

# CERTAIN SUCCESS

**Norval A. Hawkins**



# Certain Success

**Sir Harry Lauder**



## **Certain Success:**

**Certain Success** Norval A. Hawkins, 2021-01-01 In *Certain Success* Norval A. Hawkins has tried to give an outline of the whole subject of salesmanship. But the scope of this set does not afford room to give here a minutely detailed exposition of the special processes of making sales in particular businesses. I have compiled for you rather the general principles of effective selling that may be universally applied. *Certain Success* is a handbook of fundamental ideas which each reader by his individual thinking should amplify and fit to his her own work or ambition. *Certain Success* Hawkins, 2025 *Certain Success* by Norval A. Hawkins is a classic self help and motivational book first published in the early 20th century. Drawing from his extensive experience as a successful businessman and sales manager, Hawkins distills the principles and habits that lead to achievement in any field. *CERTAIN SUCCESS* A. Hawkins Norval, 2023-11-01 *Certain Success* by Norval A. Hawkins is a conventional book on a way to improve yourself and achieve success. As a motivational speaker and well known creator, Hawkins uses his years of experience as a manual to show readers a way to attain their desires and reach their complete ability. Through this book, Hawkins indicates how plenty she cares approximately giving people energy. Hawkins leads readers on an existence converting experience by using giving them both practical advice and provoking ideas. *Certain Success* is extra than only a book of suggestions; it's an effective call to movement that has inspired thousands and thousands of humans to take fee in their lives and move after their desires. Hawkins teaches us extraordinarily useful lessons, especially how crucial it is to have huge dreams and hold going even if matters get tough. Personal growth is protected in element on this book which offers readers the tools they need to find their very own precise approaches to success. Hawkins maintains to have a large effect via motivational talks and training lessons, similarly to the writing he does. Because he's so appropriate at what he does, Norval A. Hawkins is a well known character inside the field of fulfillment, education, and *Certain Success* will usually be a terrific book for folks who need to be satisfied and successful in their lives. **Certain Success** Norval A. Hawkins, 2013-09 Anyone can achieve success. The key is to eliminate characteristics of failure and replace them with characteristics of success. Norval A. Hawkins covers every single aspect of how to be successful at selling and in life. There is no other book like this that gives as much informed and qualified information. Use this book as a guide so you can obtain the characteristics of success in logical, systematic steps. There are particular characteristics one can have and particular things one can do that will make failure in life certain. Why then should not the possession of particular opposite characteristics and the doing of particular opposite things result as certainly in success which is the antithesis of failure? That is a logical, common sense question. The purpose of this book and its companion volume *The Selling Process* is to answer it convincingly for you. Use this book as a guide so you can obtain the characteristics of success. Read *Certain Success* by Norval A. Hawkins today. I THE UNIVERSAL NEED FOR SALES KNOWLEDGE II THE MAN STUFF YOU HAVE FOR SALE III SKILL IN SELLING YOUR BEST SELF IV PREPARING TO MAKE YOUR SUCCESS CERTAIN V YOUR PROSPECTS VI GAINING YOUR CHANCE

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Success can be made certain not however by the mere possession of particular characteristics nor by just doing particular things Your success in life can be assured but only if you supplement your qualifications and make everything you do most effective by using continually whatever your vocation the art of salesmanship Life can hold nothing but failure for the ill natured unsociable disgusting tramp who is known to be ignorant lazy shiftless a spendthrift a liar and an all around crook Such a worthless man will make a complete failure of life because he is so dis qualified to succeed On the other hand certain success ought to be achieved by the good natured intelligent reliable man who continually wins friends the truthful man who has a fine reputation for thrift honesty neatness and love for his work He seems entirely worthy of success Yet for reasons that baffle himself and his friends it sometimes happens that such a man is unsuccessful The defeat in life of one who appears so deserving of victory seems to prove that success cannot be assured by the development of individual characteristics and by doing specific things But such a wholly negative conclusion would be wrong When a worthy man fails he loses out because he lacks an essential positive factor of certain success the ability to sell his capabilities By mastering the selling process this failure can turn himself into a success cations Unrecognized Capabilities We are sure of the failure of the man who is utterly disqualified to succeed not because he has particular faults but because they self advertise and sell the idea of his disqualifications for success His characteristics and actions make on our minds an impression of his general worthlessness Defects are apt to attract attention while perfection often passes unnoticed Millions of worthy men otherwise qualified for success have failed solely because their merits were not appreciated and rewarded as they would have been if recognized Capabilities like goods are profitless until they are sold Therefore the man who deserves to win out in life can make his victory sure only by learning and practicing with skill the certain success methods of the master salesman

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things But such a wholly negative conclusion would be wrong When a worthy man fails he loses out because he lacks an essential positive factor of certain success the ability to sell his capabilities By mastering the selling process this failure can turn himself into a success cations Unrecognized Capabilities We are sure of the failure of the man who is utterly disqualified to succeed not because he has particular faults but because they self advertise and sell the idea of his disqualifications for success His characteristics and actions make on our minds an impression of his general worthlessness Defects are apt to attract attention while perfection often passes unnoticed Millions of worthy men otherwise qualified for success have failed solely because their merits were not appreciated and rewarded as they would have been if recognized Capabilities like goods are profitless until they are sold Therefore the man who deserves to win out in life can make his victory sure only by learning and practicing with skill the certain success methods of the master salesman Certain Success Norval A.

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