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Carnegie encouraged Bettger to write his first best-selling books: How I Raised Myself from Failure to Success in Selling and How I Multiplied My Income and Happiness in Selling. How I Raised Myself... was translated into over a dozen languages,

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Frank Bettger -

Wikipedia

The author of this  
passage used the story

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about his fear to show that he was honest and brave. If the author hadn ' t spoken up, he would have come off as unfriendly and impolite.

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"success" is: 1. the favorable or prosperous termination of attempts or endeavors; the accomplishment of one ' s goals.2. the attainment of wealth, position, honors, or the like.

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