



ZIG

*shows his secrets for
staying pumped up and
productive all the time*

ZIGLAR

BY LEWIS GORRETT

During our exclusive interview, I realized that Zig Ziglar is more than simply a motivational speaker. He is a person with a strong, well-articulated guiding philosophy, one that has something of enduring value for everyone. He expresses it with the words, "You can get everything in life you want, if you help enough other people get what they want."

This message is certainly true in selling, but it is equally true in any other field. By helping others, we help ourselves. Zig realizes that it is our responsibility to change other people's attitudes. He can only present the tools of hope to his audience to use them.

Zig is not here to show how many degrees he has, or how many books he has written. Knowledge matters only

Remembering Zig Ziglar Keys To Sales Success Selling

Mark Steyvers



Remembering Zig Ziglar Keys To Sales Success Selling:

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