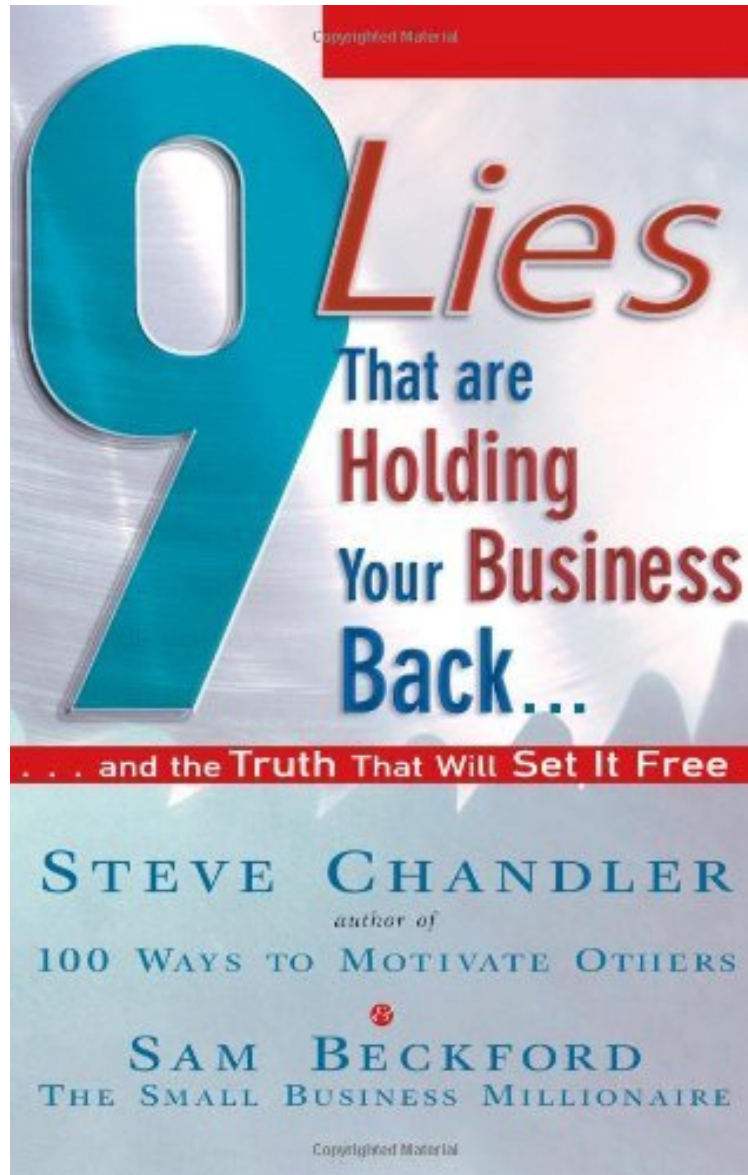


9 Lies That Are Holding Your Business Back...: And the Truth That Will Set It Free

Steve Chandler, Sam Beckford

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conduct and run your business. The authors not only tell you the 9 Lies but show real-life ways that the lies work against you. Then they show how to counteract the lie and have success in your business. This is not the book for someone who thinks they know everything about business. This book is not the same information stated in a new way. It's that same old information refuted, and explained why the same old information does not work. If you have a business, no matter what kind of business, you need to invest the money and read this book. I bought it used for 1 cent and paid the 3.99 shipping. I looked at it as buying a book for \$4, period. 4 of 4 people found the following review helpful. Steve Chandler and Sam Beckford get it right. By Larry Stuppy For the record I have used Steve and Sam's consulting services for a couple of years already. I have also read all of Steve's books and many articles that Sam has written. I couldn't wait to get my hands on this book. Steve shares the knowledge and wisdom to help people take full responsibility for their lives as well as their businesses. Sam shares proven small business strategies that often fly in the face of conventional wisdom. "9 Lies" melds the "ownership" mindset that Steve teaches with the "proven strategies" that Sam has built his businesses on into one easy-to-read, business-growing package. Following their advice has helped triple my business. I'm optimistic for anyone that reads this book with an open mind and employs even just a few of the suggestions inside.

As an exciting sequel to his smash business bestseller *100 Ways to Motivate Others*, Steve Chandler has teamed with Sam Beckford to write an astonishing wake-up call to the more than 20 million people in the United States and Canada who now own small businesses but don't know how to make them really pay off. By exposing the nine most common (and often fatal) myths in business, Chandler and Beckford offer simple and inspired solutions to the self-induced problems created by small business owners every day. The surprising truths countering each lie lies such as "It Takes Money to Make Money," "I Am A Victim of Circumstance," and "I Can Do This On My Own" have been battle-tested for years by Sam Beckford and his hundreds of successful small business coaching clients. Now, these same truths are delivered to millions of eager readers with the added kick of Chandler's trademark lively and entertaining writing style and powerful self-motivational tools. This book tells you not only how to guarantee that your business will be profitable, but also how to motivate yourself each day to do it! Steve Chandler is one of America's best-selling authors whose eight books including the bestsellers *100 Ways to Motivate Yourself* and *Reinventing Yourself* have been translated into more than 11 languages. Chandler is also a world-famous public speaker who was described by four-time Emmy-award winning PBS screen writer Fred Knipe as "an insane combination of Anthony Robbins and Jerry Seinfeld." Chandler was recently named to the faculty at the University of Santa Monica where he teaches in the graduate program of soul-centered leadership. Sam Beckford is known throughout the United States and Canada as the "Small Business Millionaire." A five-time business failure who became a millionaire on attempt number six, his story has been told in books, on radio and television, and used in seminars across North America to help other business owners convert their own failures into successes. Beckford has successfully coached and been consulted by hundreds of business owners on how to get extraordinary results from ordinary small businesses, based on lessons from his own real-life experience.

About the Author Steve Chandler is one of America's bestselling authors whose eight books - including *100 Ways to Motivate Yourself*, *100 Ways to Motivate Others*, and *Reinventing Yourself* - have been translated into more than 11 languages. Chandler is also a world-famous public speaker who was described by four-time Emmy-award winning PBS screenwriter Fred Knipe as "an insane combination of Anthony Robbins and Jerry Seinfeld."