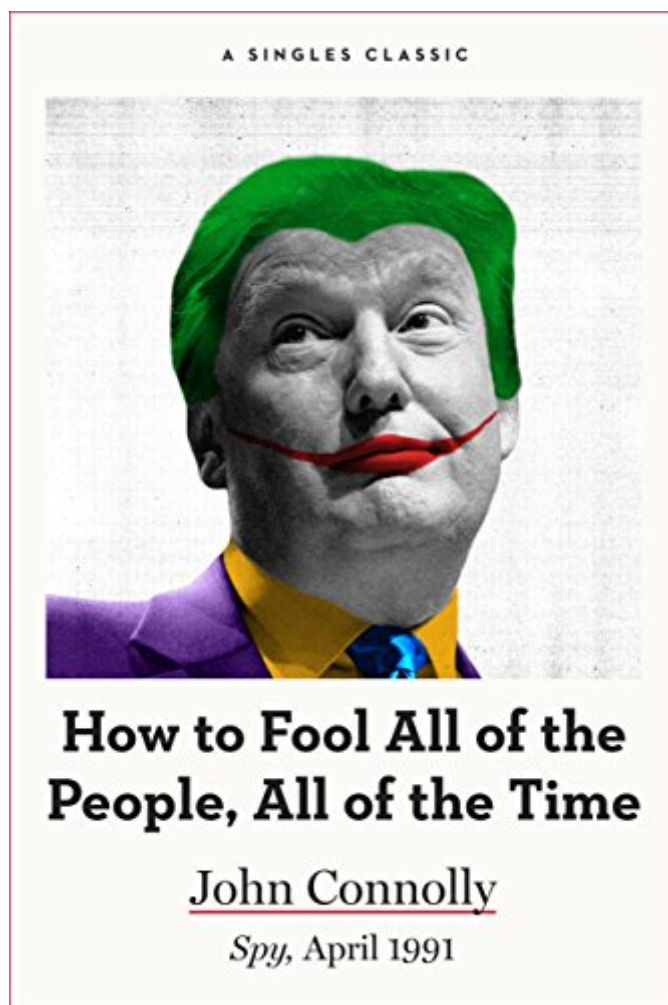


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# How To Fool All Of The People, All Of The Time (Singles Classic)



## Synopsis

A close study of Trump's actions over the past few years reveals a man addicted to deception, a man who invested like a fool, a man who shaved from deals and bled failing companies of cash so that he could live with absurd excess, a man who borrowed huge amounts from credulous banks and investors, a man who not only is not now a billionaire but never had \$1 billion or \$500 million or "very possibly" even \$100 million and who has been strapped since 1987. Donald Trump is not just some cartoon character, a guy with a comb-over and a press agent and a board game named after him; he is and always has been a real and fairly treacherous human being. In this feat of investigative journalism, John Connolly dives into Donald Trump's financial records and finds that the real estate mogul's most "if not only" valuable commodity is his knack for delivering scrutiny-resistant statements that blend finance, fact and fiction. *How to Fool All of the People, All of the Time* was originally published in *Spy*, April, 1991. Cover design by Adil Dara.

## Book Information

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## Customer Reviews

A favorite expression of my father (no Trump fan) is that, "You can't argue with success." Even those who don't like Trump have a grudging respect and admiration for his bluster and the success, however questionable, that this bluster has achieved. Now that Trump has become the

nominee of one of the two major political parties in the United Statesâ”the party of Abraham Lincoln, no lessâ”understanding how he came to occupy that exalted position is certainly a worthwhile endeavor. Connollyâ”s 1991 essay is a very interesting piece, focusing on Trumpâ”s financial affairs, as of that point in time. The essay is well written and well researched, marshaling a substantial amount of objective information to make the point that Trump has employed a â”smoke and mirrorsâ” approach to bluster his way to financial success (or at least the aura thereof: because if he didnâ”t really have all the wealth he claimed to have, can he really be deemed to be so financially successful?). Personally, I am no fan of Trump, either, but I fault this publication on several accounts: First, having been written 25 years ago, the content is extremely dated. Trump is now the Republican nominee for president. Anything that is published in 2016 about Trump really should do more than offer a 25-year-old financial analysis. The â”Spy, 1991â” on the cover should be reinforced by something in the introduction to the effect that the essay was written in 1991. Second, relating to the first point immediately above, the title itself is somewhat misleading, in a 2016 context. The book is not really about how Trump managed to fool people, as of this point in time.

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