



An American Salesman My Story

By Duke Adamson

AuthorHouse. Paperback. Condition: New. 216 pages. Dimensions: 9.0in. x 5.8in. x 0.7in. An American Salesman is a story about the journey of a young mid-westerner who was raised and educated in rural Illinois. The story begins at his birth and continues to his early retirement and through to present day. He began a career in Sales at a very young age and he was told he wouldnt be a success at it. Married young he had a lot of motivation being the Father to 2 Sons before he was 21 years old. Hard work and perseverance brought him to the top of his Companys leading salesmen in just 4 years. But, he had these achievements stripped away in just one day and he fell to the bottom, was fired, and had to change companies in disgrace. Feeling sorry for himself and being broke he nearly threw in the towel. A manager with the new company told him of a principle that literally saved his sales career and in just two years he was back up on top of his sales leader board. Soon after, he was recruited to join a fast moving sales company in Miami, Florida as Vice President of...

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