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One of the pioneers of the personal development industry, Les Giblin was born in 1912 in Cedar Rapids, Iowa After serving in the military, Giblin began a sales job with the Sheaffer Pen Company in 1946

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About Les Giblin One of the pioneers of the personal development industry, Les Giblin was born in 1912 in Cedar Rapids, Iowa After serving in the military, Giblin began a sales job with the Sheaffer Pen Company in 1946 His successful career in door-to-door sales allowed him to become an ardent observer of human nature and eventually earned *Skill With People - Les Giblin - Google Books*

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