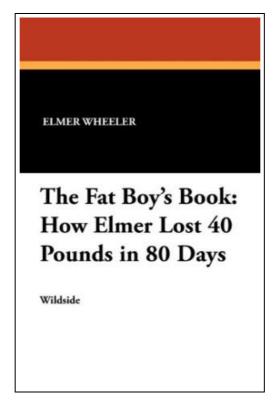
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Wildside Press, United States, 2012. Paperback. Condition: New. Language: English. Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Elmer Wheeler (1904-1968) was one of the pioneers of persuasion, best known for his advice Don't sell the steak - sell the sizzle. The Fat Boy's Book -- in which Wheeler humorously writes about how he had lost 40 pounds in 80 days. After losing all that weight he found it creeping back on him. So Wheeler researched how to keep the weight off wrote his equally humorous follow-up, The Fat Boy's Downfall.



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