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# Brian Tracy Collection

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Motivation (The Brian Tracy Success Library)

The Powerful Secret to Creating a Business and Life That Matter

How to Unlock Your Full Potential for Success and Achievement

Motivation

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

Focal Point

Creativity and Problem Solving (The Brian Tracy Success Library)

Business Strategy (The Brian Tracy Success Library)

Maximum Achievement

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

How to Increase Your Income and Become Wealthy

21 Great Ways to Stop Procrastinating and Get More Done in Less Time

How to Start and Grow Your Own Business

Time Management

Make More Money

Focal Point

Strategies and Skills that Will Unlock Your Hidden

Brian Tracy Success Series: MARKETING

Get Smart!

Brian Tracy Success Series: BUSINESS STRATEGY

Just Shut Up and Do It

Entrepreneurship

Negotiation (The Brian Tracy Success Library)

No Excuses

Hiring and Firing (The Brian Tracy Success Library)

Sales Management (The Brian Tracy Success Library)

Believe It to Achieve It

A Modern Parable for Business Success

The Real Secret of Success

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

Advanced Selling Strategies

Brian Tracy Success Series: MOTIVATION

Proven Power Practices to Double and Triple Your Income

The Power of Self-Confidence

Flight Plan

The Key to Making More Money Faster in the World of Professional Selling

Change Your Thinking, Change Your Life

7 Steps to Conquer Your Goals

Get it Done Now!

How to Get Everything You Want-- Faster Than You Ever Thought Possible

Brian Tracy Collection

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guest

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## BAILEY JAYVON

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*Motivation (The Brian Tracy Success Library)* AMACOM

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 Powerful Secret to Creating a Business and Life That Matter** AMACOM

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

*How to Unlock Your Full Potential for Success and Achievement* Manjul Publishing

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.

**Motivation** Penguin

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.

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

ReadHowYouWant.com

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.

*Focal Point* 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.

**Creativity and Problem Solving (The Brian Tracy Success Library)** Manjul Publishing

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!

**Business Strategy (The Brian Tracy Success Library)** AMACOM

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!

[Maximum Achievement ReadHowYouWant.com](http://MaximumAchievementReadHowYouWant.com)

A practical guide to personal management furnishes a collection of 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 one's time and one's life. Reprint.

*A Proven System to Simplify Your Life, Double Your Productivity, and Achieve All Your Goals* AMACOM

"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.

*How to Increase Your Income and Become Wealthy* AMACOM

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.

**21 Great Ways to Stop Procrastinating and Get More Done in Less Time** Believe It to Achieve It Overcome Your Doubts, Let Go of the Past, and Unlock Your Full Potential

Most of your employees have all the ingredients for greatness inside them already. Learn how to give them the motivation they need to succeed. As a manager, your overall goal for each day with your team is to maximize the productivity and quality that they can produce. Despite a thorough hiring process, training that is second to none, and competitive compensation, you probably still find yourself at times with an underperforming lackluster group of paycheck collectors, with absenteeism and turnover levels too high to maintain any kind of consistent progress. Perhaps the problem is not in your team or their capabilities but in you. As a manager, one of your most important responsibilities is to motivate your employees to do their absolute best. Managers who create positive, rewarding, high-energy environments will find their employees longing to excel at work

and to contribute to the overall mission. Within this easy-to-read guide, success expert Brian Tracy draws on his decades of experience bringing out the best in others to provide 21 of the fastest, most powerful methods ever discovered for increasing the effectiveness of any individual or group. In *Motivation*, you will learn how to: Ensure employees feel passionate about their work and look forward to coming to work Challenge them with tasks that allow them to stretch Satisfy their need to feel both autonomous and part of a greater whole Reduce their fear of failure while increasing their desire to take risks Remove obstacles that suppress promising employees Provide the regular feedback they need to succeed, and much more! More than likely, you already have the team you need to take your company to the next level of success. They are just waiting for someone to come along and inspire them to greatness. Packed with proven tools and strategies, *Motivation* helps any manager deliver a shot of adrenaline straight to the heart of his or her work team.

**How to Start and Grow Your Own Business** Simon and Schuster

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. The success or failure of your business depends on the success or failure of your marketing efforts. If you can identify what your customers want, need and can afford and then give it to them you will achieve outstanding results. Practical and handy, this indispensable guide is packed with time-tested marketing strategies and shows you how to overcome the competition, increase sales and profitability and dominate your market niche. Brian Tracy, through his trademark wisdom, presents 21 powerful ideas you can use to immediately improve your strategic marketing results. In *Marketing*, you'll discover how to: Build your customer base Set yourself apart from the competition Answer three crucial questions about any new product or service Use market research and focus groups to fuel better decisions Fulfil a basic emotional need for buyers

Determine the correct price point for your offerings Become truly customer-focused Make the most of your distribution channels Master the concepts of specialization, differentiation, segmentation and concentration Give customers a reason to switch from your competitors and much more.

#### **Time Management** Amacom

The pressure surrounding the sales manager is intense. Given the task of recruiting, managing, and motivating a top team of high-performing sales professionals, so much of the sales manager's success is dependent on others. Or is it? Sales expert Brian Tracy has spent decades studying the most successful sales managers and professionals in every industry. In this indispensable pocket-sized resource, he has encapsulated 6 key characteristics of a winning sales team. In *Sales Management*, he distills these simple but powerful strategies so that sales managers can learn how to:

- Select and recruit sales champions
- Establish clear objectives
- Inspire singleness of purpose
- Motivate people with the right incentives
- Develop winners through continuous coaching and training
- Conduct game-changing performance reviews
- De-hire poor performers

And more! Don't leave your success as a sales manager in the hands of others. Learn today how YOU can increase your sales team's effectiveness, improve their bottom line, and advance your own career in the process.

#### **Make More Money** HBG

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** Amacom Books

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. Success expert Brian Tracy draws on his decades of experience of bringing out the best in others to provide 21 of the fastest, most powerful methods ever discovered for increasing the effectiveness of any individual or group. As a manager, one of your most important responsibilities is to motivate your employees to do their absolute best. Managers who create positive, rewarding, high-energy environments reduce absenteeism and turnover while dramatically increasing productivity and quality. Packed with proven tools and strategies, this essential guide helps any manager deliver a shot of adrenaline straight to the heart of his or her work team. In *Motivation* Tracy reveals how to: Ensure employees look forward to coming to work and feel passionate about what they do. Challenge them with tasks that allow them to stretch. Satisfy their need to feel both autonomous and part of a greater who reduce their fear of failure and increase their desire to try remove obstacles that hold people back provide the regular feedback they need to succeed and much more.

#### **Strategies and Skills that Will Unlock Your Hidden** Amacom Books

The hallmark of an exceptional career is the ability to devise innovative solutions for work challenges. Therefore, creative thinking skills are vital for your 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 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 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 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 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 & 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.

#### **Brian Tracy Success Series: MARKETING** 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.

*Get Smart!* Berrett-Koehler Publishers

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.

#### **Brian Tracy Success Series: BUSINESS STRATEGY** AMACOM

Unlock the secrets to turning even ordinary employees into extraordinary performers! Do you want to become invaluable to

your company? Of course you do. The unparalleled key to achieving that notoriety is to learn how to boost your managerial skills and bring out the best in your people. And if that sounds simple, that's because it is! Great managers are made, not born. And success expert Brian Tracy has written Management, a

handy, easy-to-follow guide book to show how anyone can easily: Set performance standards Delegate productively Define key result areas Concentrate attention and resources on high-payoff activities and eliminate distractions Hire and fire effectively Build a staff of peak performers Hold meetings that work Communicate

with clarity Negotiate successfully Remove obstacles to performance And more Filled with practical, proven techniques and tools, this essential guide shows you how to bring out the best in your people--and be seen as an indispensable linchpin by the leaders of your organization.

Best Sellers - Books :

- [Never Lie: An Addictive Psychological Thriller By Freida Mcfadden](#)
- [Never Never: A Romantic Suspense Novel Of Love And Fate By Colleen Hoover](#)
- [Twisted Love \(twisted, 1\)](#)
- [World Of Eric Carle, Around The Farm 30-button Animal Sound Book - Great For First Words - Pi Kids By Pi Kids](#)
- [Beyond The Story: 10-year Record Of Bts](#)
- [A Court Of Thorns And Roses \(a Court Of Thorns And Roses, 1\) By Sarah J. Maas](#)
- [It Starts With Us: A Novel \(2\) \(it Ends With Us\) By Colleen Hoover](#)
- [The Going To Bed Book By Sandra Boynton](#)
- [Tucker](#)
- [I'm Glad My Mom Died](#)