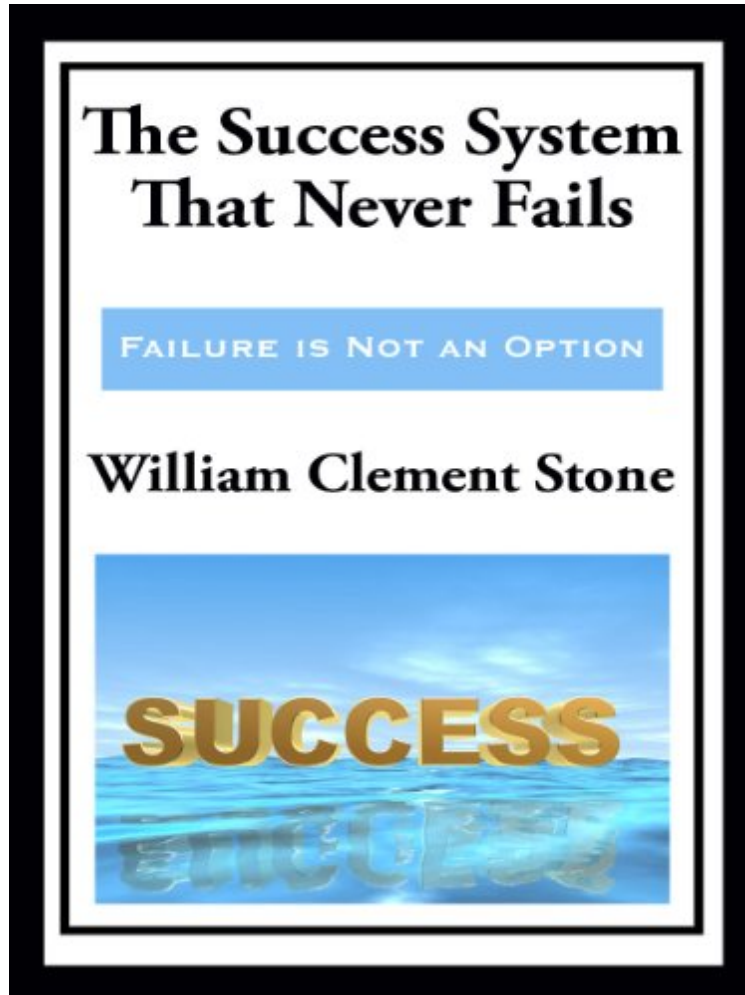


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## The Success System That Never Fails (with linked TOC)

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**William Clement Stone : The Success System That Never Fails (with linked TOC)** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Success System That Never Fails (with linked TOC):

1 of 1 people found the following review helpful. Timeless Classic for Sales 101. By S. R. Lawrence I have been in the sales business for 30 years now. Successful salesperson, sales manager and mentor/trainer. Direct sales was my first job: selling Encyclopedias door to door to Mums and Dads. Just loved it! Advent of the computer saw the end of the books. Life Insurance became my next love- moved on to Finance and Property. Have been retired for some years but have gone back 'on the street' at age 65: cold calling to business! Nothing much has changed with people; they still have the same needs- "Maslow's hierarchy of needs" is still alive and well out there. Find (Sell) to the clients needs- not yours. I actually worked for Clement Stone's Combined Insurance: their sales training was (is) immortal - as is this (His) book. Not a University transcript but essential reading if you are one of the courageous souls who make a

fine living selling. 'People who love People'. The System never fails- just do it!1 of 1 people found the following review helpful. A Must ReadBy DareToBeAHeroWARNING: Once you start reading, you may not want to put the book down!!!If you want to build a sales organization, a business, a non-profit organization or if you want to become a leader then this book is A MUST READ. Although the book was written many years ago before some who read this were even a twinkling in their parent's eyes, the principles shared within by W. Clement Store are timeless. They have also been proven to work. I personally know of some who have put these principles to work and totally changed their business and their life. I know it will change mine also.The contents rate a 5 star plus. The only reason (and these are minor ones) for the overall rating to be 4 stars (wish I could have rated it 4.95 stars) is because of some typos and misspelled words from time to time. I don't know if they are from the original version of the book or from this particular Kindle version. Nevertheless, these minor flaws are not enough to take away from the lessons given within.0 of 0 people found the following review helpful. My favorite self help bookBy Dean HarvisonPractical advice that you can implement from someone who actually built an insurance empire. I am excited to put his advice into practice.

Why does one man succeed and another fail? There is an answer. And it will be found in this book. For there are formulas, prescriptions, recipes-rules, principles, systems-even treasure maps, if you please-which, when followed in proper sequence, bring the good things in life to those who seek them. Often the rules for success are so simple and so obvious they aren't even seen. But when you search for them, you, too, can find them. And during the search something wonderful happens: you acquire knowledge...you gain experience...you become inspired. And then you begin to realize the necessary ingredients for success.