

**EXCERPT FROM CHAPTER FOUR FROM THE BOOK: “GET WEALTHY SELLING ANYTHING AND EVERYTHING”**

# Chapter 4

## Overcome Your Obstacles

### Your Success in Selling

**R**egardless of what you do for a living, whether you are employed or not, the proven sales techniques shared with you in this book, work. There is a path in every career field to follow which leads to business success—that path is sales. You can make the most perfect product that ever existed, but if no one knows about it and no one purchases it, then the product can not and will not pay for its very own existence. So you see, someone has to sell that product for it to have a viable product life. A successful product life means the product has to have a good sales track record, i.e., a good salesperson.

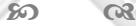
If you follow the sales paths in any industry, they will lead you to the personal sales successes you desire. Every industry needs a salesperson as noted by almost every industrial leader. The sales techniques outlined in this book show you how to follow these paths to success, which lead to increased sales, increased productivity and increased success. It works for every field into which you go regardless of your educational level or experience.

Any man, woman, boy or girl, who uses the sales techniques outlined in this book every day, seven days a week, will have success in any field of endeavor. No man on earth can compete with you unless he is doing it this way also. I don't care what you do for a living these proven techniques work. I don't know about you, but I want everything that's rightfully mine and you should, too. I am talking about your success here. Do you want your success or don't you? You must have a desire for success.

It's not the color of our skin that holds us back; nor is it our attractiveness or weight. What holds us back are the procedures which we know about or do not know about. What holds us back are the procedures that we use or do not use; or the choices we make or do not make. I am giving you the procedures that worked for me for over forty-eight years. They worked very well for me and they will work very well for you also.

When we do not see our sales techniques working, do not get into a pity-party too quickly—not at all is my suggestion to you.

Try to fine-tune your sales techniques before getting into a pity-party. Pity-parties block people’s ideas. Positive mental attitudes bring success. When you turn your pity-party into a happy state of mind—ideas, directions, inspirations, and success follow. You cannot sell when you are depressed. Remember, jokes can and will take you and your customers out of bad moments, bad thoughts, and pity-parties.



End of Chapter Excerpt

See Daily Affirmation Below



[Dr. AC Brown](#)

Three-Time Millionaire -- “Doing It God’s Way”

Let Me Show You How

**P.A.U.S.E.: Practical Application and Use of Scriptures  
Everyday -- “Doing It God’s Way”**

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## **Week 4—My Daily Sales Affirmations**

1. I will practice having a desire for success.
2. I will apply the procedures that work and make better choices concerning my sales goals.
3. I will practice not having a pity-party but keep a happy state of mind.
4. I realize that jokes can and will take my customers and me out of bad moments, bad thoughts, and pity-parties.
5. I will not allow my personal failures to hinder my progress.
6. I will depend on myself for encouragement. I will encourage myself, when no one else will.
7. I will approach every situation in my life with the determination that I am going to win.
8. I will practice not only talking the talk of success, but live the lifestyle of the successful by practicing successful personality traits.
9. I believe that through God, all things are possible. I will believe it and practice it.
10. I will apply what I have learned in life to my sales approaches and closes.

( Proven Techniques from AC Brown's 48-Year Track Record)

End of Excerpt