

Access Free Focal Point Brian
Tracy

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Discover the secrets for how
to think and act like the most
successful people in the

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world and reap the rewards!
In today's constantly
changing world, you have to
be smart to get ahead. But
the average person uses
only about two percent of
their mental ability. How can

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we learn to unleash our brain's full potential to maximize our opportunities, like the most successful people do? In *Get Smart!*, acclaimed success expert and bestselling author Brian

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Tracy reveals simple, proven ways to tap into our natural thinking talents and abilities and make quantum leaps toward achieving our dreams. In this indispensable guide, you'll learn to: · Train

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your brain to think in ways that create successful results

- Recognize and exploit growth opportunities in any situation
- Identify and eliminate negative patterns holding you back
- Plan, act,

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and achieve goals with greater precision and speed
Whether you want to increase sales, bolster creativity, or better navigate life's unexpected changes, Get Smart! will help you tap

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into your powerful mental resources to obtain the results you want and reap the rewards successful people enjoy.

Our schools and parents teach us only a small

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fraction of what we need to learn in order to reach our true potential and achieve success. The rest we must learn through our own trials and tribulations. 'Street kid' John Assaraf broke free from

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a troubled past to create a multi-million dollar empire. In *Having it All*, Assaraf tells of his discovery that, no matter what kind of difficult circumstances someone happens to be in at any one

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time, he or she can achieve whatever they want in life. By combining old-world wisdom and street-smart tactics, Assaraf created the life of his dreams. He shares his method here.

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Brian Tracy, one of the top professional speakers and sales trainers in the world today, found that his most important breakthrough in selling was the discovery that it is the "Psychology of

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Selling" that is more important than the techniques and methods of selling. Tracy's classic audio program, The Psychology of Selling, is the best-selling sales training program in

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history and is now available in expanded and updated book format for the first time. Salespeople will learn: "the inner game of selling" how to eliminate the fear of rejection how to build

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unshakeable self-confidence
Salespeople, says Tracy,
must learn to control their
thoughts, feelings, and
actions to make themselves
more effective.

Crunch Point presents a

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series of proven, practical techniques for overcoming any setback that may come your way -- on the job, at home, or anywhere in your life.

Business Strategy (The Brian

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Tracy Success Library)
The Breakthrough System to
Get More Results, Faster, in
Every Area of Your Life
Sales Success (The Brian
Tracy Success Library)
The Secret to Peak

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Productivity

The Powerful Secret to
Creating a Business and Life
That Matter

The 100 Absolutely
Unbreakable Laws of
Business Success

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A Powerful System for Achieving Breakthrough Career Success

Goals will help you learn how to keep your "eye on the prize". Author, Gary Ryan Blair is considered one of the nation's experts on the topic of goals.

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He teaches that your life will not go according to plan if you don't have a plan! His 10 rules for setting goals are loaded with nuggets of wisdom and "a-ha" moments that will bring the power of your goals into focus. The Ten Rules of Goal Setting is the combination that opens the lock of success. Each rule is

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one piece of the combination; each seamlessly integrates with the other nine; each one counts.

Brian Tracy has devoted his life to helping others achieve things they never dreamed possible. Now, he gives readers the key they need to open any door and get whatever they

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want, every time. This book gives you proven ways to become more captivating and persuasive in any situation. As one of the world's premier business consultants and personal success experts, Brian Tracy shows readers what charm can do, and how they can use simple methods to

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immediately become more charming and dramatically improve their social lives and business relationships. In The Power of Charm, you will learn how to: capture people's trust and attention within the first few seconds of meeting win the support of others who can help them achieve their goals

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master body language and advanced listening techniques sell more of their products or services deliver powerful and engaging talks and presentations improve their negotiation skills get paid more and promoted faster The Power of Charm helps readers develop greater confidence and self-esteem

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while learning how to naturally create rhythm and harmony with others. It's a unique and powerful guide filled with proven techniques for making dreams come true -- in business and in life! The ability to speak with confidence and deliver winning presentations can accelerate your career, earn people's

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respect, and enable you to achieve your greatest goals. Anyone can learn to be a great speaker, just as easily as they can learn to drive a car or ride a bike. As one of the world's premier speakers and personal success experts, Brian Tracy reveals time-tested tricks of the trade that you can

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use to present powerfully and speak persuasively, whether in an informal meeting or in front of a large audience. In Speak To Win, you will learn how to: become confident, positive, and relaxed in front of any audience grab people's attention from the start use body language, props, and vocal

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techniques to keep listeners engaged transition smoothly from one point to the next use humor, stories, quotes, and questions skillfully deal with skepticism when presenting new ideas wrap up strongly and persuasively This no nonsense handbook is perfect for delivering talks that inform, impress,

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persuade and motivate. Brimming with unbeatable strategies for winning people over every time, Speak To Win lets you in on his most powerful presentation secrets in this indispensable, life-changing guide. "From the earliest days of thinking man, people the world over have

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pondered the nature of the Universe, our planet, and of ourselves. What does it all mean? Why am I here? What is the real purpose of my life? What will happen to me after I die? Will I return once again for another life on Earth?" So starts the first paragraph of this book, summarising and

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encapsulating very succinctly both the reason I was inspired to write Our Ultimate Reality and a concise summary of the contents contained therein. As we approach the end of a great age for humanity, increasingly more people from all walks of what we know as "life" are asking what it all

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means for them, for their families and for their future existence on this planet we call "Earth." Our Ultimate Reality, Life, the Universe and Destiny of Mankind is your complete reference and guide for realising the Divine heritage of each and every one of us as equal aspects of our Creator, a life

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of perfect happiness, health, abundance, fulfilment and Spiritual evolution. This book has been written in a modern, understandable, non-mystical way, setting out in a concise, logical, easy to follow format, all you need to know in order to understand, pursue and realise your own true

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potential during this pivotally important era. I wish you every possible success as you follow your own true destiny on the path of return to our Divine Creator from Whom we came in the beginning, and wish that this book will prove to be your valuable guide and companion.

How to Think and Act Like the Most

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Successful and Highest-Paid People in Every Field

Goals

The Phoenix Transformation

How to Sell More, Easier, and Faster Than You Ever Thought Possible

The Proven System of Sales Ideas, Methods, and Techniques Used by

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Top Salespeople

The Rules of Thinking

How to Make the Rest of Your Life the Best of Your Life

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and get access to hundreds of free book and audiobook summaries. If you've ever taken a look at your life and wondered what's holding you back, No Excuses is literally the answer. Brian Tracy's explosive study on the power of self-discipline

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will show you how to break down the barriers between you and success by simply eliminating the excuses we tell ourselves every day. Exploring the power of self-discipline in practice, *No Excuses* (2010) takes a look at how we can improve three critical

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areas of our lives-- personal success, career success, and overall happiness-- through aggressive self-discipline. Arguing that excuses are the limitations we place on ourselves, Tracy challenges readers to relinquish the crutch of convenient

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excuses and embrace the life-changing power of self-discipline. The hallmark of an exceptional career is the ability to devise innovative solutions for work challenges. Therefore, creative thinking skills are vital for your

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professional advancement. Recent research has revealed a direct causality between ideas and profitability, which means that in today's competitive and technology-rich work environment, the most crucial element separating an

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extraordinary career from an ordinary one is creative thinking skills. As one of the world's premiere success experts, Brian Tracy knows anyone can become more creative by practicing with a few helpful tools. This concise, easy-to-read book

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guides you to immediately begin generating a stream of productive ideas. In Creativity & Problem Solving, Tracy reveals 21 proven techniques that will help you: Stimulate the three primary triggers to creativity Inspire a creative

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mindset in staff through recognition, rewards, and environment Use methods to solve problems, improve systems, devise new products, and come up with fresh, exciting marketing angles Ask focused questions to generate elegant

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solutions Understand the difference between mechanical and adaptive thinking Rigorously evaluate new ideas without shutting down the creative impulse Containing mind-stimulating exercises and down-to-earth strategies, Creativity &

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Problem Solving will help you tap into the root source of their own intuitive genius--and gain the winning edge they've been missing all this time.

A practical guide to personal management furnishes a collection of

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the best ideas on how to develop focused goals and plans in seven key areas and addresses such questions as how to balance one's personal life and professional success, how to accelerate the accomplishment of goals, and how to gain control of

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one's time and one's life. Reprint. Reveals the author's strategies for taking complete control of one's time and using it to get more done, increasing productivity and income exponentially, including how to make better, faster decisions, and

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overcoming people problems that can sap time. 60,000 first printing.
A Simple Guide to Reaching Your Personal Best
Personal Success (The Brian Tracy Success Library)
A Proven System for Getting More

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Done in Less Time Than You Ever
Thought Possible

Change Your Thinking, Change
Your Life

Eat That Frog!

The Power of Self-Discipline

How to Present with Power in Any

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Situation

Where do you want to be in one, three, or five years? Even small adjustments can bring about enormous results to your personal success. Where does that

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“winning edge” you’ve heard so much about come from? How do some people seem to find success simply from waking up and getting out of bed? World-renowned performance expert Brian

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Tracy has spent decades studying uncommonly high achievers. Instead of finding commonalities such as Ivy League educations, gold-star connections, and a dash of blind luck, Tracy discovered

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that the keys to their success were more often small adjustments in outlook and behavior. In this easy-to-follow guide, Tracy lays out a simple, clear plan for anyone to be able to unlock their

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potential and find the success they previously thought was unattainable for them. In Personal Success, you will learn to: Change your mindset to attract opportunity Banish self-

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limited beliefs Build your self-confidence Practice courage and taking risks Sharpen your natural intuition Continually upgrade your skills and more! Packed with simple but game-changing

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techniques, Personal Success is the answer you've been searching for to gain that winning edge and turn your dreams into realities.

In Flight Plan, bestselling author Brian Tracy (author of

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Eat That Frog, (over half a million copies sold) explains the real secret to success in business and personal life. Using the metaphor of an airplane trip from coast to coast, Tracy reveals the key

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ingredients that go into accomplishing any long-term, meaningful success. The true secret of high achievers is that they know how to find their "focal point" - the one thing they should

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do, at any given moment, to get the best possible results in each area of their lives.

Bestselling author and motivational speaker Brian Tracy brings together the very best ideas on personal

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management into a simple, easy-to-use plan. Focal Point helps readers analyze their lives in seven key areas and shows them how to develop focused goals and plans in each. This best-selling guide

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provides timeless truths that have been discovered by the most effective people throughout the ages, answering questions like: In Focal Point, Tracy provides timeless truths that answers

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questions such as: How can I get control of my time and my life? How can I achieve maximum career success and still balance my personal life? How can I accelerate the achievement of all my

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goals? Focal Point shows you how to develop absolute clarity about what they want, and how they can achieve supreme satisfaction, both personally and professionally.

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"To some extent this book isn't about how to think at all. Many of the Rules are about how to remove the barriers that get in the way of good, clear thinking. How to avoid self-interest,

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sidestep assumption, dodge the pitfalls. Once you do that, it's easy to think clearly. It would be implausibly convenient if there just happened to be exactly 100 Rules of

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Thinking. So these are the key 100, which are more than enough to change your thought patterns significantly for the better. Once you've mastered these Rules, you'll be much better placed to

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notice more of your own. Please feel free to share them on my Facebook page if you'd like to, and help other people join you as a fully-fledged Rules thinker"--
Get Smart!

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How to Start and Grow Your Own Business

The Psychology of Selling

How to Win Anyone Over in Any Situation

A Proven System to Simplify Your Life, Double Your

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Productivity, and Achieve All Your Goals

12 Qualities of High Achievers to Reboot Your Career and Life

Master Your Time, Master Your Life

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Improve your animation by fully understanding the key 2d skills before using a computer!

Focal Point A Proven System to Simplify Your Life, Double Your Productivity, and Achieve All Your Goals

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From the bestselling author of Eat That Frog!, a motivational guide to using the Psychology of Achievement to banish negative thoughts and behaviors and unlock your full potential for success. Letting go of negative

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thoughts is one of the most important steps to living a successful, fulfilling life, but also often the most difficult. In this practical, research-based guide, bestselling authors Brian Tracy and psychotherapist Christina

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Stein present their "Psychology of Achievement" program to help you identify and overcome detrimental patterns and ideas preventing you from achieving your goals or feeling happy and satisfied in your life. Whether this

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negativity stems from a past relationship that ended badly, a childhood trauma, a business or career failure, or general insecurity, Tracy and Stein help you recognize how conscious--and more oftentimes

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unconscious--negativity affects your personality, your outlook and your decisions. Along the way, they show you how to regain control of your thoughts, feelings, and actions, turn negatives into positives, and

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learn to accept unexpected life changes without falling back into old negative patterns. Essential reading for anyone feeling stuck, BELIEVE IT TO ACHIEVE IT offers an important roadmap to conquer negativity and embrace

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the power of positive thinking to live a happy, successful life.

Taking control of your company's destiny starts with planning strategically from the beginning. How will you determine if your company has

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succeeded if you can't base its performance on a well-defined business strategy? A strategic plan, established at your venture's birth, helps crystalize the future of the organization--mapping a clear

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path from where the company stands today to where you wish it to be. Setting a business strategy enables you to develop absolute clarity on priorities, organize resources, and get better results than ever before.

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Renowned business author Brian Tracy has provided a simple path to creating the specific business strategy needed for your company's success. In Business Strategy, Tracy will help you discover how to: Ask the five key

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questions vital to any strategic plan Determine a corporate mission that lifts and inspires people Define themselves in relation to their competition Reposition their business with new products, services, and

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technology Anticipate crises, and more! Incorporating wide-ranging examples--from Alexander the Great to IBM to General Electric--this concise, practical guide gives readers proven ideas for increasing their company's

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bottom line and maximizing their strengths and opportunities. The path to success starts at the beginning!

*Advanced Selling Strategies
Speak to Win*

How to Achieve Financial

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*Independence Faster and Easier
Than You Ever Thought
Possible: Easyread Large Bold
Edition*

*TurboCoach
Bull's Eye*

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Our Ultimate Reality, Life, the Universe and Destiny of Mankind

Why are some people more successful in business?

Why do some businesses flourish where others fail? Renowned business

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speaker and author, Brian Tracy has discovered the answers to these profoundly puzzling questions. In The 100 Absolutely Unbreakable Laws of

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Business Success Tracy draws on his thirty years' experience and knowledge to present a set of principles or "universal laws" that lie behind the success

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of business people everywhere, in every kind of enterprise, large and small. These are natural laws, he says, and they work everywhere and for

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everyone, virtually without exception. Every year, says Tracy, thousands of companies underperform or even fail and millions of individuals

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underachieve, frustrated by thwarted ambition and dreams--all because they either attempted to violate or did not know these universal laws. But ignorance of the law

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is no excuse! Tracy breaks the 100 laws down into nine major categories: Life, Success, Business, Leadership, Money, Economics, Selling,

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Negotiating, and Time Management. For each of the nine groups he details the specific laws that govern it—laws such as the Law of Cause and Effect, the Law of

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Service, the Law of Increasing Returns, the Law of Compensation, and the Law of Independence. Drawing on a lifetime of observation, investigation, and

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experience, Tracy not only identifies and defines each law, he also reveals its source and foundation, whether in science, nature, philosophy, experience,

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or common sense. He illustrates how it functions in the world using real-life anecdotes and examples shows how to apply it to your life and work

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through specific questions and practical steps and exercises that everyone can use--sometimes in just minutes--to begin the journey toward greater

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business success. Now for the first time in one volume, these key principles can be understood and put to use by business people of all ages and

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experience for better, faster, more predictable results. "When you know and understand them," writes Tracy, "you gain a tremendous advantage over those who do not.

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When you organize your life and business according to these universal laws and timeless truths, you find that it is much easier to build and run

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a successful and profitable business or department, no matter what external conditions might exist...You will attract and keep better people, produce and sell

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more and better products
and services, control
costs more
intelligently, expand
and grow more
predictably, and
increase your profits

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with greater consistency." Easy to read, easy to understand, and easy to apply, The 100 Absolutely Unbreakable Laws of Business Success

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offers a straightforward, eye-opening, life-affirming approach to how the world of business really works.

By bestselling author

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Brian Tracy, a revised and updated edition of this indispensable field guide to using military strategies to win in business and life. The modern world can be a

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battleground, but key strategies that have helped history's great leaders triumph in military campaigns can also be used to achieve business and personal

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success. Brian Tracy is a leading authority on success and achievement, authoring bestsellers including *Eat That Frog!*, and raising millions toward

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advancement with his guidance. In this fully revised and updated edition of a classic, Tracy presents 12 core principles of successful military commanders and

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how to apply them in almost any situation and emerge victorious, including proven methods to:

- Concentrate your strengths in the most effective way to reach

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your goals · Gather game-changing intelligence to determine the best approach · Decide when to go on the offensive vs. cover your bases · Exploit the element of

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surprise for maximum benefit Packed with Tracy's transformative advice, Victory! arms readers with powerful skills and a practical road map to unlock their

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potential for greatness in business and in life. As one of the world's most sought-after personal coaches, Brian Tracy has helped transform the lives and

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careers of countless individuals, unlocking the secrets to greater wealth, professional success, and immeasurable happiness. Now, you can experience

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firsthand the incredible power of Brian's coaching in your own career and life.

TurboCoach gives you an array of tools and exercises to help you

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develop and implement your own personal strategic plan that will quickly take you as far as you want to go. Each chapter begins with questions to ask

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yourself, and ends with an application exercise that helps you put your answers to work. You'll learn more than you thought possible about: Yourself. Pinpoint your

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values, vision, mission, purpose, and goals, and identify the knowledge, skills, habits, and activities you must undertake to excel. Your field. Study your

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competition, know your customers, use your strengths, and remove critical constraints to success. Your productivity. Leverage the power of delegation,

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and learn the Eleven Keys to Increasing Your Productivity. Your business. Do more than just meet or exceed expectations -- delight and amaze your

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customers. Create a powerful marketing plan and a personal brand, increase revenues seven different ways, and maximize your profits. TurboCoach shows you how

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to put all of these approaches to work for you, no matter what sort of business you're in. Best of all, Brian reveals how to maximize the return on your new-

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found productivity by freeing up more time to spend on what really matters -- the people and activities you love. TurboCoach is filled with examples of Brian's

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techniques in action, such as the woman who, simply by concentrating on her highest-value activities, was able to:

- (1) save herself \$55 dollars per day in

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expenses; (2) create two more productive hours per day; and (3) double her income in 10 months! Powerful, proven, and universal, the personal strategic plan in

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TurboCoach will help you excel in your work, reap incredible financial rewards, and find satisfaction and joy in your career and your life!

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What makes some people so much better than others? Why are some people so much more efficient, and able to deliver better results, in less time and with

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lower effort? These people appear to have some form of (un)fair advantages, which allow them to sail through life while the rest of us struggle. What are

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these (un)fair advantages and why are they limited to such a small group of people? Are these (un)fair advantages the privilege of a special few, who

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have been born with natural talents, special gifts or in the right environment? Or are these (un)fair advantages the result of the right kind of

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effort, that can be developed by anyone willing to put in the work? Most importantly, can you develop these (un)fair advantages too? This book seeks to

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address these very questions, by examining how the very top performers (i.e. masters) across a wide range of disciplines went about developing

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their skills, and how this differs dramatically from how average people learn the same subject. The Mastery Quadrant helps explain the superior

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skill development
framework--almost
universally followed by
the masters and ignored
by the masses--that
leads to substantially
stronger learning

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foundations and helps explain the (un)fair advantages of masters. The framework defines 4 distinct quadrants, each of which are essential steps towards building

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expertise in virtually any skill. The Mastery Quadrant framework is nothing but a superior learning technique, developed by emulating the learning process

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followed by the masters. This framework is universally applicable and can help improve the efficiency at which you operate, for virtually any skill or level of

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expertise. The framework can help you become a better person, cook, parent, employee, entrepreneur, sportsmen or artist. By following the Mastery Quadrant

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framework, a little additional effort at the start will lead to a substantial difference in your longer-term efficiency, providing you with similar

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(un)fair advantages as the masters. Stop trying to compete in a fair competition, when you can compete in an (un)fair one instead! Just make sure that you

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are the one with the (un)fair advantages, instead of the other way around. Discover how by downloading your copy today!

The Real Secret of

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Success

Character Animation in
3D

Creativity and Problem
Solving (The Brian Tracy
Success Library)

The Power of Charm

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The Power of Self-Confidence

Having it All

Time Power

Increasing productivity is a nonnegotiable for any business that wants to

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survive, let alone thrive, in today's climate. The problem is, there is no simple, single, plug-and-play solution that will work for anyone. The industries are too varied, technology is updating too

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rapidly, and customers are too inconsistent. That's why Certified Professional Organizer (CPO®) and productivity expert Tamara Myles has developed a simple model--the Productivity

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Pyramid--that provides an actionable framework for anyone to achieve better results. Based on a sequence of steps leading to peak performance, the author's easily adaptable system

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consists of five levels:

Physical Organization: from decluttering to filing-fool-proof strategies for handling incoming papers and ensuring information remains accessible

Electronic

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Organization: from dealing with email to electronic file management options such as cloud computing• Time Management: mastering the three P's-Plan, Prioritize, and Perform• Activity-Goal

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Alignment: breaking objectives into specific, relevant, and measurable daily tasks • Possibility: identifying new life and business goals that will help you reach your greatest potential

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assessment to determine your strengths and weaknesses and to pinpoint where to focus most for immediate results, the framework will then provide a range of potential strategies, allowing you to

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discover your own individualized Secret to Peak Productivity!

Every idea in this book is focused on increasing your overall levels of productivity, performance, and output and

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on making you more valuable in whatever you do. You can apply many of these ideas to your personal life as well. Each of these twenty-one methods and techniques is complete in itself. All are

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necessary. One strategy might be effective in one situation and another might apply to another task. All together, these twenty-one ideas represent a smorgasbord of personal effectiveness

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techniques that you can use at any time, in any order or sequence that makes sense to you at the moment. The key to success is action. These principles work to bring about fast, predictable

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improvements in performance and results. The faster you learn and apply them, the faster you will move ahead in your career - guaranteed! There will be no limit to what you can accomplish when you

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**learn how to Eat That Frog!
You don't need to have been
born under a lucky star, or
with incredible wealth, or with
terrific contacts and
connections, or even special
skills...but what you do need**

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to succeed in any of your life goals is self-discipline. Unfortunately, most people give in to the two worst enemies of success; they take the path of least resistance (in other words, they're lazy)

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and/or they want immediate gratification; they don't consider the long-term consequences of the actions they take today. No EYescuses! shows you how you can achieve success in all

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**three major areas of your life;
1. Your personal goals.2. Your
business and money goals.3.
Your overall happiness. Each
of the 21 chapters in this book
shows you how to be more
disciplined in one aspect of**

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your life, with end-of-chapter exercises to help you apply the no excuses approach to your own life. With these guidelines, you can learn how to be more successful in everything you do - instead of

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wistfully envying others who you think are just luckier than you. A little self-discipline goes a long way...so stop making eYescuses and read this book!

Why are some people more

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successful than others? Self-confidence! What one great goal would you set if you knew you could not fail? What wonderful things would you want to do with your life if you were guaranteed success in

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anything you attempted? Your level of self-confidence determines the size of the goals you set, the energy and determination that you focus on achieving them, and the amount of persistence you

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apply to overcoming every obstacle. In this powerful, practical book based on work with more than 5 million executives, entrepreneurs, sales professionals, and ambitious people in more than

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sixty countries, you learn how to develop unshakable self-confidence in every area of your life. The Power of Self-Confidence explains how to increase your "mental fitness" by thinking like top

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performers in every field. Little by little, you build up and maintain ever-higher levels of self-confidence in everything you do. Self-confidence allows you to move out of your comfort

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zone and take risks without any guarantees. With step-by-step guidance, author Brian Tracy will help you build the foundations of lifelong self-confidence. You discover how to determine what you really

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want, and unleash your personal powers to accomplish it. You'll learn how to: Clarify and live consistently with your values to become the very best person you could possibly be Set clear

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goals and make written plans to accomplish them Commit yourself to mastery in your chosen field and to lifelong personal improvement Program your subconscious mind to respond in a positive

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and constructive way to every problem or difficulty Minimize your weaknesses and maximize your strengths for higher achievement Develop high levels of courage and incredible persistence

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Become unstoppable, irresistible, and unafraid in every area of your life through the power of unshakable self-confidence. Become a person of action, overcome any obstacle, and scale any

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height. With your newfound unshakable self-confidence, you will accomplish every goal you can set for yourself.

Fail Fast, Fail Often

**How Losing Can Help You Win
Entrepreneurship**

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Tracy

**The 21 Success Secrets of
Self-made Millionaires
Overcome Your Doubts, Let
Go of the Past, and Unlock
Your Full Potential
Victory!
Applying the Proven**

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Tracy

Principles of Military Strategy to Achieve Greater Success in Your Business and Personal Life

Discover 10 Essential Ways
to Make the Most of Your
Time "Time is money," as the

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saying goes, but most of us never feel we have enough of either. In *Master Your Time, Master Your Life*, internationally acclaimed productivity expert and bestselling author Brian Tracy presents a brilliant

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new approach to time management that will help you gain control of your time and accomplish far more, faster and more easily than you ever thought possible. Drawing on the latest research in

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productivity science and Tracy's decades of expertise, this breakthrough program allocates time into ten categories of priority--including strategic planning/goal setting, people and family,

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income improvement, rest/relaxation, and even creative time--and reveals the best techniques for focusing on each effectively. By thoughtfully applying the principles in Master Your Time, Master

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Your Life, you'll not only achieve greater results and reach your goals more quickly and successfully, you'll also have more time to devote to what you truly love.

By the bestselling author of

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The Psychology of Achievement and Get it Done Now! The title comes from the story of the Phoenix---a Greek legend of a bird/dragon that arises from the ashes of its predecessor---being born

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again. It relates to the situations people may be in now----low achievement, lack of success, mediocrity. As we emerge from the pandemic. Individuals, businesses of all kinds will be looking for ways to emerge "from the

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ashes" of this pandemic to reinvent themselves and emerge stronger. In The Phoenix Transformation you will learn how to: Develop a rock-solid self-concept Get on the fast track to achieving your goals faster

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than you've ever dreamed possible Discover how to set "flex" goals which are adaptable to a fast-changing economy Unlock the secret to doubling your brainpower and sharpening your intuition Discover the key to erasing

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negative emotions Eliminate the time and productivity wasters - most importantly, those caused by the e-mail, instant messaging, and other electronic communication devices Master a foolproof 12-point formula that

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quadruples productivity

Learn how to nurture your most important relationships and leave a legacy And much more!

The pair of psychologists behind a popular class at Stanford University called

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“Fail Fast, Fail Often”
discuss how people who aren't worried about making mistakes tend to live happier, more successful lives and learn more from their experiences and opportunities. Original.

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CHANGE YOUR THINKING CHANGE YOUR LIFE "Every line in this book is bursting with truth, wisdom, and power. Brian Tracy is the preeminent authority on showing you how to dramatically improve your

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life. Let him be your guide. I've learned so much from Brian myself that I can't thank him enough!" —Robert G. Allen, #1 New York Times bestselling author "This book gives you a step-by-step system to transform

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your thinking about yourself and your potential, enabling you to achieve greater success in every area of your life." —Lee Iacocca, Chairman, Lee Iacocca & Associates "Once again, Brian Tracy has written an

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incredible book which shows individuals how to delve into their inner resources so that they can not only identify realistic goals but develop a plan on how to achieve these goals. This book promises to be a

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bestseller and to influence the lives of so many. It is must reading." —Sally Pipes, President, Pacific Research Institute "Outstanding! Brian Tracy's Change Your Thinking, Change Your Life is a must-read. Use the

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powerful 'mental software' program in this book to tap your vast inner resources and bring the life you've been dreaming about into reality." —Ken Blanchard, coauthor of *The One Minute Manager* and *Full Steam*

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Ahead! "As usual, Brian Tracy has hit another home run with Change Your Thinking, Change Your Life. It's a must-read!" —Mac Anderson, founder, Successories, Inc. "Brian's new book, Change Your

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Thinking, Change Your Life, will show you how to attract the people and resources you need to achieve any goal you set for yourself." —Tony Jeary, Mr. Presentation, author of Life Is a Series of Presentations "This is a

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masterful book laden with wisdom and knowledge. It'll catapult you from intention to implementation. It arms you with the information and insights you need to achieve success and significance in your life." —Nido R. Qubein,

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founder, National Speakers

Association Foundation

Chairman, Great Harvest

Bread Company

Summary of "No Excuses!" by

Brian Tracy - Free book by

QuickRead.com

Flight Plan

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Create Your Own Future

No Excuses

The Mastery Quadrant

21 Great Ways to Stop

Procrastinating and Get More

Done in Less Time

Reinvention

If you knew you couldn't fail, what is

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the greatest thing you would dare to dream? Is the job you now have the one you've always wanted? As personal success expert Brian Tracy can attest, it's not until you deal with the dissatisfactions of the present that you can move onward and upward to create the wonderful

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future that is possible for you. This transformative book reveals how everyone can remake themselves and put an end to the chronic stress, unhappiness, and dissatisfaction in career and life. In Reinvention, Tracy helps readers reach this ultimate goal through a series of interactive

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exercises that show them how to: take control of their careers; turn unexpected shakeups and turbulence into positive occasions for growth; dramatically improve their earning ability; develop the self-confidence to take the kind of risks that lead to rapid advancement; decide on and

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get the job they really want; set clear goals for their lives; write resumes that get results; determine their own salary range; and more. We live in a time of rapid change but also of unprecedented opportunity.

Reinvention supplies readers with a proven system to turn their greatest

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dreams into reality.

Your aim in life should be to achieve all of the wonderful things that are possible for you. There is no reason for you not to be earning twice as much as you are today, or even five or ten times as much. Your potential is practically limitless, if you could

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just learn how to utilize it. Clarity, Focus, and Concentration: Three strong, simple attributes needed to hone in your potential and hit the bull's eye! And just as you can develop your physical muscles through hard work and concentration, you can develop your mental muscles

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through continuous repetition. You have the ability right now to achieve more than you ever have before. Bull's Eye will teach you how to unleash your powers for success and accomplish more in the next few months than many people do in a lifetime.

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Learn the skills of entrepreneurship with this resource that is designed to help anyone who wants to start or grow a business. Tracy is a bestselling author who has consulted for more than 1,000 companies and addressed more than 5 million people throughout the world.

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The performance difference between the top salespeople in the world and the rest is smaller than you may think. Learn where you can elevate your game today and reach unprecedented new heights. Did you know that the 80/20 rule applies to the world of sales too? Eighty percent

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of all sales are made by only twenty percent of salespeople. How are they raking in so much money though, and how can others join them? Sales trainer extraordinaire Brian Tracy has spent years studying the world's best salespeople and their methods to discover that the difference between

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the top 20 and the bottom 80 boils down to only a handful of critical areas in which the top professionals perform better than their peers. In this compact and convenient guide, Tracy shares 21 tried-and-true techniques that can help any salesperson gain that winning edge.

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In Sales Success, you will learn how to:

- Set and achieve clear goals
- Develop a sense of urgency and make every minute count
- Know your products inside and out
- Analyze your competition
- Find and quickly qualify prospects
- Understand the three keys to persuasion
- Overcome the six major

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objections, and much more! Packed with proven strategies and priceless insights, Sales Success will get you planted firmly on the path to success, making more money than you thought possible and greater career satisfaction than you ever believed you would find.

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Focal Point

Goals!

The Secret to Succeeding When It Matters Most

The Learning Technique Used by Masters to Develop Deep Expertise

The 10 Rules for Achieving Success

How to Unlock Your Full Potential for

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Success and Achievement
Crunch Point

Offering winning techniques for spectacular sales results, the creator of *The Psychology of Selling* shows readers how to conquer fears, read customers, plan strategically, focus

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efforts on key emotional elements, and close every sale. 30,000 first printing.

“Evan consumes so much content and then knows how to DJ it to inspire people.” —Gary Vaynerchuk, New York Times bestselling author

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of #AskGaryVee and Jab, Jab, Jab, Right Hook In this bold and empowering guide, entrepreneur and social media sensation Evan Carmichael shares the secret to turbo-charging your path to success on your own terms. With thought-

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provoking questions and inspiring, instructive examples, *Your One Word* will help you nail down your personal mottos - the word that captures your purpose and passion. With this operating philosophy in hand, you will then learn how to

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leverage this powerful tool to create the business and future of your dreams. Aimed at entrepreneurs as well as intrapreneurs, managers, and anyone else who wants to achieve success in a powerfully meaningful way, Your One Word more than just

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a useful tool. It's also an inspiring and enlightening read.

How to Get Everything You Want -
Faster Than You Ever Thought
Possible: Easyread Super Large 20pt
Edition

Your One Word

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Use Traditional Drawing
Techniques to Produce Stunning
CGI Animation
Believe It to Achieve It
The Power of Focus
Become Unstoppable, Irresistible,
and Unafraid in Every Area of Your

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Life