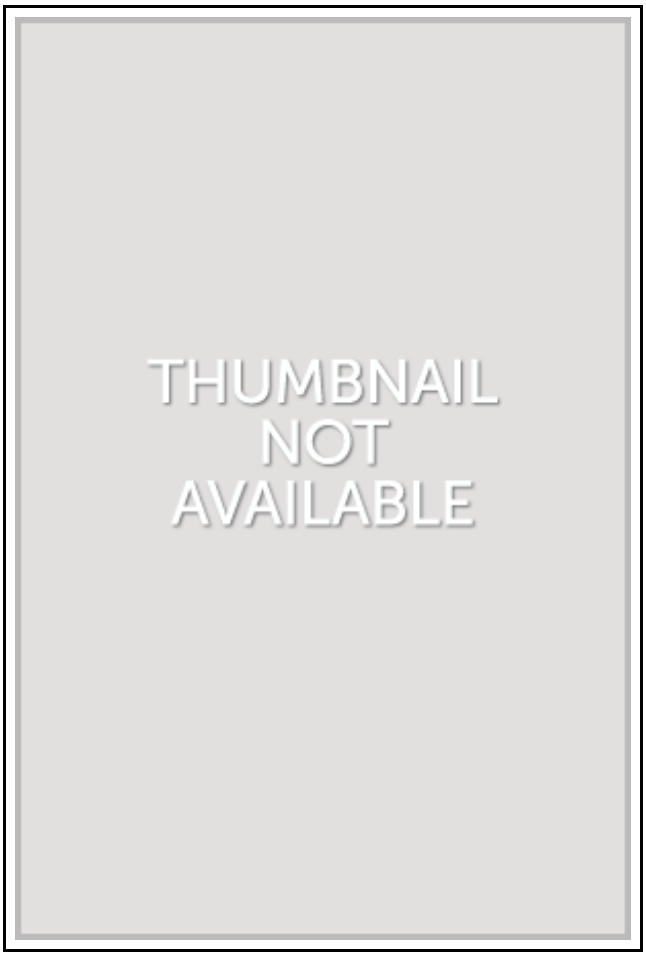
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Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from Spine Stiff ners: Little Hypodermics for Real Estate Salesmen Vacationitis has ruined more real estate salesman than corn juice. Many dirt-movers can t stand prosperity and surrender to the hook-worm early in the morning of their opportunity. There is no such thing as a vacation period in true selling. Man is as land hungry in August as he is in February, but about that time of year the blaze-of-glory salesman is suffering from Catalina Pectoris or Tahoegastritis. It is only the old plugger who was never arrested for arson for putting a torch to this old world that can see a prospect after the thermometer reaches 83. The real estate office that puts its feet on the mahogany early in June and keeps them there till the sere and yellow days needs an ambulance and an operation for the sleeping sickness. Be generous. Urge your competitor to take a long and delicious vacation. When he is deep in bliss get off everything that impedes work, down to the point where Anthony Comstock would infer that you were out to take away even Mary Garden s blushes and then hustle harder for every degree of the temperature. Otherwise grass will grow in the streets of the classiest subdivision and dry rot will undermine the latest skyscraper. If $450,000,00 die-to-win life insurance is sold to men who don t want it in off season, why should dog days slow up the realty business? Why? About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to...

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