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# NAPOLEON HILL



## HOW TO SELL YOUR WAY THROUGH LIFE

FOREWORD BY **KEN BLANCHARD**



HOW TO  
SELL  
YOUR WAY  
THROUGH  
LIFE



NAPOLEON  
HILL

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*Dedicated to*  
*ALL WHO HAVE TRIED AND FAILED*  
*BUT STILL FIGHT ON*  
*WITH*  
*DETERMINATION*  
*TO MAKE LIFE PAY*





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## FOREWORD



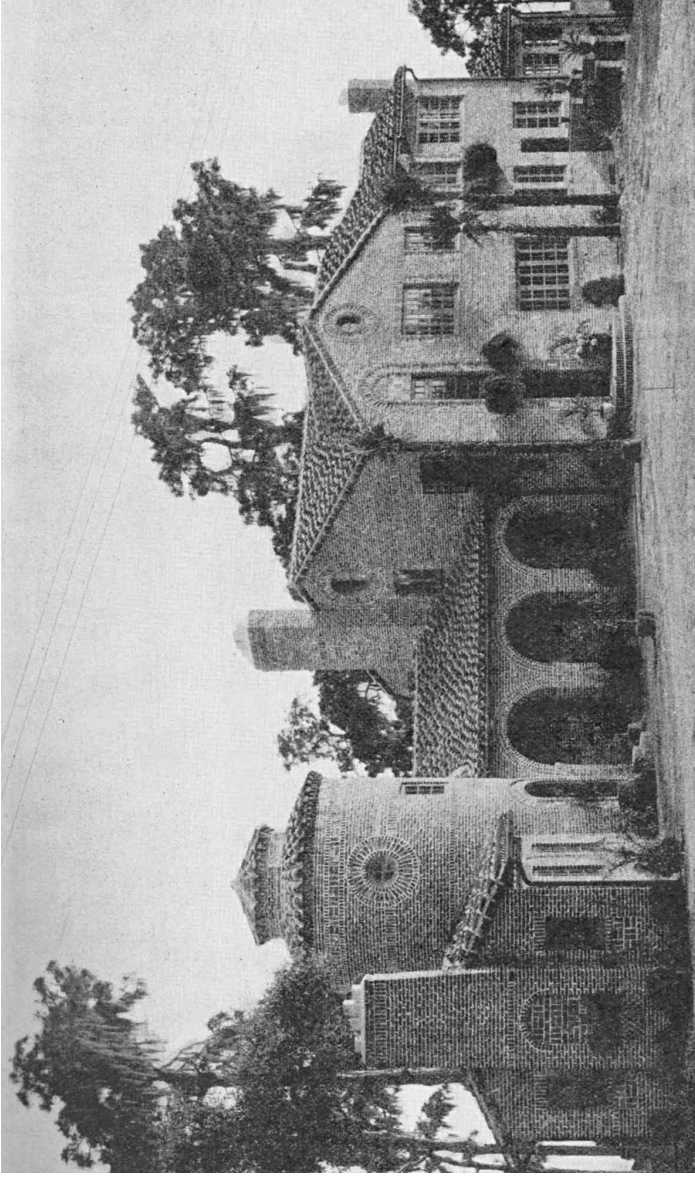
LIKE millions of others, I am a big fan of Napoleon Hill's timeless classic, *Think and Grow Rich*. First published in 1937, it has the distinction of being the best read self-help book of the twentieth century.

Not so well known is how Napoleon Hill earned his livelihood before he wrote *Think and Grow Rich*. In *How to Sell Your Way Through Life*, Hill explains how he spent many years perfecting his skills as a master salesman and sales trainer. *How to Sell Your Way Through Life* was written in the depths of the Great Depression. To write it, Hill drew upon contacts, interviews, and the cooperation of the most successful men in the country, including Andrew Carnegie, Henry Ford, Thomas Edison, and others.

The information in *How to Sell Your Way Through Life* is as relevant in today's economy as it was in a time very similar to ours. Hill could have been writing about today when he said, "Business depressions do not destroy the market for imagination; they merely increase the need and extend the demand for imagination. The world stands in need of men who will use their imagination."

From the psychology of negotiation and selling to an analysis of proven methods, positive thinking, and the all-important Golden Rule, *How to Sell Your Way Through Life* is an outstanding course in salesmanship. Invest some time in reading these pages and you'll understand why Napoleon Hill stands as one of the most masterful business philosophers of our time.

—Ken Blanchard,  
co-author of *The One Minute Manager*<sup>®</sup>  
and *The One Minute Entrepreneur*



THE AUTHOR SOLD HIS WAY INTO THIS FAMOUS "CASTLE ON THE HILL."  
A glimpse of the magnitude and magnificence of Napoleon Hill's "Model American Home"  
overlooking beautiful Lake Dora, Florida.

ONE OF THE FINE THINGS ABOUT THIS BOOK IS  
THAT "IT WORKS"



TO write a book of theories on “how the other fellow should succeed” is quite common. But for an author to definitely demonstrate that his ideas *will work*, and that he personally can *make them work*, is quite rare.

Hence, it is not for the purpose of boasting—but to give you confidence that what you are about to read is practical, workable, proven philosophy—when we mention the following. As you read this book, you will feel as though the author was present in the pages. The lessons were not just written; they were first *lived*, and then put into print.

The author has sold his way through life so successfully using the philosophy and methods taught in this book, that he lives in a castle in Florida, which is one of the famous showplaces of the entire South. From it he commands not only a rare view of beautiful Lake Dora, but also of the entire town of fashionable Mount Dora, in the “Golden Triangle.”

He is the first to occupy this castle, upon which it is reported the builder spent about \$100,000. It is to be developed into a “model American home.” It is here that 15 children are to be adopted who will be schooled in these principles, so that they, too, may sell their way through life successfully.

This visible evidence of opulence demonstrates in a definite way that the author can not only prescribe the “medicine of success, but that *he can make it work for himself*. In a personal letter to his publishers (not intended for publication), he wrote:

“There is one thing of which you can be sure. Mrs. Hill and I have whipped life and actually made it pay in terms of complete and continuous happiness. We have found ‘that something’ which brings peace of mind and genuine joy in just living. I am astonished at not having discovered our vast riches before this.