

# Brian Tracy Author

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Eat That Frog! - Brian Tracy 2007-01-01

NEW EDITION, REVISED AND UPDATED The legendary Eat That Frog! (more than 1.5 million copies sold worldwide and translated into 42 languages) will change your life. There just isn't enough time for everything on our "To Do" list—and there never will be. Successful people don't try to do everything. They learn to focus on the most important tasks and make sure they get done. There's an old saying that if the first thing you do each morning is to eat a live frog, you'll have the satisfaction of knowing that it's probably the worst thing you'll do all day. Using "eat that frog" as a metaphor for tackling the most challenging task of your day—the one you are most likely to procrastinate on, but also probably the one that can have the greatest positive impact on your life—Eat That Frog! shows you how to zero in on these critical tasks and organize your day. You'll not only get more done faster, but get the right things done. Bestselling author Brian Tracy cuts to the core of what is vital to effective time management: decision, discipline, and determination. In this fully revised and updated second edition, he provides brand new information on how to keep technology from dominating your time. He details twenty-one practical and doable steps that will help you stop procrastinating and get more of the important tasks done—today!

**Bull's Eye** - Brian Tracy 2015-11-03

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 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 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.

*Business Strategy (The Brian Tracy Success Library)* - Brian Tracy 2015-04-29

Taking control of your company's destiny starts with planning strategically from the beginning. How will you determine if your company has 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 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. 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 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 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 bottom line and maximizing their strengths and opportunities. The path to success starts at the beginning!

**Time Management** - Brian Tracy 2014

Presents advice on how to make a productive use of time, describing such actions as identifying top priorities, setting goals, batching similar tasks, overcoming procrastination, and controlling interruptions.

*Victory!* - Brian Tracy 2017-06-27

By bestselling author 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 battleground, but key strategies that have helped history's great leaders triumph in military campaigns can also be used to achieve business and personal success. Brian Tracy is a leading authority on success and achievement, authoring bestsellers including *Eat That Frog!*, and raising millions toward advancement with his guidance. In this fully revised and updated edition of a classic, Tracy presents 12 core principles of successful military commanders and 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 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 surprise for maximum benefit

Packed with Tracy's transformative advice, *Victory!* arms readers with powerful skills and a practical road map to unlock their potential for greatness in business and in life.

**Just Shut Up and Do It!** - Brian Tracy 2016-04

What makes some people successful in life? In *Just Shut Up and Do It*, bestselling author and success expert Brian Tracy shares a simple, practical, proven seven-part method that will help you accomplish more in the next few months and years than most people accomplish in a lifetime. In its simplest terms, your ability to get started and keep going until you complete those things that are most important to you and to your company is the key to winning, to happiness, to a great reputation, and to success in life. There are no limits to what you can achieve. - -Publisher's description.

**Believe It to Achieve It** - Brian Tracy 2017-12-26

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

*Advanced Selling Strategies* - Brian Tracy 1996-08-27

Presents techniques for successful sales results, offering listeners tips on how

to conquer fears, read customers, plan strategically, focus efforts on key emotional elements, and close every sale.

**Think Big** - Brian Tracy 2020-02-26

"Think little goals and expect little achievements. Think big goals and win big success." David Joseph Schwartz The terminology "Think Big" is a contemporary expression (and exhortation) for us to think outside the box as well as to achieve significant goals. It is worthy to note that 'Thinking Big' often produces a myriad of benefits for ourselves and our communities, and enduring rewards tend to follow this kind of thinking. The authors in this book live up to a high standard of accomplishment in the attainment of their objectives. These are the CelebrityExperts(R) who can lead the way for the reader. By taking a leaf out of their book, we can be guided towards our goals and save countless hours by learning to master the art of 'Thinking Big.' Most of us wish to improve our lives, that of our loved ones and our community. We also want to achieve BIG objectives. It is far easier to do so if we learn to 'follow the stars' and Think Big. In the context of Thinking Big, Napoleon Hill stated: "What the mind of man can conceive and believe, it can achieve."

**No Excuses!** - Brian Tracy 2010-05-25

Includes sections on self-discipline and personal success; business, sales and finances; and the good life.

**Motivation** - Brian Tracy 2013

Features twenty-one methods managers can use to increase the effectiveness of their employees.

**Success Today** - Nick Nanton 2015-06-09

Few topics have been written about as much as SUCCESS. Even among most seriously-discussed subjects like religion and politics, the concept of success plays a critical role. Something just as interesting is that success means different things to each of us. This reflects the individuality that we enjoy. In a commercial context, success is most often measured using the currency of exchange as well as the achievement of goals. Philosophically, success may even be the attainment of a mental state of satisfaction as a result of your actions or thoughts. Whichever way you look at it, success is a topic of interest to everyone. The PremierExperts(r) in this book allow you see their formulas for success, and through their experiences, offer many valuable lessons (including errors to avoid) that are particularly meaningful. Just as action is an integral part of success, mentoring means a faster rate of achievement. However, despite our changing world, we know that the basic tenets of success remain the same, no matter how fast the pace. The PremierExperts(r) in Success Today are willing to mentor you. They have lived what it is all about. . . . Success depends upon previous preparation, and without such preparation there is sure to be failure. Confuciu

**Good Omens** - Neil Gaiman 2011-06-28

The classic collaboration from the internationally bestselling authors Neil Gaiman and Terry Pratchett, soon to be an original series starring Michael Sheen and David Tennant. ?Season 2 of Good Omens coming soon! "Good Omens . . . is something like what would have happened if Thomas Pynchon, Tom Robbins and Don DeLillo had collaborated. Lots of literary inventiveness in the plotting and chunks of very good writing and characterization. It's a wow. It would make one hell of a movie. Or a heavenly one. Take your pick." -Washington Post According to The Nice and Accurate Prophecies of Agnes Nutter, Witch (the world's only completely accurate book of prophecies, written in 1655, before she exploded), the world will end on a Saturday. Next Saturday, in fact. Just before dinner. So the armies of Good and Evil are amassing, Atlantis is rising, frogs are falling, tempers are flaring. Everything appears to be going according to Divine Plan. Except a somewhat fussy angel and a fast-living demon-both of whom have lived amongst Earth's mortals since The Beginning and have grown rather fond of the lifestyle-are not actually looking forward to the coming Rapture. And someone seems to have misplaced the Antichrist . . .

**Full Engagement!** - Brian Tracy 2011

In these tough economic times, everyone is expected to produce more with less. This book shows you how to achieve this.

**Just Shut Up and Do It** - Brian Tracy 2016-04-01

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 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 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.

**Sales Success (The Brian Tracy Success Library)** - Brian Tracy 2015-01-07

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 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 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. 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 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.

**Reinvention** - Brian Tracy 2009-01

If you knew you couldn't fail, what is the greatest thing you would dare to dream? Is the job you now have the one you've always wanted? Do you work with the kind of people you'd like to work with? 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 future that is possible for you. And it is possible. In Reinvention, Brian Tracy reveals how every one of us is engineered for success, and with the right focus, can remake ourselves and put an end to the chronic stress, unhappiness, and dissatisfaction we might feel in our careers and lives. This unique, life-altering book gives readers an interactive series of exercises they can use to focus on what they really want for themselves, and: 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 get the job they really want • set clear goals for their lives • write resumes that get results • determine their own salary range We live in a time of rapid change...but also of unprecedented opportunity. This book supplies readers with a proven system they can use to turn their greatest dreams into reality!

**Goals!** - Brian Tracy 2008-11

Tracy's ideas may save readers years of hard work in achieving the goals that are most important to them.

**Kiss That Frog!** - Brian Tracy 2012-10-05

The Enhanced Edition includes short-course videos by the coauthors for each of the twelve chapters of the book (total of 18.5 minutes). Both Brian Tracy and Christina Tracy Stein show how to apply the messages of each chapter to everyday life. Videos include: Your Full Potential, Confront Your Frogs, You Become What You Think, The Law of Substitution, Victim of Victor in Life, and The Law of

Forgiveness. Just like the lonely princess in the fairy tale who was reluctant to lock lips with a warty frog and transform him into a handsome prince, something stops many of us short of attaining our dreams. Our negative thoughts, emotions, and attitudes can threaten to keep us from achieving all that we're capable of. Here bestselling author and speaker Brian Tracy and his daughter, therapist Christina Tracy Stein, provide a set of practical, proven strategies anyone can use to turn those negative frogs into positive princes. Tracy and Stein present a step-by-step plan that addresses the root causes of negativity, helps you uncover blocks that have become mental obstacles, and shows how you can transform them into stepping-stones to achieve your fullest potential. The book distills, in an accessible and immediately useful form, what Tracy has presented in more than 5,000 talks and seminars with more than five million people in fifty-eight countries and what Stein has learned through thousands of hours of counseling people from all walks of life. "There is nothing either good or bad, but thinking makes it so," the authors quote Shakespeare. The many powerful techniques and exercises in this book will help you change your mindset so that you discover something worthwhile in every person and experience, however difficult and challenging they might seem at first. You'll learn how to develop unshakable self-confidence, become your best self, and begin living an extraordinary life.

*Many Miles to Go* - Brian Tracy 2003

Business, like any adventure, begins with a leap into the unknown Brian Tracy's first dream was of a journey. Not a leisurely drive to the beach or a weekend campout—a wide open adventure that would take him 17,000 miles from his home on Canada's Pacific Coast all the way to South Africa. His journey— a harrowing series of false starts, long days, and narrow escapes— taught him about "becoming unstoppable," not only in pursuing adventure but in daily life and business as well. The road to business success is just as exciting and dangerous and rewarding as a trek across the Sahara. Succeeding—sometimes even surviving—requires vision, courage, persistence, and the willingness to accept responsibility for your own actions. In the end, Brian's arduous trek changed his life— and his way of thinking about life and business.

**Get Smart!** - Brian Tracy 2017-03-14

Discover the secrets for how to think and act like the most successful people in the 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 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 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 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, 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 into your powerful mental resources to obtain the results you want and reap the rewards successful people enjoy.

*Achieve Any Goal* - Brian Tracy 1912-05-10

*Achieve Any Goal* will give you the tools ... and the inspiration to unlock and unleash your full potential. A leader in the field of goals training, Brian Tracy has collected everything he has learned over the years into a single system that you will learn in this book. Tracy has now trained hundreds of thousands of people in these principles. His philosophy is "Anyone can do it." Step number one is to have an intense burning desire for your particular goal. If you have that, you are ready to get started. "What I found was that these ideas work everywhere, for everyone, in virtually every country, no matter what your education, experience, or background may be when you begin."--Brian Tracy Gildan Media is proud to bring you these uplifting and life-changing inspirational books from *Simple Truths*, which can be used throughout every facet of your life.

*Hire and Keep the Best People* - Brian Tracy 2001-10-14

An acclaimed consultant and author of "Maximum Achievement" and "The 100 Absolutely Unbreakable Laws of Business Success" now defines the keys to making good personnel decisions.

**Time Power** - Brian Tracy 2007

One of the world's premier business consultants and personal success experts, Brian Tracy has devoted more than 25 years to studying the most powerful time management practices used by the most successful people in every arena. Now, in *Time Power*, Brian reveals his comprehensive system designed to help readers increase their productivity and income exponentially -- in just weeks Filled with hundreds of powerful, proven tools and techniques, this book shows readers how to:

- \* gain two more productive hours each day
- \* make better decisions, faster
- \* set clear goals and focus on higher-value activities
- \* manage multitask jobs more efficiently
- \* overcome the people problems that can sap their time
- \* use the five tools and techniques that will make them more productive for the rest of their lives
- \* and much more

Overflowing with quick and effective time-saving strategies, Brian Tracy's *Time Power* lets readers in on the secrets to being more productive, earning more money, and getting more satisfaction from life.

*Your One Word* - Evan Carmichael 2016-12-06

"Evan consumes so much content and then knows how to DJ it to inspire people." --Gary Vaynerchuk, New York Times bestselling author 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-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 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 a useful tool. It's also an inspiring and enlightening read.

**Maximum Achievement** - Brian Tracy 2011-06-07

Brian Tracy is one of the world's leading authorities on success and personal achievement, addressing more than 100,000 men and women each year in public and private seminars. In *Maximum Achievement*, he gives you a powerful, proven system - based on twenty-five years of research and practice -- that you can apply immediately to get better results in every area of your life. You learn ideas, concepts, and methods used by high-achieving people in every field everywhere. You learn how to unlock your individual potential for personal greatness. You will immediately become more positive, persuasive, and powerfully focused in everything you do. Many of the more than one million graduates of the seminar program upon which this book is based have dramatically increased their income and improved their lives in every respect. The step-by-step blueprint for success and achievement presented in these pages includes proven principles drawn from psychology, religion, philosophy, business, economics, politics, history, and metaphysics. These ideas are combined in a fast-moving, informative series of steps that will lead you to greater success than you ever imagined possible -- they can raise your self-esteem, improve personal performance, and give you complete control over every aspect of your personal and professional life.

**Goals!** - Brian Tracy 2010-08-02

Why do some people achieve all their goals while others simply dream of having a better life? With over 640,000 copies sold of this classic book on how to set and achieve goals comes the newest edition by bestselling author and motivational speaker Brian Tracy. The path from frustration to fulfillment has already been discovered. Hundreds of thousands—even millions—of people started with nothing and achieved great success. In this book, Tracy presents a simple, powerful, and effective system for setting and achieving goals—a method that has been used by more than one million people to achieve extraordinary things. Using the twenty-one strategies Tracy outlines, you'll be able to accomplish any goal you set for

yourself—no matter how big. You'll discover how to determine your own strengths, what you truly value in life, and what you really want to accomplish in the years ahead. Tracy shows how to build your self-esteem and self-confidence, approach every problem or obstacle effectively, overcome difficulties, respond to challenges, and continue forward toward your goals, no matter what happens. Most importantly, you'll learn a system for achievement that you will use for the rest of your life.

**The Psychology of Selling** - Brian Tracy 2006-06-20

Double and triple your sales--in any market. The purpose of this book is to give you a series of ideas, methods, strategies, and techniques that you can use immediately to make more sales, faster and easier than ever before. It's a promise of prosperity that sales guru Brian Tracy has seen fulfilled again and again. More sales people have become millionaires as a result of listening to and applying his ideas than from any other sales training process ever developed.

Change Your Thinking, Change Your Life - Brian Tracy 2005-08-15

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 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 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 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 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 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 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 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 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, founder, National Speakers Association Foundation Chairman, Great Harvest Bread Company

**The Power of Self-Confidence** - Brian Tracy 2012-09-19

Why are some people more 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 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 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 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 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 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 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 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 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 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 height. With your newfound unshakable self-confidence, you will accomplish every goal you can set for yourself.

Personal Achievement - Brian Tracy 1998

Great Little Book on Personal Achievement helps you gain wealth, attain a fulfilling personal life and meet high career goals. Personality development is a process of building and maintaining high levels of self esteem .You can change your performance by changing the way you think about yourself.

**Million Dollar Habits** - Brian Tracy 2017-09-12

95% of what people think, feel and do, is determined by habits. Habits are ingrained but not unchangeable—new, positive habits can be learned to replace worn-out, ineffective practices with optimal behaviors that can cause dramatic, immediate benefits to the bottom line. In Million Dollar Habits, Tracy teaches readers how to develop the habits of successful men and women so they too can think more effectively, make better decisions, and ultimately double or triple their income. Readers will learn how to organize their finances, increase health and vitality, sustain loving relationships, build financial independence, and take a leadership role to turn visions into reality.

Speak to Win - Brian Tracy 2008-01-16

The ability to speak with confidence and deliver winning presentations can accelerate your career, earn people's 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 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 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, 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.

**Focal Point** - Brian Tracy 2001-10-26

The true secret of high achievers is that they know how to find their "focal point" - the one thing they should 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 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 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 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 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.

Make More Money - Brian Tracy 2016-05-31

From the bestselling expert on personal and professional success, Make More Money reveals Brian Tracy's deep understanding of the self-made millionaires of our world and how to become one. In this ebook he shares his know-how so you too can learn how to achieve more than you ever dreamed possible. Make More Money uses

examples and provides hints and habits for listeners who want to succeed. An Eye Opener--Who Becomes Wealthy? Habits of Millionaires and Billionaires How to Develop New Habits How Rich People Think More Ways Rich People Think -- Earning More Money The 7 Basics of Business Success The 7 Habits of High Profit Businesses The 7 Habits for Personal Success

Personal Success (The Brian Tracy Success Library) - Brian Tracy 2016-01-06

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

**Get it Done Now!** - Brian Tracy 2020-05-15

While productivity and time management expert Brian Tracy has been writing bestselling books and giving seminars on these topics for well over thirty years, the challenge of remaining optimally productive in our modern world has never been greater. How can this be? We live in the most technologically advanced period of history in the most technologically advanced country. With the advent of mobile phones, killer apps, internet speeds that stagger the imagination, and nearly any bit of information, products, and solutions only one click away, how can it be that remaining optimally productive is such a challenge for so many? In a word: DISTRACTION. Many of us spend precious time focusing on the incessant e-mails, texts, notifications, ads, etc. that seem important—even urgent—to our success and happiness, but, in reality, only complicate our lives and take us even further from our goals. Brian addresses this challenge of distraction in its many forms and shows you how to feed your focus on a daily basis. You will learn: Productivity Promises and Pitfalls in our Modern Age The Psychology of Productivity The Best Productivity Methods Ever Conceived How to End Procrastination Once and For All Productivity and Relationships: Where it Applies and Where It Doesn't Look for these other books by BRIAN TRACY Entrepreneurship Make More Money The Science of Influence The Science of Money The Science of Motivation

Master Your Time, Master Your Life - Brian Tracy 2017-10-10

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

Leadership - Brian Tracy 2019-12-17

Great leadership isn't a mystery, but a skill that can be learned. Throughout your life, you've always recognized "it" when you saw it—that indescribable, appealing quality that tells you loud and clear this person is a leader, someone you should trust, follow, and learn from. And you've always told yourself, if only you had that "it factor" inside you that could inspire, motivate, and lead others in the same way. Well, you do . . . and you can! Nobody—not even the greatest you have ever seen—comes into the world a natural leader. But somewhere along the way, these people who entered the world in the same you did transformed into the kind of magnetic individuals who inspire others to follow their lead. Success expert Brian Tracy has spent years studying the world's greatest leaders and believes that everyone has it inside them to: Inspire trust, confidence, and loyalty Instill a sense of meaning and purpose in your organization Tap into the motivation and enthusiasm that compels others to commit to your vision Clearly communicate goals and strategies and gain buy-in Build winning teams Elicit extraordinary performance from ordinary people Become the person seen as most likely to lead the organization to victory And more Don't fall for the lie that says some are born leaders and the rest of us are simply their followers. You are just as capable as anyone! Packed with practical, proven methods, *Leadership*, a indispensable little guide will help you unlock your leadership potential.

**Flight Plan** - Brian Tracy 2009

We all have the ability, right now, to accomplish more than ever before. In this powerful, practical book, Brian Tracy uses the metaphor of an airplane trip to help chart a course to greater achievement, happiness, and personal fulfillment. Life is a journey, and as with any other journey we need clear goals, plans, and schedules to get from where we are now to where we want to be. Like any good pilot, we all need a flight plan filed before we begin and that we use to guide us on our way.