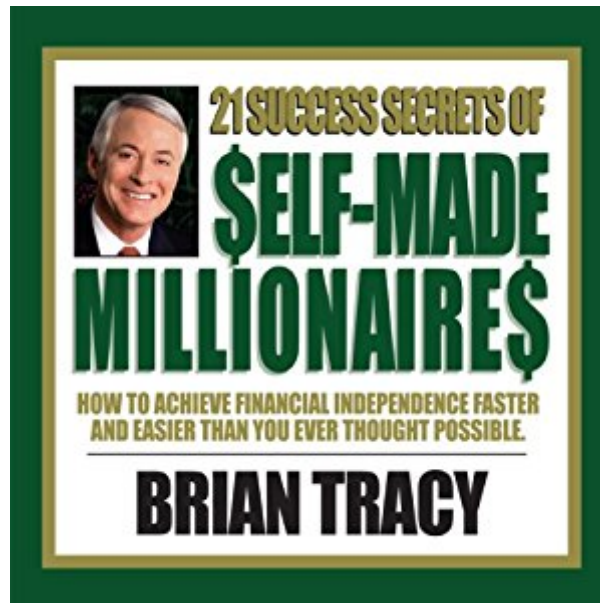




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21 Success Secrets Of Self-Made Millionaires



Synopsis

This book is the culmination of 15 years of research, teaching, and personal experience on the subject of self-made millionaires. These pages contain the key ideas and strategies I have discovered in reading hundreds of books and thousands of articles on the subject of wealth accumulation. The ideas and strategies are presented in a simple, tested, proven, easy-to-use format so that you can learn and apply them immediately. . Why are some people more successful than others? I especially wanted to know, How is it that some people start off with nothing and eventually become millionaires? This question set me off on a search for the answers, which has led to this book. I chose self-made millionaires as my focal point because these people had demonstrated special qualities and behaviors that were both observable and measurable. They had started with nothing and passed the magic million-dollar mark as the result of doing certain things in a certain way, over and over. These 21 "success secrets" are the keys to great success in every area of life, whether or not you make a lot of money. The good news is that these principles are so powerful that you can apply them to accomplish almost anything you really want. Many of these methods and techniques will seem familiar to you. This is because they have been discovered and rediscovered for hundreds of years. I see myself more as a student of success - a reader, a researcher, a synthesizer, and a teacher of great ideas - than as an originator or creator of brand new concepts. I believe, as it says in Ecclesiastes, "There is nothing new under the sun." Since you are reading this book, I know that one of your great goals in life is to become an extraordinary person, to realize more and more of your true potential. Each of these success secrets will help you to move ahead more rapidly toward the wonderful life that is possible for you. Enjoy the journey!

----BRIAN TRACY --This text refers to an out of print or unavailable edition of this title.

Book Information

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Customer Reviews

Long ago while growing up in Chicago, I read two books which have had a lasting impact on my personal and professional development: Dale Carnegie's *How to Win Friends and Influence People* and Napoleon Hill's *Think and Grow Rich*. I make it a point to re-read both at least once a year; also Benjamin Franklin's *Autobiography*. My guess (only a guess) is that these three books have also had a positive and lasting impact on Brian Tracy. Their influence is suggested in this book as are the Four Gospels and Saint Paul's various Letters in the New Testament. However, we all realize that each of us must assume full responsibility for our successes and failures in life. The most valuable lessons we learn are from our own experiences, especially from failures. Tracy notes that "more than 90% of all financially successful people today started out broke or nearly broke. The average self-made millionaire has been bankrupt or nearly bankrupt 3.2 times." Hmmm. He chose self-made millionaires as the focal point of this book "because these people had demonstrated social qualities and behaviors that were observable and measurable." He offers 21 "success secrets," most of which are really not secrets. I would be very surprised if any one of them is unfamiliar to anyone who reads this book. For me, this is the key point: No matter what we read and how carefully we read it, now matter how much wisdom is provided by what we read, NOTHING beneficial will result unless and until we embrace appropriate values, then make decisions and take appropriate actions which are guided and informed by those values. Tracy insists that success is predictable. I presume to add, that the same is true of failure. "Your greatest responsibility is to dream big dreams, decide exactly what you want, make a plan to achieve it, practice the strategies in this book, take action every single day in the direction of your dreams and goals, and resolve [as Churchill urges] to never, never, never give up." Throughout his book, Tracy does indeed recommend specific strategies to follow and includes a series of Action Exercises to complete. In that event, "You become unstoppable and your success becomes inevitable." Hill, Carnegie, Franklin, and countless others do indeed share the credit for whatever I may have achieved in my life thus far but only I am responsible for what remains of that life. It is not enough to read and admire Tracy's book. As I have previously indicated, the challenge is to embrace appropriate values, then make decisions and take appropriate actions which are guided and informed by those values. The extent to which we respond to that challenge will determine whether or not we succeed or fail when pursuing whatever our dreams may be.

"The 21 Success Secrets of Self-made Millionaires" is no secret. The concepts (or "secrets"), such as "go the extra mile" and "develop a reputation for speed and dependability" are common sense. What I do like about this short book is that it is short (less than 100 pages) and the chapters are about 1-2 pages each (so they're really not chapters). However, the fact that the "chapters" are indeed short and easy to read will make this book more attractive to people who are uneducated or eager to quickly read this short book and (hopefully) apply their new-found knowledge to their work/jobs and personal lives (to make themselves and this world a better place to live in). Do I recommend this book? Yes, if you're a fan of no-nonsense, get to the point knowledge sharing (like me). No, if you're interested in peeling back more layers and learning more in-depth knowledge of the knowledge and skills required to learn the important aspects of finance and money.

Very quick, easy, and down to the point. It's a book that you'll have to put down and pick back up later, in order to follow. I read this one and a couple others, and I feel very confident.

A must have. I bought this book on , and have been following the steps to success and it is working so far. It is a motivation though and won't absolutely tell you what to do to become a millionaire but will encourage you to take steps to success.

Brian Tracy never ceases to amaze me. His business and success insights will take you to a level in life you never thought you would reach. Self made millionaires gives you the top secrets of success and to be honest they are very easily to implement into your life. Great, short and to the point.

Kind the same as all the others but still a good read

Very good resource. Makes you think.

This book was so poor as I expected more from the author!. It is nothing more than bunch of talk really. Maybe if you are new to the world of (Self Improvement Books) this book would be an OK one to start with I have read many self improvement type of books & I am not here to promote any as you can see I am not suggesting any titles or authors. A final note I am glad I paid little to nothing for this one.

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