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It has been a while since I've read Les Giblin's very short classic on people skills, "Skill With People," and this time around, I decided to post a few of the best quotes from the book to RWN.Enjoy! "People are primarily interested in themselves, not you.

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Les Giblin was 1965 National Salesman of the Year. His book Skill With People has sold over 2,000,000 copies, while his other book, How to Have Confidence and Power in Dealing With People, has sold over 700,000 copies. He has authored three bestselling handbooks. Les Giblin's audiovisual programs are widely used.

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"Skill With People" is one of the best books ever written on human communication. Les Giblin is the author of this classy book. Les is one of the pioneers of the personal development industry. After serving in the military, Giblin began a sales job with the Sheaffer Pen Company in 1946.

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