

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)

Superachievers Portraits Of Success From Personal Selling Power

Gerhard Gschwandtner



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15 Inspiring Young Akoras Yaw Perbi,2003 *Diamond in the Rough* Barry J. Farber,1995 This inspiring guide to discovering personal value and fulfilling hidden potential reveals the chemistry of confidence the value of failure how to pump up creativity the seven steps to setting goals and more *Bibliography on Direct Selling in the United States* ,1982

Books in Print Supplement ,1985 *Keeping Clients Satisfied* Robert W. Bly,1993 Forthcoming Books Rose Arny,1984-03 *The Double Win* Denis Waitley,1985 Timeless Super Achievers Gerhard Gschwandtner,1998-12 Why is it that some people seem destined to win while others appear to work hard and yet never make it to the top To discover the keys to lasting success Selling Power magazine interviewed 20 Superachievers and collected their life lessons in this book Now you can study their patterns of success and learn from their insights and experiences so that you can reach a higher level of success Publisher s description **Superachievers** Gerhard Gschwandtner,1984-01-01 *Super Achievers* Sean P. McCullough,2019-03-12 Super Achievers The Ten Proven Principles of Success is a primer in the how to of achieving success This success can be in any area of life as the principles apply across the board Yet there is an emphasis here on those considering starting their own business To guide the reader sixteen very successful entrepreneurs discuss their own personal triumphs and setbacks in their quest for excellence towards the success they have attained Many of them are not just millionaires but multi millionaires Their journeys to success are definitely worth reading They are presented here in a very straightforward manner making these ten secrets easily understood by all Their stories will demonstrate that success is just waiting for you as it had been for them This book then is that first step to being your own Super Achiever

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