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Carnegie encouraged Bettger to write his first best-selling books: How I Raised Myself from Failure to Success in Selling and How I Multiplied My Income and Happiness in Selling. How I Raised Myself... was translated into over a dozen languages, including British English, Danish, Dutch, Finnish, French, German Hungarian, Italian, Japanese, Norwegian, Polish, Portuguese, Romanian, Russian, Serbian, Spanish, and Swedish.

Frank Bettger - Wikipedia
The author of this passage used the story about his fear to show that he was honest and brave. If the author hadn□t spoken up, he would have come off as unfriendly and impolite. How I Raised Myself From Failure to Success In Selling Book Summary, by Frank Bettger.

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