

The Greatest Salesman in the World

by Og Mandino (1968)

Hafid was a camel boy for Pathros, but wanted to be a great salesman because he was in love with the daughter of a wealthy man. Hafid was to go into Bethlehem to sell a robe, but he felt compassion on a poor couple that just had a baby in cave. He gave them his trusted robe & went home in defeat. Pathros noticed a bright star follow him back to camp & took it as a sign. He gave Hafid a chest with ten scrolls & fifty gold coins to start his business. He was to give half his income to the poor, but share the scrolls with nobody except the one that comes with a sign.

Read each of the scrolls for 30 days & make the application a habit before moving on:

1. Today I begin a new life (replace bad habits with good)
2. I will greet this day with love in my heart
3. I will persist until I succeed
4. I am nature's greatest miracle
5. I will live this day as if it is my last
6. Today I will master my emotions [with my actions]
7. I will laugh at the world
8. Today I will multiply my value a hundredfold
9. I will act now [action conquers fear]
10. I will pray for guidance [not material things]

No other profession has the opportunity to rise from rags to riches than that of a salesman. Victory only comes after many struggles & defeats. Each obstacle is a comrade-in-arms forcing you to become better... or quit. Many have temptations, but it is how we meet them that determine the outcome. There is no shame in failing; he who has never failed is he who has never tried.

The law of averages [each attempt increases my odds of success]. The mountain is climbed by many small steps, not one giant leap. If I persist long enough, I will win. I am not content with yesterday's accomplishments; I can accomplish more. I will separate my family from my work & not bring work home to the family. I will cherish every hour for it can never return. I will destroy procrastination with action; and action brings confidence. I will make today the best day of my life.

My customers will reflect my emotions [I will bring them optimism & joy] & expectancies [they want to buy]. I control my destiny [I am destined for greatness]. Rough spots will pass. Set specific goals & tell others about them [helps accountability]. Raise my goals as soon as they are attained. I will not avoid today's tasks. Help me to acquire the abilities equal to my opportunities & to recognize them. Count my blessings.

Quotes:

Failure will never overtake me if my determination to succeed is strong enough. Failure is man's inability to reach his goals in life.

Note: Do not read this if you want to be surprised when reading the book.

When Hafid was old he was visited by Paul of Tarsus. Paul told of his conversion, but was having trouble convincing people he was changed. When Paul brought out Jesus' only possession [a robe]. It was the same one Hafid had given him at birth. Hafid gave Paul the scrolls & blessing to share it with the world.