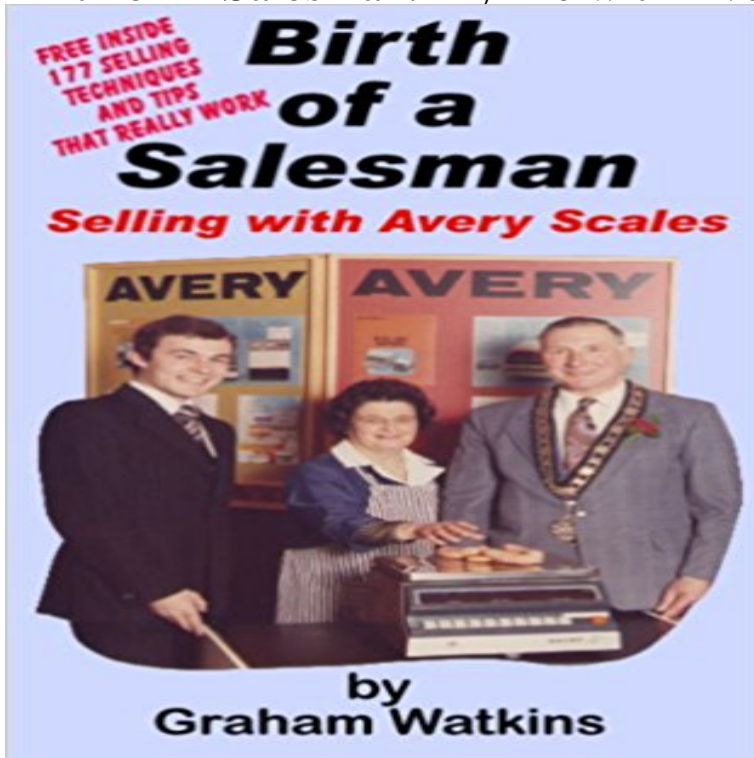


# Birth of A Salesman: My life with Avery Scales



This is the story of a salesman who worked for Averys, the biggest scale company in the world and how he learned secrets that only the most professional salesmen share. In these pages the techniques and tips that make selling easy, are revealed. *“Birth of a Salesman”* explores the unique world of the specialty salesman who finds and closes his own deals. It’s a personal account of a seminal part of my life but, by writing it, I realised it is also a snapshot of an ever changing world; something you might find in a dusty old suitcase and wonder about. I was bright eyed, energetic and enthusiastic when I joined Averys and that is why this book is called *“Birth of a Salesman”*, dealing, as it does, with the early part of my business life. Averys took a naïve young man with no selling experience and created a salesman. Like many others who went on to become captains of industry, the sales training that Averys gave me was the foundation for a successful and rewarding career.

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