoughts.

(continued on back flap)

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Yaw Perbi

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