

Frank Bettger

Quotes

Trying, Thinking, People, Enthusiasm, Jobs, Silence, Quality, Order, Listening, Products, Gratitude, New Business, Selling, Source, Believe, Income, Moving, Expression, Want, Continuing To Learn

The whole secret of freedom from anxiety over not having enough time lies not in working more hours, but in the proper planning of the hours.

~Frank Bettger

Enthusiasm is by far the highest paid quality on earth, probably because it is one of the rarest; yet it is one of the most contagious.

~Frank Bettger

Smile your best smile at everyone you see. Think about all the things you have to be thankful for... and smile. The world will smile with you.

~Frank Bettger

The most important secret of salesmanship is to find out what the other fellow wants, then help him find the best way to get it

~Frank Bettger

I no longer worry about being a brilliant conversationalist. I simply try to be a good listener. I notice that people who do that are usually welcome wherever they go

~Frank Bettger

Selling is the easiest job in the world if you work it hard-but the hardest job in the world if you try to work it easy.

~Frank Bettger

Enthusiasm: If you don't FEEL enthusiastic, ACT enthusiastic. Soon, you'll BE enthusiastic. Double your enthusiasm and you'll probably double your income.

~Frank Bettger

If you don't believe in what you're selling, neither will your prospect.

~Frank Bettger

Order (self-organization): Set aside time to plan how you will spend

your time. Think about what's most important. Then do those things first.

~Frank Bettger

The short-cut to popularity is to lend everyone your ears, instead of giving them your tongue

~Frank Bettger

Sell the interview before you attempt to sell the product

~Frank Bettger

New customers are the best source of new business

~Frank Bettger

Good listening works magic... Listen intently intentionally!

~Frank Bettger

There is an art in silence, and there is an eloquence in it too.

~Frank Bettger

Understate and over-prove.

~Frank Bettger

Keep your mind young by continuing to learn about your business.

~Frank Bettger

When you show a man what he wants he will move heaven and earth to get it.

~Frank Bettger

Never forget a customer. Never let a customer forget you

~Frank Bettger

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