

Brian Tracy S The Power Of Clarity Paulangelo

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.

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.

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.

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.

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.

The Wall Street Journal business bestseller with over 50,000 copies sold! 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. In Focal Point, 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: * 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 readers

how to develop absolute clarity about what they want, and how they can achieve supreme satisfaction, both personally and professionally.

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.

Do you want more free books like this? Download our app for free at <https://www.QuickRead.com/App> 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 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 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 excuses and embrace the life-changing power of self-discipline.

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

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

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,

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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!

"Save yourself ten years of hard work. Read Brian's powerful book and let him show you the shortcut to success. He'll show you the fastest way for you to get rich." -Robert Allen bestselling author, Multiple Streams of Income "Millions of people start with nothing and become wealthy as the result of doing certain things in a certain way, over and over again. This book by Brian Tracy shows you how you can achieve all your financial goals, starting from wherever you are today." -Jack Canfield coauthor, Chicken Soup for the Soul(r) series and The Success Principles "This is the only book you need to read to become wealthy! It is loaded with practical ideas and strategies to propel you onwards and upwards." -Nido Qubein Chairman, Great Harvest Bread Company, and founder, National Speakers Association Foundation "Another great book from Brian Tracy. Tangible, practical ideas that will make you money and make you rich!" -Bill Bachrach President, Bachrach & Associates, Inc. "Brian Tracy has put together a masterpiece of common sense for getting rich. If you wish a different life, commit

now to different actions-read this book!" -H. J. (Jim) Graham President and CEO, Cyber Broadcast One, Inc. "Brian Tracy shows you how unlimited wealth starts in the mind, and how anyone can focus their time and energy to earn millions. It's the readable, riveting primer for countless new American fortunes." -Peter Montoya CEO, Peter Montoya Inc.

This special 10th anniversary edition of an enduring classic provides a crystal clear picture of why focus is even more vital today in determining future success. thimblesofplenty est un groupe d'amis qui sont également des businessmen et des fervents lecteurs. Nous voulions suivre les derniers livres de business mais nous trouvions que le temps était un facteur important à prendre en compte. Nous avons donc divisé le travail et chacun d'entre nous a pris un livre et l'a résumé pour les autres. Nous pensions que cela pouvait être une excellente idée de partager ces résumés avec vous. Pour un prix réduit et un investissement de 3 minutes, nos résumés vous offrent un peu de sagesse du livre, de quoi alimenter vos pensées et avec espérons-le, vous donneront envie de prendre le temps de lire le livre en entier.

Power Principles for Success is the story of Brian Tracy, chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations. Brian has traveled extensively, has master's

degree in business, and has had successful careers in sales and marketing, investments, real estate development and syndication, importation, distribution and management consulting, and has addressed more than five million people in talks and seminars throughout the United States, Canada, and fifty-three other countries worldwide. He is the top-selling author of seventy books that have been translated into thirty-eight languages. Brian has written and produced more than four hundred audio and video learning programs, including the best-selling *Psychology of Achievement*, which has been translated into more than twenty-seven languages. He's one of the most sought-after success coaches and has transformed the lives of millions. He has traveled and worked in over ninety countries on six continents, and speaks four languages.

As one of the world's premier business consultants and personal success experts, Brian Tracy has devoted his life to helping others achieve things they never dreamed possible. Now, in his latest book, he gives readers the key they need to open any door...and get whatever they want, every time. *The Power of Charm* gives readers proven ways to become more captivating -- and persuasive -- in any situation. With his trademark directness, Tracy shows readers what charm can do, and how they can use simple methods to immediately become more charming and dramatically improve their social lives and business

relationships. Readers 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 * 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 With The Power of Charm, readers will develop greater confidence and self-esteem and learn 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!

Have you ever wished you were doing more with your life? The Power of Discipline by Brian Tracy illustrates how discipline alone can be the difference between winning and losing, between greatness and mediocrity. The real key to this book, however, is how it ties the power of discipline to 7 critical areas of your life, which are: goals, time management, personal health, responsibility, character, courage, and finances.

Pattern yourself after the very best people in your field. Do what they do. Keep yourself positive, cheerful and goal oriented. Sales success is 80 percent attitude and only 20 percent aptitude. Combine the dual qualities of empathy and ambition in every sales relationship. No other book can come close to the expertise captured in Brian Tracy's Great Little Book on Successful Selling. You will be delighted by Brian's common sense and realistic, fresh approach to selling.

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

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. Which begs the question: How are they raking in so much money, and how can others join them? Sales trainer extraordinaire Brian Tracy has spent years studying the world's best salespeople and their methods and has discovered 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 only a smidgen better than their peers. You are that close! In this compact and convenient guide, Tracy shares 21 tried-and-true techniques that can help any salesperson gain that winning edge. Learn how to:

- Set clear goals--and achieve them
- 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.

Bull's Eye The Power of Focus Sourcebooks, Inc.

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

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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.

Printed in full color. Do you ever look at the clock and wonder where the day went? You spent all this time at work and didn't come close to getting everything done. Tomorrow try something new. Use the Pomodoro Technique to work in focused sprints throughout the day. In Pomodoro Technique Illustrated, Staffan N teberg shows you how to organize your work to

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accomplish more in less time. There's no need for expensive software or fancy planners. You can get started with nothing more than a piece of paper, a pencil, and a kitchen timer. You have so much you need to accomplish today. Your list is a mile long and you find yourself getting interrupted every other minute. You'd like to tell everyone to leave you alone, but most of the interruptions are coming from you! You think of a phone call you need to make or a web site you need to check and before you know it you're answering email, checking twitter, and finding a million other things to occupy your time. You need to focus---really focus. The Pomodoro Technique puts you back in charge of your day. You'll apply successful techniques from software engineering to identify what you should be doing today and to help you achieve your goals. Your mind won't wander when it is fully engaged in short bursts of focused activity. Learn to work less and accomplish more using nothing more than paper, pencil, and a simple kitchen timer. Set the timer and start on your next Pomodoro. When the bell rings take a break. This personal approach to timeboxing is at the core of the Pomodoro technique and this book is filled with advice on how get started and how to tailor it to your own needs.

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 overcoming people problems that can sap time. 60,000 first printing.

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. Renowned business author Brian Tracy has provided a simple path to creating the specific business strategy needed for your company's success. Readers of Business Strategy will 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
- Anticipate crises
- Reposition their business with new products, services, and technology
- 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!

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

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.

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--simple things that anyone can do! In Personal Success, 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. Readers will learn to:

- Change your mindset to attract opportunity
- Banish self-limited

beliefs• Build your self-confidence• Practice courage--because all successful people are risk takers• Sharpen your natural intuition• Continually upgrade your skills• And morePacked 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.

Negotiation is an essential element of almost all of our interactions-personally and professionally. It's part of how we establish relationships, work together, and arrive at solutions for our clients, our organizations, and ourselves. Simply put, those who don't negotiate well risk falling victim to those who do. Throughout his career, success expert Brian Tracy has negotiated millions of dollars worth of contracts. Now, with this concise guide, you too can become a master negotiator and learn how to:

- * Utilize the six key negotiating styles
- * Harness the power of emotion in hammering out agreements
- * Use time to your advantage
- * 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
- * Use the power of reciprocity
- * Know when and how to walk away
- * Apply the Law of Four

* Plus much more Smart negotiation can save you time and money, make you more effective, and contribute substantially to your career. Jam-packed with Brian Tracy's trademark wisdom, this practical and portable book puts the power

of negotiation right in your hands.

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.

In his *Success Handbook*, world renowned bestselling author Brian Tracy you will teach you the crucial skills needed to help you succeed in life. How do we bridge the gap between saying that we want to be successful, and actually doing what

we must to achieve it? Only through goal-oriented motivation, the kind that will sustain you through difficult periods, and is instilled intricately into your daily life, can you achieve your dreams. This cutting-edge, program was developed by the motivation master himself. The subject of "money" remains one of the most emotional, polarizing and well researched subjects in the world. Despite constant focus and interest, there is one word that describes the average person's views around money: confusion. Now, learn the "science of money" . . . tested and proven for millennia. By applying Brian's ideas to your life and business, you can become financially successful. One of the most crucial skills for everyone to develop is influence. Whether you're trying to communicate your business idea to an investor, encourage your children to do right, or break an addiction—if you lack the skill of influence, you will be unable to convince yourself or anyone else. Develop that skill and you'll gain access to the consciousness of another person—or to your own. Your path to success is contained within these pages. Brian Tracy has consulted for more than 1,000 companies and addressed more than 5,000,000 people in 5,000 talks and seminars throughout the US, Canada and 70 other countries worldwide. Now let him teach you the Science of Motivation, Money and Influence.

Personal success expert Tracy gives readers a proven action plan for getting the

job done when the pressure is on. With "Crunch Point," readers will not only learn how to survive the most stressful and difficult situations, but to thrive in the face of tremendous pressure and come out a winner.

The ability to speak with confidence and deliver winning presentations can accelerate your career, earn people's great respect, and enable you to achieve your greatest—even most impossible-seeming goals. But what many people don't realize is that 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 is the ideal instructor. In *Speak to Win*, Tracy reveals time-tested tricks of the trade that readers can use to present powerfully and speak persuasively, whether in an informal meeting or in front of a large audience. Readers 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

Brimming with unbeatable strategies for winning people over every time, Tracy lets readers in on his most powerful presentation secrets in this indispensable, life-changing guide.

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

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

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. In Motivation, 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. He 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 whole
- * 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!

Most people are just waiting for someone to come along and inspire them to greatness. 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.

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