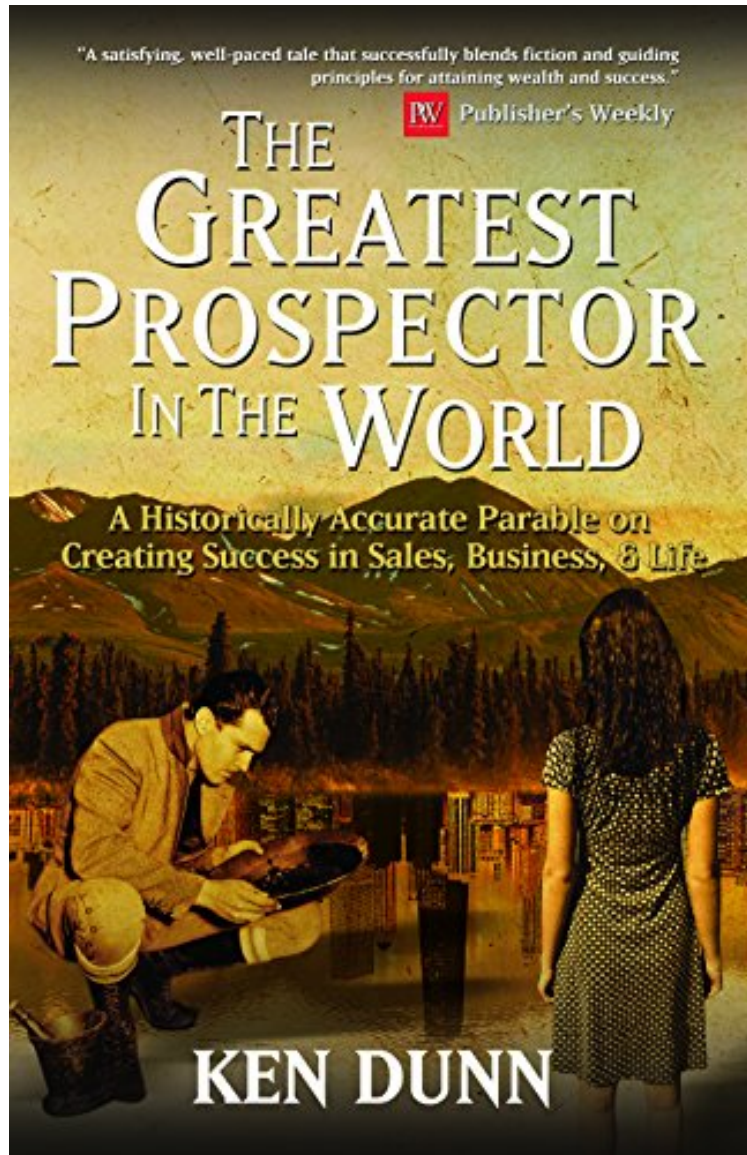


(Download free pdf) The Greatest Prospector in the World: A historically accurate parable on creating success in sales, business life

The Greatest Prospector in the World: A historically accurate parable on creating success in sales, business life

Ken Dunn

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Ken Dunn : The Greatest Prospector in the World: A historically accurate parable on creating success in sales, business life before purchasing it in order to gage whether or not it would be worth my time, and all praised The Greatest Prospector in the World: A historically accurate parable on creating success in sales, business life:

2 of 2 people found the following review helpful. An instant biz book classicBy SkiUtah1112This book is destined to

become " iconic ". like " Who Moved My Cheese? " or " The Tipping Point ". This historically accurate tale reminds me of " The Richest Man in Babylon " in many ways. Ken Dunn has the mind of an entrepreneur and the writing skills of a skilled novelist, a rare combination indeed. Another unique aspect of The Greatest Prospector in The World is that the main character is female. That is most refreshing in a world dominated by male characters when it comes to a business book. Kudos to you Mr. Dunn! This is a fine book and an inspiring story that I will re-read often.0 of 0 people found the following review helpful. Excellent - Encouraging - Insightful!By David RThe Greatest Prospector in the World is hands down one of my favorite books of 2015. If yoursquo;re a fan of books like The Ultimate Gift and The Alchemist, this is a must read.The story follows a young girl from Alaska who overcomes various challenges and eventually becomes an amazing entrepreneur. The backbone of her story are six ldquo;secretsrdquo; her grandfather, father, and uncle used to find their own success.There are a few things that set this book apart. First, the author finds a way to make you fall in love with the main character Laura. She is this stubborn, feisty young girl who, even in adulthood, still makes mistakes because of her hard head and overconfidence at times. All along the way I couldnrquo;t wait to see what would happen to her and how she would grow as a character because of it.Second, the six lessons that are interlaced within the story are very simple treasures. I think they are all things we know ndash; but usually donrsquo;t practice for one reason or another. However, the way they fit into the story is darn near perfect. None of the lessons feel forced or rushed. Readers donrsquo;t even receive the first lesson until half way through the book, but the way it is delivered makes perfect sense.Overall I found this book to be incredibly encouraging. I myself am new to the ldquo;prospectingerdquo;/sales world and have faced a lot of struggles. This book has helped me see how to approach some of my challenges in a different way in the hopes of turning the bad into good.I recommend this book and am definitely looking forward to what the author has in store for the future!2 of 2 people found the following review helpful. Great read! Highly recommended!By Tiffany MagnerThis is such a great story and so well written. The lead character, Laura, grows into a strong woman who has been through so much- very relatable. The principles taught throughout the book are so helpful in business and you don't realize that you are learning because the story is so enjoyable all throughout. I would highly recommend this to any one wanting to sharpen their skills in any arena of business, but especially those in sales and prospecting. We're all "prospecting" for new clients no matter what area our business falls under, so this is a must-read!

Laura Dunagan, was born in the gold prospecting days of rustic Alaska in the early 1900's. When Laura was 16 years old, her father was trapped under a mud slide while prospecting in a nearby river and died. Laura was forced to move to Chicago in the care of her rich Uncle Joe. Laura hated Uncle Joe because he forced her to leave the river, but also because he had left the family prospecting business to move to Chicago years before she was born. Laura discovers that Uncle Joe made his fortune selling insurance and was the owner of the largest insurance company in Illinois. While wondering through the mansion one day, she found Uncle's Joe personal den. In it, she discovered an entire new life that would lead her to heights that she would never had realized panning for gold in Alaska. Uncle Joe used the 6 gold prospecting rules for safety to prospect new clients for his insurance company and in doing so, discovered the secrets to wealth in selling.

This earnest novel, subtitled A Business Parable, incorporates Dunnrsquo;s (Being the Change) six general guiding principles for attaining wealth and success while telling the story of a family of prospectors during the Alaskan gold rush at the turn of the previous century. Sixteen-year-old Laura Dunagan leaves Fairbanks, Ala., after her father, Billy, dies in a gold mining mishap. Her affluent Uncle Joe has assumed guardianship over Laura and takes her and her older brother, Matthew, with him to his Chicago mansion. Despite Laurarsquo;s reluctance to leave the Alaskan frontier, she settles into her new urban home, graduates from college, and gets a job as a door-to-door saleswoman peddling sewing machines for the Singer company. While she makes her way in her new profession and suffers setbacks, Uncle Joe gives her pep talks, imparting each of the six family secrets for becoming ldquo;the greatest prospector in the world.rdquo; Laura applies the lessons and makes amazing business sales while falling in love with her future husband, Frank Roheny, a real estate agent and attorney. Dunnrsquo;s satisfying, well-paced tale successfully blends fiction and his principles of business. (Publisher's Weekly)Ken Dunn is one of the greatest prospectors in the sales profession. His prospecting and sales expertise, (Publisher's Weekly)combined with (Publisher's Weekly)an unquenchable drive, have led to revenue growth wherever he goes. Ken has outlined the recipe for mastering the sales process with the six prospecting principles taught innbsp;The Greatest Prospector in the World,nbsp;all ofnbsp;which are applicable for true sales success no matter what field of business." (Orrin Woodward New York Times Bestselling Author, Inc. Magazine Top 20 Leader, Chairman of the Board for LIFE Leadership)A heartwarming story of overcoming adversity, woven together with real lessons on prospecting (Randy Gage New York Times Bestselling Author)Stylish, Gripping and Richly Rewarding. (Nicholas Boothman International Bestselling Author)In a genre that usually ranges from cheesy to just plain bad, Ken Dunn sets the standard for how it should be done. With truly valuable teaching on the crucial task of prospecting for sales, (Publisher's Weekly)The Greatest Prospector in the Worldnbsp;is also a great story. The combination of the two make this book not only critically useful, but memorable. It will stay with you long after you put it down. (Chris

Brady New York Times Bestselling Author, Inc. Magazine Top 50 Leadership Expert) Ken is easily one of the greatest prospectors in the sales profession. I have watched him apply his craft for over a decade. The book is fantastic. A must read for any sales person or networker! (Orjan Saele Founder) Ken Dunn does a great job conveying the six timeless secrets of successful prospecting, and he does it through the story of Laura Dunagan. Every secret is illustrated through her struggles. Laura is a young lady we can all relate to. Her father was a prospector, and she was absolutely determined to follow in his footsteps. But life dealt her a cruel twist and forever shattered her dream of prospecting hellip; or did it? She did become the greatest prospector in the world, but yoursquo;ll have to read Kenrsquo;s book to find out how. (John Haremza Author) A compelling story that teaches the importance of properly prospecting to build a successful business and a great life! (Kent Lewis Founder and CEO) The Greatest Prospector in the World is a POWERFUL book that every aspiring networker and salesperson must read! Engaging read, with tons of lessons. (Jordan Adler International Bestselling Author) ldquo; Ken Dunn has created an enchanting tale that incorporates the classic tools of transformation into a few simple rules for reaching onersquo;s fullest potential in business and in life. Truly a delightful book that can change your life.rdqo;nbsp; (Thomas Tidlund Entrepreneur and Networker) ldquo; Ken does a masterful job of catching your heart through this whimsical story that he uses to deliver sage advice on sales. A must read for anyone that is looking for new customers.rdqo; (Donna Johnson International Business Consultant) About the Author Ken Dunn is one of the leadership training worldrsquo;s up and coming great speakers and trainers. An incredible hunger to learn and teach others has led Ken successfully through five different professional careers in the past 25 years. Ken began a policing career at the age of 18. He was involved in the policing worldrsquo;s most exhilarating and challenging disciplines, including undercover drug and surveillance work, S.W.A.T. team work, aggravated child abuse, frauds, aggravated assaults, illegal weapons smuggling and homicides.nbsp; Today, Ken regularly speaks to groups in the direct sales, mortgage, insurance and banking industries. He uses humor and his own experiences to inspire audiences around the world. Ken lives in Toronto, Canada, with his wife, Julie, and children Matthew and Laura.