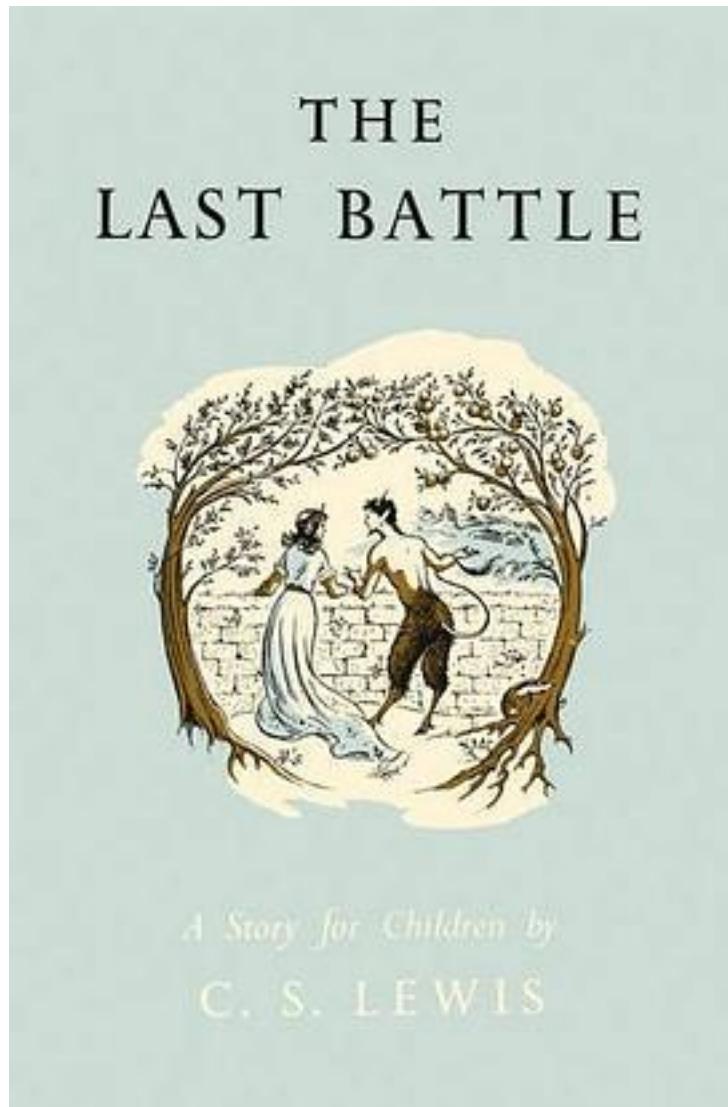


# The Last Battle



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Tom Hopkins earned himself over one million dollars in his first three years as a salesman. Here, in his first book, he sets down the key secrets of his success. His methods emphasize the need to escape from a fear of failure. His techniques have all been tried and tested on the firing line of sales work and are positive and practical. His book reveals how selling can become not just a job but a way of life that leads to greater success, greater satisfaction and greater happiness.

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