



Who Says You Can't Sell Ice to Eskimos?: A Door-to-Door Salesman Who Made Millions Reveals the Timeless Secrets of Selling Anybody, Anything

James W. Murphy

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For four days we interviewed door-to-door encyclopedia salesman Jim Murphy and when we were done he gave us permission to publish his experiences. Remember World Book? Murphy knocked on thousands of doors and generated million in sales – and did it using techniques that are priceless. Praying. Prisons. State fairs. Door knob closes. Three-dime banks. Trust us, this is definitely not taught at Harvard and if you know anyone in any type of sales -- if you love them -- this is truly a great gift. Highly recommended.

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