
Brian Tracy Collection

Leadership

Just Shut Up and Do It

A Modern Parable for Business Success

Brian Tracy Success Series: MOTIVATION

How to Increase Your Income and Become Wealthy

Strategies and Skills that Will Unlock Your Hidden

Focal Point

The Real Secret of Success

How to Start and Grow Your Own Business

Make More Money

Flight Plan

How to Unlock Your Full Potential for Success and Achievement

Believe It to Achieve It

Negotiation (The Brian Tracy Success Library)

The Psychology of Selling

7 Steps to Conquer Your Goals

Focal Point

The Art of Closing the Sale
Sales Management (The Brian Tracy Success Library)
Million Dollar Habits
Get Smart!
Personal Success (The Brian Tracy Success Library)
Brian Tracy Success Series: BUSINESS STRATEGY
Maximum Achievement
Brian Tracy Success Series: PERSONAL SUCCESS
21 Great Ways to Stop Procrastinating and Get More Done in Less Time
Brian Tracy Success Series: MARKETING
Proven Power Practices to Double and Triple Your Income
How to Think and Act Like the Most Successful and Highest-Paid People in Every Field
Become Unstoppable, Irresistible, and Unafraid in Every Area of Your Life
The Proven System of Sales Ideas, Methods, and Techniques Used by Top
Salespeople
Time Management
No Excuses
Management
Sales Success (The Brian Tracy Success Library)
Many Miles to Go

The Power of Self-Discipline
The Powerful Secret to Creating a Business and Life That Matter

Brian Tracy Collection *Downloaded from*
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BRYAN SONNY

Leadership AMACOM

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

Just Shut Up and Do It Berrett-Koehler Publishers

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.

A Modern Parable for Business Success Thomas Nelson

Hiring and firing are too crucial to get wrong. Eliminate the guesswork in the two most important tasks you face as a manager. Hiring and firing are difficult to get right and potentially costly to get wrong, both for your career and for the business. Hiring & Firing is the indispensable guide you absolutely must have by your side. Business expert Brian Tracy breaks down the simple but powerful strategies you can use to both bring stronger employees on board and weed out those not up to par. By learning to implement these techniques that Tracy can testify firsthand to the effectiveness of, you will make better leadership decisions that positively effect you and the business. In Hiring & Firing, you will be able to: Write appealing and accurate job descriptions

Use the law of three in interviews to find suitable candidates Ask the right questions Probe past performance Listen for the questions that indicate interviewees are qualified and serious Provide clear direction and regular feedback De-hire gracefully, and more! At best, hiring and firing are key to improving your team and reaching your goals. Bringing on and letting go of the wrong people wastes company time and money while also reflecting poorly upon you. At worst, it could be crucial for the business in several ways. Hiring & Firing will ensure that you make the right decisions.

Manjul Publishing

The subject of "money" remains one of the most fascinating, thought provoking, emotional, polarizing, and well

researched subjects in the world. Scores of books, articles, blog posts, and speeches have been written on what money is, how to earn it, how to spend it, who has it and who does not and a myriad of other topics related to the effects that it produces. Yet, despite the content focus and interest on the topic, there is one word that describes the average person's views around money: confusion. It seems that there is so much disinformation (what we might call "financial white noise") that most people either rely on chance for their fortunes they ignore the subject altogether. This is not only unnecessary, it is a tragedy because of the untapped human potential that is never uncovered when people leave their lives to chance or give up on their dreams. It's also totally

unnecessary, because the topic of money - how to create it, how to invest it, and how to spend it wisely - is known. Truly there is a "science" of money, just as there is a science of nutrition, chemistry, and engineering. This "science of money" has been tested and proven again and again. And while new "theories" can arise all the time - just as we have new theories for cures for cancer or baldness, for example - the discipline of science, and its rules for testing and verifying results - will, in short order, move these ideas from the realm of "theory" to one of two categories: The Laws of Money that have been proven and can be relied upon - as much as you can rely upon the sun rising in the East and setting in the West - the The Myths of Money - those ideas (some

of which may still be around just as "rumor" or "innuendo" can exist without any basis) which claim to be true, but which have been tested and disproven, or which at best have never been decidedly proven. Ultimately, this program has one central goal: To end all of the confusion once and for all, and to present in one comprehensive program, the essential truths about money. If you simply study the ideas in this program and apply them to your life and your business, you will become financially successful - as sure as the sun will rise tomorrow.

Brian Tracy Success Series: MOTIVATION

Gildan Media LLC aka G&D Media

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 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) 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 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 your life, with end-of-chapter eYescercises to help you apply the no eYescuses approach to your own life. With these guidelines, you can learn

how to be more successful in everything you do - instead of 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!

How to Increase Your Income and Become Wealthy Brian Tracy Success Library

Believe It to Achieve It Overcome Your Doubts, Let Go of the Past, and Unlock Your Full Potential Penguin

Strategies and Skills that Will Unlock Your Hidden Manjul Publishing

Few things have as broad an effect on your life and career as the ability to negotiate well. The art of negotiation has become an essential element of almost all our interactions in every area of life. Enhancing our ability to negotiate

effectively affects not only business contracts and career opportunities but also our personal relationships. Those who don't negotiate well risk falling victim to those who do. Success expert Brian Tracy has negotiated millions of dollars' worth of contracts during his career and has learned firsthand all the tips, tools, strategies, and things to avoid that are necessary for anyone to become a master negotiator. In *Negotiation*, Tracy will show you how to: Utilize the six key negotiating styles Harness the power of emotion in hammering out agreements Prepare like a pro and enter any negotiation from a position of strength Gain clarity on areas of agreement and disagreement Develop win-win outcomes Know when and how to walk away Apply the Law of Four, and

much more Within the pages of this practical and concise guide, begin mastering the art of negotiation. No other life skill can impact you as broadly as learning how to negotiate well--saving you time and money, making you more effective in all areas of life, and contributing substantially to your career. Negotiation puts the power of negotiation right in your hands.

Focal Point Amacom Books 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.

The Real Secret of Success HBG

Every idea in this book is focused on increasing your overall levels of productivity, performance, and output and 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 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 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 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 learn how to Eat That Frog!

How to Start and Grow Your Own Business AMACOM

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.

Make More Money AMACOM

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 efforts on key emotional elements, and close every

sale. 30,000 first printing.

Flight Plan ReadHowYouWant.com

It's a simple equation: the better you use your time, the more you will accomplish and the greater you will succeed.

Imagine what you could accomplish with two more productive hours every single day. In this indispensable, pocket-sized guide, business author and success expert Brian Tracy reveals 21 proven time management techniques you can use immediately to gain two or more productive hours every day. Tracy also identifies and shares the strategies he's learned himself has identified as the most effective for readers having trouble fitting everything the day brings them inside a 24-hour window. In *Time Management*, you will learn how to: Handle endless interruptions, meetings,

emails, and phone calls Identify your key result areas Allocate enough time for top priority responsibilities Batch similar tasks to preserve focus and make the most of each minute Overcome procrastination Determine what to delegate and what to eliminate Utilize Program Evaluation and Review Techniques to work backward from the future, and more! Filled with Tracy's trademark wisdom, Time Management is an invaluable, time-creating resource that will help you get more done in less time and with much less stress.

How to Unlock Your Full Potential for Success and Achievement

Entrepreneur Press

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.

Believe It to Achieve It AMACOM

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.

Negotiation (The Brian Tracy Success Library) Simon and Schuster

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.

[The Psychology of Selling](#) Penguin

"Let me think it over." Early in his sales career, world-renowned sales expert Brian Tracy couldn't find a way to overcome that simple five-word objection and close the sale. Then he discovered a technique that worked. Business boomed. Tracy broke every sales record in his company and increased his income twenty-fold. Since that breakthrough many years ago, Tracy has meticulously studied and collected the best of the best in sales-closing techniques. Now, in *The Art of Closing the Sale*, he shares this wealth of knowledge that has already helped more than one million people maximize their sales results. No matter how eloquent or

passionate a salesperson you may be, no matter how friendly your smile or likable your personality, if you can't close the sale, your efforts yield nothing. The Art of Closing the Sale teaches the learnable skills that anyone can use to transform the sales process into a consistent win. This book is an absolute must-read for every sales professional seeking to boost their career and create a future of success.

7 Steps to Conquer Your Goals G&D Media

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. [Focal Point](http://ReadHowYouWant.com) ReadHowYouWant.com 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.

The Art of Closing the Sale Sourcebooks, Inc.

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*

Sales Management (The Brian Tracy Success Library) Penguin

The Brian Tracy Success Library, powerful, practical and pocket-sized, the Brian Tracy Success Library is a fourteen-volume series of portable, hardbound books that interweave nuggets of Tracy's trademark wisdom with engaging real-life examples and practical tools, tactics and strategies for learning and honing basic business skills. This is a powerful, handy, reference series for managers, professionals, employees just about anyone who wants a quick, easy, reliable and effective overview of and insights into aspects

critical to business. Why are some people more successful than others. What gives them their “winning edge”. World-renowned performance expert Brian Tracy has spent decades studying uncommonly high achievers and in this short, inspiring volume, he shares what he has learned: Even small adjustments in outlook and behaviour can lead to enormous differences in results. Where do you want to be in one, three or five years. Packed with simple but game-changing techniques Personal Success, explains how you, too, can unlock your potential. This energizing success manual shows you how to transform

your dreams into tangible results. It helps you: Set clear personal and professional goals because you can't hit a target that you can't see. Change your mind-set to attract opportunity. Banish self-limiting beliefs. Build your self-confidence. Develop a bias for action. Practice courage because all successful people are risk takers. Sharpen your natural intuition. Maintain a positive mental attitude. Continually upgrade your skills seizing every opportunity to learn and grow. Make a habit of networking. Become a strong strategic planner. Commit to excellence and more.