

The Greatest Salesman in the World

by Og Mandino

A printable to-do list of the most effective habits from this book. Check one off each day you do it.

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01

Choose one scroll for the week
Pick one principle and read it each morning before checking messages.

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02

Write a daily sales oath
Create a short sentence for how you want to enter conversations today.

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03

Prepare a respectful follow-up
Draft one follow-up that is useful, warm, and clear without pressure.

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04

Turn rejection into a rep
Define the next action you will take after a no so refusal does not stop the system.

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05

Increase one person's trust
Improve one promise, handoff, note, or offer so it is easier to say yes to you.

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06

Read the scroll aloud
Read your selected principle once in the morning and once before one important conversation.

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07

Make one clean ask
Ask for the next step directly with no apology and no manipulation.

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08

Record the lesson
After a sales or work conversation, write what improved and what to adjust.

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