



The Greatest Salesman in the World

Og Mandino

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The Greatest Salesman in the World is a book that serves as a guide to a philosophy of salesmanship, and success, telling the story of Hafid, a poor camel boy who achieves a life of abundance. If Mandino's suggested reading structure is followed, it would take about 10 months to read the book.

What you are today is not important... for in this runaway bestseller you will learn how to change your life by applying the secrets you are about to discover in the ancient scrolls.

The Greatest Salesman in the World Details

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Author : Og Mandino

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From Reader Review The Greatest Salesman in the World for online ebook

Stu Morgan says

Want to improve something, anything in your life? That usually involves changing habits. This short classic parable has helped inspire many people with a heart warming story and ten scrolls, each with a short but very important lesson. In Mandino's story, the inheritors of the scrolls are told they must read each scroll morning, noon, and night for thirty days before moving to the next scroll. By doing so, the principals in each scroll become a habit. The message is powerful. Want to make a change, sustained repetition is the answer.

Unemployed and soul searching? Want to get in shape? Having a hard time getting organized? Just want to be inspired? Read the 100 or so sparse pages through quickly or listen to the audio book while on a long trip alone, turn off the cell phone. You may be inspired to read each scroll thrice daily for thirty days - it will make a great positive change in your life.

Pete Grondin says

I listened to the audio book and was surprised. I was expecting a high intensity instruction book on selling and closing the sale. As you all know, or should learn, is that The Greatest Salesman in the World is miles away from that perception. I am reading the first scroll now, and am on day 16. If you've read the book, you know what I'm talking about. If you haven't, you should. It's an easy read. It has the potential to change your life.

Joy says

This book had lots of great information, but it was told in a story setting that annoyed me. I'd prefer just a list. When the book was written in 1968, Og Mandino was the most widely read inspirational and self-help author in the world. He believed that "failure will never overtake you if your determination to succeed is strong enough." The life lessons were told in scrolls that were opened:

1. Today I begin a new life.
2. I will greet the 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 be master of my emotions.
7. I will laugh at the world.
8. Today I will multiply my value a hundredfold.
9. I will act now.
10. I will pray for guidance.

Self-help books remind me of New Year's resolutions. It's good to have goals but the test comes in the follow-through.

"All people of wealth salve their conscience with gifts of gold for the poor." Reminds me of my friend who says, "People like to help, just not very much."

Jean Marie Angelo says

I read this book 25 years ago on a business trip to Chicago. Not beverage service, turbulence, nor a thunderstorm could get me to look up from it. I think I read it in a day. The flight attendant asked about it at the end of the flight. "That must be one very good book," she said. It is. Mandino gets pigeon-holed for being an "inspirational" writer, which takes it down a notch in some literary circles. It is a shame. He writes very gripping stories about the spiritual truths that we all confront.

Sonja Arlow says

A friend gave me this book and I finished it in about an hour. Its short and to the point however the ritualistic requirements for the practices in the book is not really my cup of tea.

This is one of those "fake it until you make it" type of personal growth books asking the reader to read one chapter/scroll 3 times a day for a month before going to the next chapter. It's designed to be a meditative reflection on each principle to help you overcome obstacles in your life.

The wisdom each scroll contains is nothing new but perhaps we all need to sometimes be reminded that we are smart, capable and worthy of the things we desire in our lives and that bad times will always pass.

A lot of the content feels a bit cliché and perhaps its because this book was published in 1968 and we have heard these words before in some guise or another.

"True wealth is in the heart, not the purse"

"The only people who never fail are those who never try"

"Always strive to make the next hour better than this one"

If self-development is of interest you may have read this classic already.

Richard says

Probably the most inspiring book i've ever read.

This is written by a guy who had the most difficult life, as a travelling salesman, he experienced some serious difficulties and became an alcoholic, lost his wife and became homeless.

He picked himself up, became a writer and achieved huge success.

I was reading it at a very challenging time, when I was selling books door-to-door over a summer at University and I absorbed the principles of the book. It gave me motivation when I was struggling to continue knocking on doors. It helps one to develop all the character traits needed to be a success in any

market.

It, together with the experience at the time, has changed my life...

John says

At first, I turned away from this book because of the title. I assumed it was a guide to exploitation and hoarding. Actually, it's a spiritual book. There's even a whole chapter on love. But throughout it is also about sales.

pg 88 - 89

Today I will multiply my value a hundredfold.

A mulberry leaf touched with the genius of man becomes silk.

A field of clay touched with the genius of man becomes a castle.

A cyprus tree touched with the genius of man becomes a shrine.

A cut of sheep's hair touched with the genius of man becomes raiment for a king.

If it is possible for leaves and clay and wood and hair to have their value multiplied a hundred, yea a thousandfold by man, cannot I do the same with the clay which bears my name?

Here's one about limiting factors:

pg 100

I ask not for gold or garments or even opportunities equal to my ability; instead, guide me so that I may acquire ability equal to my opportunities.

Justin says

Like hearing a good rock band but being disappointed to learn they are a *Christian* rock band, I grooved to this book until the "Jesus" chorus. Thankfully, Mandino saved it for the last chapter, allowing the reader to get through the great messages and mantras without (depending on one's religious lean) feeling betrayed. Except for the Gospel lesson, this was a great and well-written story that will be like a reference book anytime I catch myself lacking courage, motivation, or laughter.

Andrew says

WOW, only 110 pages but not one word was wasted. There is something about these older books that just blow my mind. It was in the 60's and written about B.C. time frame and the principles that were true in that time are still true today. "The secret", "Think and Grow Rich", "Rich Dad Poor Dad", and countless others teach a lot of the same concepts and they are all true!! If you vision it, if you are positive, if you act, if you keep trying, if you give back, ... it well come true.

"Your desire to succeed has to be greater than your fear of failure" - WOW, it's that simple people. Find your goal and never give up.

Eric says

There are three books that I read on a yearly basis: "The Screwtape Letters" by C.S. Lewis, "A Christmas Carol" by Charles Dickens and "The Greatest Salesman in the World" by Og Mandino.

As a profession, I am not a salesman. I have never really been a salesman. That's not the reason to read this book...although it will help you in that field.

What this book does is show you simple steps to take to make important changes in your life to become "The Greatest _____ in the World." (Fill in the blank yourself.)

Sam Funderburk says

An incredible story that contains anecdotes for success in its pages. The author set the tone beginning with a storyline that sets up his opportunity to put forth 10 daily habits to encompass in your daily work. Then he closes the storyline with a beautiful ending tying it all together.

Strangely enough I came to know about this book while reading a bio of Matthew McConaughey on IMDB, who is a famous actor that grew up in my small town of Longview Tx. He stated this book as being one of his inspirations for his career and success. I am normally not influenced by statements of the famous, but after reading the synopsis I was intrigued. I'm glad I was. Thank you Matthew and I wish you continued success in career, but more importantly life.

Colin McKay Miller says

Og Mandino's *The Greatest Salesman in the World* starts off fairly harmless—in that vague, Paulo Coelho's *The Alchemist* self-help kind of way—but by the end, I found it rather detestable.

The Greatest Salesman in the World isn't actually about sales; it's more of a 'secrets of success' book. It centers in on Hafid, a wealthy old man who's looking to give away his prized possession of 10 scrolls of successful salesmanship to a rightful heir. Each of these 10 scrolls contains a principle like "Persist until you succeed" and yes, the short book winds up sharing each of these scrolls. It's not quite as broad as allegory, but it's still ambiguous enough that it's an everyman's guide to success. In many ways, you fill it in based on who you are—your challenges, your values, your goals—and that's where I ran into problems (so I'll be ranting a wee bit long in this review).

While I don't think *The Greatest Salesman in the World* is the type of book you can spoil, as I'll give away certain parts in the upcoming paragraphs, consider this your warning. The book contains several blunt Christian undertones—so blunt, in fact, that I think you'd have to be dense to miss them. At first, I figured many readers would feel like they got a bait and switch, as the book isn't exactly labeled as Jesus-tastic, but by the end I found it quite offensive. To be fair, Christian books live in a weird universe when it comes to criticism. As you can't possibly cover every theological angle in a book, you're unfortunately always open to criticism, but on the flip side, by that same measure, you always have a shield against that criticism, too. Given that I'm a Jesus lovin' fella and this is my review, this is the area where things get awkward:

Late in the read, the Apostle Paul—yeah, Paul from the New Testament—shows up and gets these 10 secrets of success scrolls from Hafid. Now I didn't pounce on the chapter about kinda sorta praying to an ambiguous God doing something somewhere—as I figured it was part of this catch-all, sell a million copies by being vague routine—but I'll rip on this specific point: The inference is that the Apostle Paul 'successfully' spread the good news of Jesus because he was a great salesman who believed in himself, see? Not because God worked through him, but because Paul learned these 10 fancypants scrolls. Given that the Bible teaches that God wants people to get to know Him—and that, thankfully, isn't based on any man's work, good or shoddy—you can see how this effort message is a problem. But this is what irks me: *The Greatest Salesman in the World* is the type of nebulous philosophy book *coated* by 'God wants you to be successful' Christianity that I can see it being dreadfully popular in the western church. Sure, God cares about your desires and dreams and who He made you to be. Additionally, He not only likes hard work, He usually honors it (as covered by books in the Bible like Proverbs), but there's more to the equation than just you. If you haven't noticed, the world is a vast, messed up place full of questions, so if you make your faith all about how you can be really, really good at something, you're likely missing what Jesus is all about.

Hebrews 11 lists a bunch of faithful people in the Bible. It says a peculiar thing about them (listing verse 13 here, but verses 39-40 also cover it): "All these people were still living by faith when they died. They did not receive the things promised; they only saw them and welcomed them from a distance, admitting that they were foreigners and strangers on earth." The point is, there was more than their desires, and even with things God *promised* them, they didn't get them before they died. So if God *didn't* give the things He promised to the people apparently on the right track in this life, why would He somehow guarantee the things that aren't promised, like a successful business or a happy-go-lucky existence? Again, God likes hard work, a successful business can be a blessing, and yeah, *The Greatest Salesman in the World* advocates giving to the poor, but all of this is rather short sighted. Maybe if the book were less blunt in its Christian overtones I'd pass it off as that 'vague sells' point I've been harping on, but it's specific enough on this aspect to be dangerous. For most people, they won't view it that way, but when it comes to me and my review, I'm chucking Og Mandino's philosophy far away. One star and boot across the room.

Julie Eddy says

Og Mandino's "The Greatest Salesman in the World"

Published in 1968 and still true today. The story is simple, yet fascinating. Mr. Mandino uses a wonderful tale to catch your attention, to teach and, in the end, to blow your mind.

I will admit, I'm not the best at self-promoting. I didn't read this to find any "tips." I heard it was a "good read" by a friend who had just finished my book and thought I would like his style.

What I found were truths that will help one through life. No surprises in revealing the 10 ways to change your life, but the surprise is revealed in the story.

- 1)Any act, with practice, becomes easy
- 2)"love is my weapon to open the hearts..." pg.60
- 3)Persistance breeds success
- 4)Acknowledge your unique-ness
- 5)Live each day as if it were your last

- 6)Master your emotions and live with humility
- 7)"happiness is the wine that sharpens the taste of the meal" pg. 86--LAUGH often (THIS IS MY FAVORITE!!)
- 8)Compound your goals
- 9)Take Action (Nike used this to succeed--JUST DO IT)
- 10)Call on the Lord to guide you

Again, the story has so much more to it than these 10 terrific tips.I encourage readers to take the journey to finding out exactly WHO is the greatest salesman in the world???

Marty Ritz says

I've been reading this book for the last 2.5 years, 3 times/day every day. What I thought was good about this book was scroll #1. Scroll #1 gave the secret to changing everything in your life, so I read it over and over and over again. I then read scrolls #2-#10 as a result of reading scroll #1. I read each of them over and over and over again, as a result of reading scroll #1. I've been repeating this process over and over again and what I've come to the conclusion of is this; there is much value in the Habit you create when you read this book in the prescribed way the book says to read it. I now have 3 blocks of time set aside during the day, everyday, which I did not have before I started reading this book. I cannot lose them when I finish reading the book (because I made them a Habit), but I can fill them with another personal development/mind re-conditionning system if I so choose to. Why? Well, because I've created that space 3/day (Habit) in which I can now create any new or other Habits. Now that's of value!

zakeeya says

I found this book brilliant, profound in its message and yet simple in its delivery. It is one of those life-changing books that one can take as much or as little from, but cannot claim to be untouched by its message in some way. Although a short read in page numbers, this is not a quick read. It needs time, patience, a clear mind and a highlighter! This book was recommended to me by a dear friend and I am immensely grateful. I must add that I do not work in sales so the title puzzled me at first. Rest assured, this book is the story about a salesman, but is certainly not confined to sales or any one group of people for that matter. It is almost a manual to living a superb life, explained through a series of scrolls. I highly recommend this read to all my friends.
