The 10 Natural Laws of Successful Time and Life Management: Proven Strategies for Increased Productivity and Inner Peace

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A practical and proven system offers unique and simple strategies for managing one's life and time through planning, prioritizing, and value analysis, giving methods that follow a series of natural laws leading to inner peace. 50,000 first printing.

Hyrum W. Smith is the author of the bestselling book The 10 Natural Laws of Successful Time and Life Management and is a highly sought-after international speaker and the originator of the Franklin Planner. He and his wife, Gail, reside in the beautiful desert of Southern Utah, where Hyrum enjoys spending time with his family and horseback riding. This in an exceptional audio production of the author's 1993 book on how to get your time and life organized around what matters to you. A lot of the advice is technical--things like goal setting, using a day planner, and making adjustments based on results--but his illustrations are so well crafted that it flows more like a novel than a self-help book. The meat of the audio is in the author's marvelous insights on how to understand belief systems and personal rules, and habits. He emphasizes learning from one's mistakes and staying flexible. Read by George Lee Andrews with gentle intelligence, humility, and moral confidence, this is a must-hear audio for anyone wanting a more integrated and effective life. T.W. 2 AudioFile 2001, Portland, Maine-- Copyright 2 AudioFile, Portland, Maine Other Books

Let's Get Real or Let's Not Play. The new way to transform a sales culture with clarity, authenticity, and emotional intelligence. Too often, the sales process is all about fear. Customers are afraid that they will be talked into making a mistake; salespeople dread being unable to close the deal and make their quotas. No one is happy. Mahan Khalsa and Randy Illig offer a better way. Salespeople, they argue, do best when they focus 100 percent on helping clients succeed. When customers are successful, both buyer and seller win. When they aren't, both lose. It's no longer sufficient to get clients to buy; a salesperson must also help the client reduce costs, increase revenues, and improve productivity, quality, and customer satisfaction. This book shares the unique FranklinCovey Sales Performance Group methodology that will help readers: · Start new business from scratch in a way both salespeople and clients can feel good about · Ask hard questions in a soft way · Close the deal by opening minds