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Filled with personal anecdotes, the founder of the Sweet Shop Chocolate Factory shares twelve effective practices/habits, including pursuing new ideas no matter what, humbling yourself, and earning credibility every day, that have helped him become a successful business entrepreneur.

Learn how to achieve success—and eat your marshmallows, too—with this motivational, life-changing book. What explains the difference between success and failure? And what does it mean to you and your children? The answer lies in a landmark Stanford University study. Children were left in a room, each with a marshmallow, and given the choice of eating it then or fifteen

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minutes later, when they were promised an extra marshmallow as a reward for waiting. Some ate theirs right away. Others waited. But the study ' s real significance came a decade later when the researchers discovered that the children who held out for the reward had become more successful adults than the children who gobbled their marshmallows immediately. The lesson wasn ' t lost on Joachim de Posada, a world-renowned motivational speaker to thousands of corporate executives and professional athletes. The “ marshmallow theory ” answered a thirty-year quest to find a compelling explanation for why some people succeed and others fail. Posada was convinced that the key difference between success and failure is not merely hard work or superior intelligence but the ability to delay gratification. “ Marshmallow resisters ” achieve high levels of success while the rest of us eat all our marshmallows at

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once, so to speak—accumulating debt and dissatisfaction no matter what our occupations or incomes. But it doesn't have to be that way. Using a simple parable and real-life examples (including basketball great Larry Bird and major league baseball catcher Jorge Posada, Joachim's cousin), this book shows you how the moves you make today can pay off big tomorrow—if you just don't eat the marshmallow...yet!

Do you want to take your sales success to the next level? Some sales programs drape a shroud around sales success as if a guarded secret; others set out strict rules and steps without regard to context and expertise. But in reality, making the sale is much simpler. In his new book, *Sweet Sales*, Dr. Sweet presents powerful selling techniques, rarely seen or spoken of in sales training. Dr. Sweet uses an organic

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approach forged out of necessity during the most recent economic recession. Throughout the toughest selling climate in many years, Dr. Sweet studied the processes of companies that survived the collapse and even flourished. His research unlocked the concepts for his book. Unlike other training books, this one will show you how to improve, then how to practice. Only through practice will you master any technique or strategy. Following the author ' s guiding principles will make a rookie into a professional and a professional world-class. To start making Sweet Sales, read this book today!

Offers a step-by-step financial success program that is concise, easy to understand and apply.

The #1 New York Times bestseller. Over 2 million copies sold!



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Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology,

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and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field.

Learn how to:

- make time for new habits (even when life gets crazy);
- overcome a lack of motivation and willpower;
- design your environment to make success easier;
- get back on track when you fall off course;

...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit

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smoking, lose weight, reduce stress, or achieve any other goal.

Detailed summary and analysis of The Power of Habit.

Groundbreaking new research shows that by grabbing hold of the three-step "loop" all habits form in our brains--cue, routine, reward--we can change them, giving us the power to take control over our lives. "We are what we repeatedly do," said Aristotle. "Excellence, then, is not an act, but a habit." On the most basic level, a habit is a simple neurological loop: there is a cue (my mouth feels gross), a routine (hello, Crest), and a reward (ahhh, minty fresh). Understanding this loop is the key to exercising regularly or becoming more productive at work or tapping into reserves of creativity. Marketers, too, are learning how to exploit these loops to

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boost sales; CEOs and coaches are using them to change how employees work and athletes compete. As this book shows, tweaking even one habit, as long as it's the right one, can have staggering effects. In *The Power of Habit*, award-winning New York Times business reporter Charles Duhigg takes readers inside labs where brain scans record habits as they flourish and die; classrooms in which students learn to boost their willpower; and boardrooms where executives dream up products that tug on our deepest habitual urges. Full of compelling narratives that will appeal to fans of Michael Lewis, Jonah Lehrer, and Chip and Dan Heath, *The Power of Habit* contains an exhilarating argument: our most basic actions are not the product of well-considered decision making, but of habits we often do not realize exist. By harnessing this new science, we can transform our lives.

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From Beethoven and Kafka to George Sand, Picasso and Agatha Christie, this compilation of letters, diaries and interviews reveals the profound fusion of discipline and dissipation through which the artistic temperament is allowed to evolve, recharge and emerge. 20,000 first printing.

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