## Contents

_		PAGE
CHAPTER	m N. T.	13
I.	The New Era	-
II.	Pure Grit	26
III.	The Knocker	44
IV.	The Order-Taker	57
v.	The Fussy or Over-Anxious Salesman	70
VI.	The Wheelbarrow Salesman	95
VII.	The Know-It-All Salesman	111
VIII.	The Quick-Tempered Salesman	117
IX.	The Sky-Rocket Salesman	125
Χ.	The All-Head-and-No-Soul Salesman	136
XI.	The Old-Time:	: 45
XII.	The Right Kind of Salesman	158
XIII.	The Mind as a Magnet	181
XIV.	Specializing Effc.ts	188
XV	The state of the s	203
XVI.	Getting the Price	213
XVII.		229
XVIII.	Retail Salesmen	240
XIX.	The Salesman's Relation to Credits .	260
XX.	and the second of the second o	272
XXI.		281
XXII.		287
XXIII.	The Employer	296