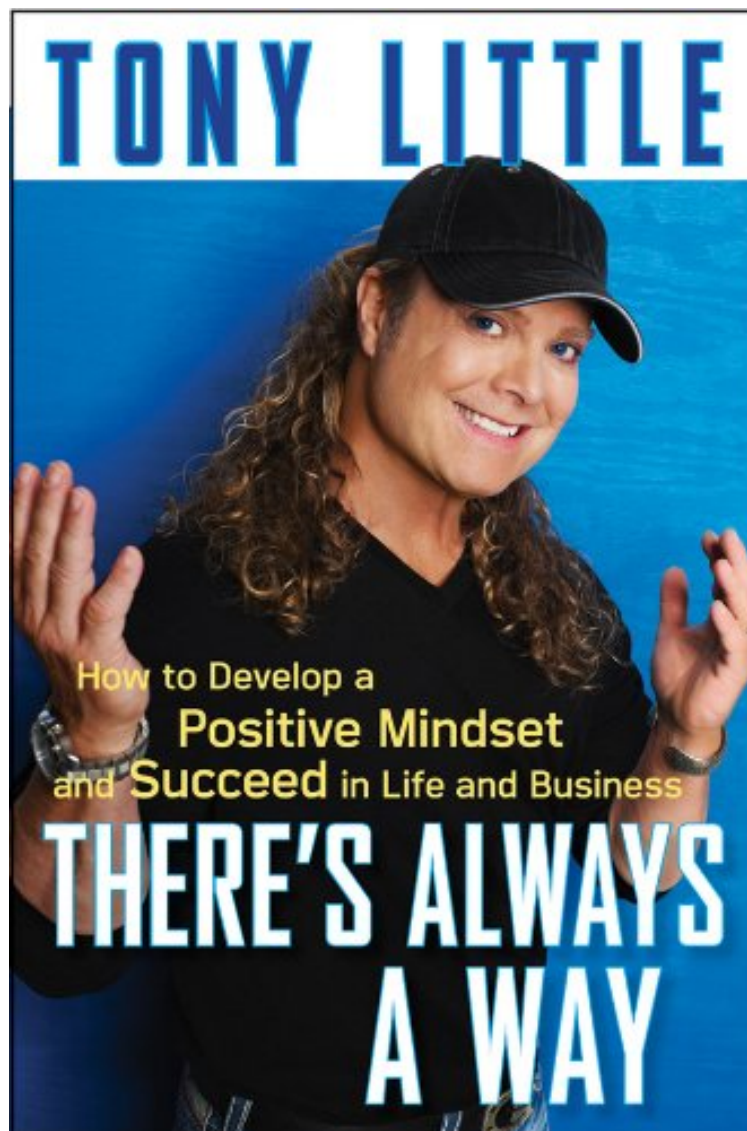


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There's Always a Way: How to Develop a Positive Mindset and Succeed in Business and Life

Tony Little

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Tony Little : There's Always a Way: How to Develop a Positive Mindset and Succeed in Business and Life before purchasing it in order to gauge whether or not it would be worth my time, and all praised There's Always a Way: How to Develop a Positive Mindset and Succeed in Business and Life:

0 of 0 people found the following review helpful. always been a fan of his!By Customer item was as described, well packaged and shipped in a very timely manner, kinda wish it was book on tape though... I love the message he is

giving in the book but it just isn't the same without his voice and excitement going along with the words. But still am enjoying this book.0 of 0 people found the following review helpful. TONI- AN INSPIRATIONBy p.welcToni Little is such an inspiration! I have used products that he has endorsed and been very happy with the results.1 of 1 people found the following review helpful. inspirationalBy SabuI love to read success stories and to see what Tony has over come to achieve all he has was worth the read. He puts a lot of himself in this book and was a inspiration to all. Ok ,I'm not crazy about watching his infomercials but I love his hard working attitude.

Increase your business fitness and break world sales records You can do it! You can increase your sales power. You can become more persuasive and effective in your business and your personal life. Most of all, you can learn the secrets of transforming fear, failure, and adversity into victory. Many people today recognize a powerful correlation between physical health and business success. Tony Little is living proof of this connection. Having worked his way up from poverty and sickness to become, as Jay Leno called him, "America's personal trainer," he is also the most successful and recognizable salesman on the planet today, selling a record-breaking 3 billion dollars worth of retail product on TV. Now, in *There's Always a Way*, Tony reveals how he's used the hard knocks in his own life to develop unique selling strategies that make him a living brand. Tony explains how to use fears and insecurities to sharpen one's selling game and build self-confidence Tony demonstrates dynamite secrets for self-motivation, overcoming negativity, and thinking out of the box Tony explains how to build a positive mind set, create a buzz, exploit humor, find a niche, set goals, ask the right questions, close the sale, make the customer into a star, achieve peak selling performance, and turn oneself into a lean, mean selling machine Having grown his business in a tough market, Tony explains how to stand out in these down times *There's Always a Way* is a perfect read for goal setters, for movers and groovers moving up, for businesspersons who want to learn to win. Read it and be motivated to make every sales opportunity into a formula for success.

From the Inside FlapWhen it comes to success, *There's Always a Way* Tony Little is the definition of the American dream. He's a fitness icon, and the quintessential example of a self-made entrepreneur. But he didn't start out that way. In *There's Always a Way*, Tony relates his incredible rags-to-riches story—from a promising career in bodybuilding that ended with a car accident, a painful recovery, and years of self-pity, to an incredible new start as a self-made fitness icon, infomercial and TV shopping pioneer, and multi-millionaire. Little goes on to show you how to build on his lessons of success. From turning the obstacles in your way into powerful motivators, to finding the opportunities that take advantages of your individual talents and strengths, to creating a business plan that will catapult you to success, Little lends his perspective, time-tested techniques, and incredible enthusiasm to a plan that will help you create your own path to success. Tony Little shows you how to: Break through the "Negative Mental Tape Loop" that get in the way of your best ideas Think beyond the box to find the solutions you need Use the changes in your life to create new avenues of success. Create sales strategies that will recruit investors to your ideas Gain unprecedented levels of self-confidence and self-motivation With fascinating success from his triumphs and failures, as well as illuminating examples from other business icons, Little shows you how to recreate your ways of thinking. He'll help you to find new directions in your professional life, and make the success you've only dreamed of.

From the Back CoverPraise for Tony Little's *There's Always a Way* "Tony Little's renowned successes as a fitness guru and TV pitchman pale beside the debilitating tribulations he's endured. If success means overcoming a troubled childhood, crippling accidents, dangerous friends, and a string of humiliating business failures, Tony is your guide. It's no mystery how he's achieved billions in sales, given his energy, passion, mindset, and endurance. What amazes me is that he's still alive." —Al Lewis, columnist, *Dow Jones Newswires* "Tony Little has captured the essence of personal empowerment in this honest, inspiring, and provocative book. Both simple and profound, "You can do it" should be a mantra for our times." —Mindy Grossman, CEO, HSN "Tony is a terrific success in the fitness business. He sets goals and regularly exceeds them. He has been an inspiration for millions of people to do the same. He may have a light-hearted persona on TV but he's a great businessman and a huge success." —John Stransky, President, Life Fitness. "Plenty of people know Tony Little as the country's leading fitness expert, but what they may not know is that he is also an incredible entrepreneur who overcame some very long odds. His is an amazing and fascinating rags-to-riches story. In his book *There's Always a Way*, Tony shares his secrets for getting ahead. His perseverance, hard work, and great attitude will inspire anyone. If you want to know the way, Tony Little will show you how *There's Always a Way*." —Steve Strauss, columnist, *USA Today*, and author of *The Small Business Bible*, www.MrAllBiz.com.

About the Author Tony Little overcame one major adversity after the other to become a fitness giant, record-breaking world-renowned salesperson, and founder and CEO of Health International Corporation. Dubbed "America's Personal Trainer," Tony logs 6,000 hours a year on TV promoting his products all over the world, regularly appearing on the Home Shopping Network (HSN). He has produced the largest number of successful infomercials in the world. Tony has been featured in hundreds of publications, including *Wall Street Journal*, *New York Times*, and *USA Today*. He's even been featured

in a Bruce Springsteen song, in a Geico ad, on a Simpsons episode, on Saturday Night Live, on South Park, and in seven motion pictures. Most recently, Tony appeared on Weekend Update in New York and Extreme Makeover: Home Edition.