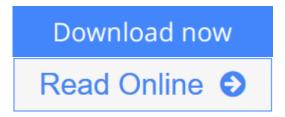


# There's a Customer Born Every Minute: P.T. Barnum's Amazing 10 "Rings of Power" for Creating Fame, Fortune, and a Business Empire Today -- Guaranteed!

By Joe Vitale



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### Praise for THERE'S A CUSTOMER BORN EVERY MINUTE

"Joe Vitale has created an entertaining, educational, and motivational manualwith the help of P.T. Barnum-that belongs in every hotel room alongside the Bible. Then, guests might read his inspirational book first, and give thanks to God for this worthy discovery."

—Alan Abel, media hoaxer, author, consultantand lecturer on "Using Your Wits to Win"

"If you're going to excel in business, learning about a showman like Barnum and applying some of the lessons he taught can give you valuable insights. Joe Vitale has captured ten of these lessons (he calls them 'rings of power') and shows how you can apply them in a way that will open your eyes and stretch your imagination. There's a lot of money-making and fun wisdom here."

-Joseph Sugarman, Chairman, BluBlocker Corporation

"Finally someone does it!!! Joe Vitale reveals the REAL P.T. Barnum! Vitale highlights the outrageously astute marketing of Barnum. Barnum's driving belief certainly was that there IS a customer 'born' every minute. You will glean a number of useful 'new' marketing ideas that you can instantly use in your business. And you will learn about one of the savviest marketers of a time gone by. Fun, exciting, insightful, and packed with ideas! Genius!"

—Kevin Hogan, author of *The Science of Influence and The Psychology of Persuasion* 

"I love this book. If you'd like to know the real story about one of the most fascinating characters in American history, told by a master storyteller (and the person who probably knows more about him than anyone else), read this book. Barnum is not the guy portrayed by the legend attached to his name. He is much, much more, and Vitale tells his story with the can't-put-it-down passion and

excitement he's become so well known for."

—Bill Harris, President, Centerpointe Research Institute

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### **Editorial Review**

### From the Inside Flap

Famous entrepreneur and showman P.T. Barnum is perhaps best known today for having said, "There's a sucker born every minute." But, surprisingly, Barnum never said such a thing. In fact, he believed that there was a customer born every minute, and this belief—that everyone was a potential buyer—was just one of the many solid business principles that led him to a long and successful career.

There's a Customer Born Every Minute reveals the lost wisdom of this great business pioneer. Barnum was much more than a showman; he was a dedicated businessman and entrepreneur with a razor-sharp mind. In this delightful and absorbing new edition, Joe Vitale reveals the secrets of Barnum's success and shares the ten key business practices that Barnum developed and lived by.

But this is much more than a retelling of old business wisdom. Barnum's business principles were straightforward, effective, and timeless; and now Vitale shows you how to apply and adapt those key principles to your own business. Whether you run an established company or plan to start your own entrepreneurial venture, these principles will help you achieve your goals. What worked yesterday still works today, even in the current fast-paced and highly competitive environment.

Vitale reveals Barnum's genius for making money and highlights the tactics he used throughout his career as a newspaperman, politician, entre?preneur, promoter, and finally, as a showman. Plus, this new edition includes even more rare material by and about Barnum, including advertisements, photos, letters, an in-depth interview with the man himself, and the entire text of his famous speech, "The Art of Money Getting."

Far more entertaining than the typical business book, *There's a Customer Born Every Minute* is both a practical resource packed with true business wisdom and a fascinating look at one of the greatest characters—and one of the greatest business minds—in American history.

From the Back Cover

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### About the Author

**Joe Vitale** is President of Hypnotic Marketing, Inc., a marketing consulting firm. His other books include *The Attractor Factor*, *The E-Code*, and *Life's Missing Instruction Manual*, all from Wiley. Learn more at www.mrfire.com.

### **Users Review**

### From reader reviews:

### Celia Redmond:

The reason? Because this There's a Customer Born Every Minute: P.T. Barnum's Amazing 10 "Rings of Power" for Creating Fame, Fortune, and a Business Empire Today -- Guaranteed! is an unordinary book that the inside of the publication waiting for you to snap the idea but latter it will zap you with the secret this inside. Reading this book adjacent to it was fantastic author who else write the book in such remarkable way makes the content within easier to understand, entertaining way but still convey the meaning thoroughly. So, it is good for you for not hesitating having this nowadays or you going to regret it. This excellent book will give you a lot of rewards than the other book include such as help improving your skill and your critical thinking method. So, still want to postpone having that book? If I have been you I will go to the book store hurriedly.

### **Betty Abbott:**

Reading can called imagination hangout, why? Because when you find yourself reading a book particularly book entitled There's a Customer Born Every Minute: P.T. Barnum's Amazing 10 "Rings of Power" for Creating Fame, Fortune, and a Business Empire Today -- Guaranteed! your mind will drift away trough every dimension, wandering in every single aspect that maybe unfamiliar for but surely can be your mind friends. Imaging every single word written in a e-book then become one application form conclusion and explanation in which maybe you never get prior to. The There's a Customer Born Every Minute: P.T. Barnum's Amazing 10 "Rings of Power" for Creating Fame, Fortune, and a Business Empire Today -- Guaranteed! giving you one more experience more than blown away the mind but also giving you useful info for your better life within this era. So now let us present to you the relaxing pattern at this point is your body and mind will be pleased when you are finished studying it, like winning a casino game. Do you want to try this extraordinary spending spare time activity?

### **Mitchell Boone:**

Reading a book for being new life style in this season; every people loves to learn a book. When you read a book you can get a wide range of benefit. When you read publications, you can improve your knowledge, due to the fact book has a lot of information on it. The information that you will get depend on what types of book that you have read. If you would like get information about your analysis, you can read education books, but if you want to entertain yourself look for a fiction books, such us novel, comics, in addition to soon. The There's a Customer Born Every Minute: P.T. Barnum's Amazing 10 "Rings of Power" for Creating Fame, Fortune, and a Business Empire Today -- Guaranteed! will give you new experience in examining a book.

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