

Each One! Bless One!

eBlessings' Seminar Lesson Handouts
You Can Make a Difference!

Seminar Lesson Handout Two:

**GETTING WEALTHY \$ELLING
ANYTHING AND EVERYTHING**

**Dr. AC Brown
and
James Anthony Allen**
Introduction

Key Scripture:

"The secret of the LORD is with them that fear him; and he will shew them his covenant."

Psalms 25:14 (KJV)

"O fear the LORD, ye his saints: for *there is* no want to them that fear him."

Psalms 34:9 (KJV)

Lesson Objective:

To move the reader from a less powerful economic position in life to a more powerful economic position in life. To move a person who is in a powerful economic position in life to a more powerful economic position in life. You will be shown practical life principles from a living legend; showing you step by step how to make your mark financially.

Lesson:

Many of you may know AC from his real estate days when “white flight” was beginning and at its paramount in Atlanta, Georgia. I am James Anthony Allen, Director of eBlessings (eBlessings.us), an international Internet inter-denominational ministry and collaborator in this effort. Many people benefited from AC’s “Jacob-like” sales techniques.

Before AC came to our home, the Holy Spirit said to me, “AC Brown is coming over.” I thought and asked my wife, “Who is AC Brown? Do you know him? Is he that guy standing up praising God all the time at church?” Yes, that was him—AC Brown. During my life, the Holy Spirit may have told me only three times that someone was coming—this was one of those times. I knew something special was going to happen with this visit—P.A.U.S.E.® (Practical Application and Use of the Scriptures Everyday) was revealed to me after four (4) years of working with AC; four tough long-suffering years.

When AC first came to the door he said, “The LORD told me to come here.” I said, “The Lord told me that you were coming.” He said, “The LORD said if you do not open the front door, I should go to the back door. If you and Allen have a falling out (and there were many—but the Holy Spirit directed me to keep working with him) go to the back door and keep knocking.” AC also told me this. He said, “Allen, I have been a millionaire three times, each time the LORD told me to stick with a specific person and I would make millions.” “Allen,” he said, “this time the LORD told me to ‘*Stick with Allen,*’ and I am going to do just that. Alonza C. Brown owned and rented single-family homes; additionally, he built and owned apartment home communities. He made fortunes and this book is to teach you the sales techniques, which took him to the top of his field.

AC is imparting his sales techniques to give families a way to “fish” before and after the pay check is no longer there. He is giving people an opportunity to learn how to make a livelihood selling something (because we all are always selling something.

AC is bringing to you what he has learned during his forty-eight (48) year track record of selling and teaching people to sell. He will tell you in a minute, “If you don’t try anything, you will surely fail.” You have to try something to see if it will work for you.”

AC says, “Everyone is selling something all the time.” When they open their mouths, they are selling something. Why not make selling a career? This is a great opportunity for you to solve all of your financial problems. AC is selling you this book, which is filled with ways for you to do just that—feed yourself and your family. Enjoy reading this book as Alonza C. Brown imparts his wisdom to you.

Questions:

1. Who was the Bible character Jacob and why was he so successful?
2. Is it important to be intuitive in business? If so, why?
3. Why is it important to be enthusiastic and show enthusiasm?
4. Why would you think it important to use Scriptures practically in your daily routines?
5. Why do you think it is important to learn sales techniques even if you are not a professional sales person?
6. Why do you think AC says, “If you don’t try anything, you will surely fail at everything.”?
7. Why do you think AC says that you are always selling something?