THE TRAINING OF A SALESMAN

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649011780

The training of a salesman by William Maxwell

Except for use in any review, the reproduction or utilisation of this work in whole or in part in any form by any electronic, mechanical or other means, now known or hereafter invented, including xerography, photocopying and recording, or in any information storage or retrieval system, is forbidden without the permission of the publisher, Trieste Publishing Pty Ltd, PO Box 1576 Collingwood, Victoria 3066 Australia.

All rights reserved.

Edited by Trieste Publishing Pty Ltd. Cover @ 2017

This book is sold subject to the condition that it shall not, by way of trade or otherwise, be lent, re-sold, hired out, or otherwise circulated without the publisher's prior consent in any form or binding or cover other than that in which it is published and without a similar condition including this condition being imposed on the subsequent purchaser.

www.triestepublishing.com

WILLIAM MAXWELL

THE TRAINING OF A SALESMAN



LIPPINCOTT'S TRAINING SERIES

"For those who want to find thereselves"

THE TRAINING OF A SALESMAN

BY WILLIAM MAXWELL

LIPPINCOTT'S TRAINING SERIES

"For those who want to find themselves"

The books in the Lippincott's Training Series, by the leaders in the different professions, will do much to help the beginner on life's highway. In a straightforward manner the demand upon character, the preparatory needs, the channels of advancement, and the advantages and disadvantages of the different pursuits are presented in

THE TRAINING OF A SALESMAN

By William Maxwell, Vice-President of Thomas A. Edison, Inc.

TRAINING FOR THE NEWSPAPER TRADE By Don C. Seris Business Manager of the New York World.

TRAINING FOR THE STAGE By ARTHUR HORNBLOW Editor of "The Theatre Magasine."

TRAINING FOR THE ELECTRIC RAILWAY BUSINESS

BY C. B. FAIRCHILD, JR. Executive Assistant, Phila. Rapid Transit Co.

TRAINING AND REWARDS OF THE PHYSICIAN By Richard C. Cabot, M.D.

TRAINING OF A FORESTER
By Gippord Pinchot

These books should be in every school and college library. Put them in the hands of your young friends; they will thank you.

Other volumes in preparation Each thoroughly illustrated, decorated cloth

CALIFORNIA

AHANONIA)



WANTED-A MAN WITH EXECUTIVE ABILITY
Page 168

LIPPINCOTT'S TRAINING SERIES

THE TRAINING OF A SALESMAN

BY

WILLIAM MAXWELL

VICE-PRESIDENT OF THOMAS A. EDISON, INC.
AUTHOR OF "IF I WERE TWENTY-ONE," "SALESMANSHIP," ETC.
6 ILLUSTRATIONS



PHILADELPHIA AND LONDON
J. B. LIPPINCOTT COMPANY

AMAGNIAD

12

HF5438 M32

COPYRIGHT, 1919, BY J. B. LIPPINCOTT COMPANY

PRINTED BY J. B. LIPPINCOTI COMPANY AT THE WASHINGTON SQUARE PRESS PHILADELPHIA, U. S. A. This volume is dedicated to a lady to whom I succeeded in selling myself and who, I hope, has never rued her bargain