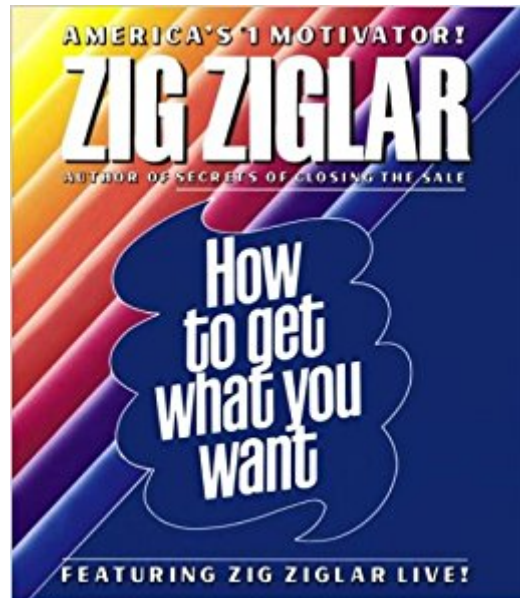




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# How To Get What You Want



## Synopsis

Irrepressible, enlightening -- and extraordinarily successful -- here's Zig Ziglar presented live during one of his electrifying public seminars. **GET SOLD -- ON YOURSELF!** This master motivator has adapted his proven techniques for everyone's use -- and endless benefit. One of the biggest excuses people don't set goals is they're not sold on the idea. Zig will sell you -- fast! And convince you that goal-setting is the single most important step you can take on your new road to success. He offers a precise formula for doing just that. Complete with the inspiration to welcome the risks involved, his strategies for boosting your self-image will carry you to the top. Filled with hilarious anecdotes, encouragement and wisdom, Zig Ziglar is the man everyone would want to invite for dinner. That is precisely the personal style he conveys in *How to Get What You Want*. You will find a dramatic change in your attitude and achievement once you have encountered the inimitable Mr. Ziglar.

## Book Information

Audio CD

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## Customer Reviews

Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers *Secrets of Closing the Sale*, *Success* and the *Self-Image*, *5 Steps to Successful Selling*, *How to be a Winner*, and *How to Get What You Want*. Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers *Secrets of Closing the Sale*, *Success* and the

Self-Image, 5 Steps to Successful Selling, How to be a Winner, and How to Get What You Want.

Mr. Zig Ziglar in his good ole Southern boy way brings his message of Purpose, Commitment, and Get Things Done in a funny, catchy, and encouraging way. The 3 main takeaways I got from the audio book are: 1) Are you a wondering Generality or Meaningful Specific? It is a choice, more importantly OUR choice for what we choose to do with our life, our time, and our energy. 2) Do we lack Time or lack Purpose? - We don't need more time, we just need to have a tighter focus. - Mr. Ziglar uses the simple example of being able to burn newspaper clipping, and create a huge fire if we just stay focused, and stop moving around chasing moving targets. 3) Commit your Goals in Public - When he wrote his book, and published 25 thousand copies, in the first chapter he told everyone he had a 34" waistline and weighted 165 lbs. - at the time of writing, he had a 41" waistline and weighted 202 lbs. - In the 10 months he took to publish his book, down to the day and ounce, he weighted 165 lbs, and had a 34" waistline. A Great book to listen to. These are things we do not teach in school that actually is more meaningful and useful to become successful. William Teh Investor | Author | Entrepreneur TTTrends Investments

It was short and the content of the story didn't seem to cover the topic of the title well (in my opinion). I would probably have picked a different CD if I knew what I knew now.

Awesome!

I enjoy anything Zig Ziglar does because he is evangelistic in his approach. He believes in the basic things that SHOULD be the basis of all things - family, church, communication, no television, etc. (this I know from other tapes). But Zig goes beyond every time and illuminates for you what you should already know but need to hear for affirmation and self-confidence. This was an excellent audio CD to put some fire under your feet and some illumination on your path in life. Mahala, RN, MSN

Love Zig Zigler. Happy with anything I have ever read or listened to. Passing his wisdom and zest for life onto my children. I know they will love him and his uplifting attitude and humor as much as I do! Thank you!

I got a lot out of this CD, It's so easy to use these CDs when driving around town, using what Zig

calls 'automobile university' to learn instead of wasting time listening to music. This CD is great, but I would spend a little more money & buy some of his seminars that have more CDs so you get more of his teachings. He is hilariously funny as well!

This may be an old recording, but the wisdom is timeless. I'm having my 5 and 6 year olds listen to it now, along with starting them on their goals project. This may be a little early, but it's a lot better than being too late. I recommend this for everyone, but if you don't set up your goals, it will be a lot harder to "get what you want". In addition to this CD, Zig has a number of goals audio and video products. I have them all and recommend them all, especially if you have children to raise.

Zig Ziglar is an outstanding speaker and motivator. I bought this for my son and he is enjoying the tips and techniques to focus on the future. He is following the suggestions and feels great the program.

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