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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](#)



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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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