

The Art Of Selling Shovels

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The Art Of Selling Shovels So, what is this "selling shovels" concept and how can we use it to our advantage? Well, along while back, during the "gold rush" many people traveled out to the "wild west" to find their fortunes through gold digging. Not many made it. But, a few smart cookies who knew that gold digging and panning just wasn't for them came up with a different way to cash in. Instead, they decided to sell gold hunting supplies to those that were convinced they would find their fortunes.

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