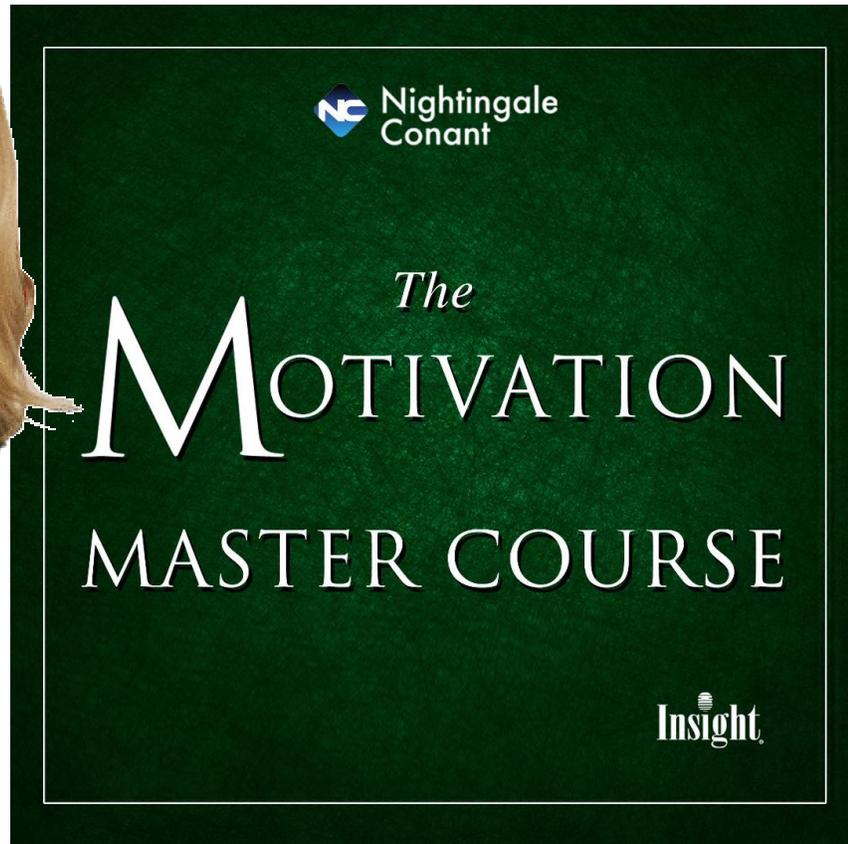


**Do you have what it takes to
face each new day with a
kick butt attitude?**



The conflict between those that succeed and those that just get by will no longer stand in your way. The great divide disappears when you change knowledge into your personal action plan.

The Motivation Master Course

This 'Best Of' Compilation Course presents best selling Nightingale Conant experts to get you motivated and stay motivated!

Contents and Action Guide

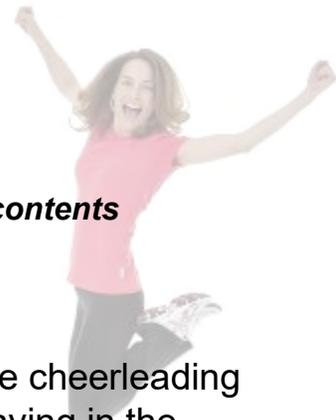
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The Motivation Master Course

Table of Contents

A complete list of all the programs featured is included after the contents



Chapter 1 – Get Motivated

Why do we all need to get pumped? Getting pumped is not about some cheerleading session yelling, “Yeah me! I can do it! Yes I can!” The real sense of staying in the pumped zone is dealing with life based on sound principles of positive action. More than just positive thought. With that in mind, let’s start this course off with the reasons people ‘give up’ to pre-frame what is to come in the upcoming chapters that will mitigate these useless excuses. The list of self limiting thoughts is unlimited. Some of the misguided opinions make it nearly impossible to start each day pumped and ready for action. Many fear trying something new because the potential for rejection weighs heavier than the benefits of taking a chance. Brian Tracy says there is no failure - only feedback. Wayne Dyer explains how to feel good in bad times. Plus, Jim Rohn, Roger Dawson, and Earl Nightingale complete the first chapter.

Chapter 2 - How to be positive in a negative world?

Today we live in a world that is becoming more and more shaped by wrong thinking based on division. News coverage and commentaries come from the point of view that I am right...you are wrong. And, I will go to any length to prove it. This dilemma is all over social media. In our rush to add followers and long lists of friends we don’t know, we are becoming isolationist faster and faster. We shut down opinions of others and put them in groups as they shut us out and define the group we should be in. This is a dangerous time and the challenge to be positive in a negative world is facing each of us. Wayne Dyer explains *How to be a No Limit Person*, Jim Rohn taught us how to *Take Charge of Your Life*, and Denis Waitley says optimism is a way of life in the *Psychology of Winning*.

Chapter 3 - Fear of Adversity

Fear is one of those emotions people feel should be avoided. However, if that is the case, why are roller coasters and horror movies so popular? Some say the brain’s natural release of dopamine and adrenaline hormones are at fault. Fear is not just for the thrill seekers ready to climb Mt. Everest or jump out of a perfectly good airplane. Jim Rohn, Roger Dawson, Wayne Dyer, Joe Vitale, and Denis Waitley are featured.

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MOTIVATION QUIZ

Check any statements that may challenge you:

- I'm too busy
- I'm too tired
- I always have bad luck
- I'm too old
- I don't have experience
- I don't have contacts to open doors for me
- I don't have anything to invest
- I have to stay in this job eight more years, or lose my pension

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MOTIVATION QUIZ

Based on what you have heard in hour 1,
write a positive response to
your advantage.

I'm too busy

I'm too tired

I always have bad luck

I'm too old

I don't have experience

I don't have contacts to open doors for me

I don't have anything to invest

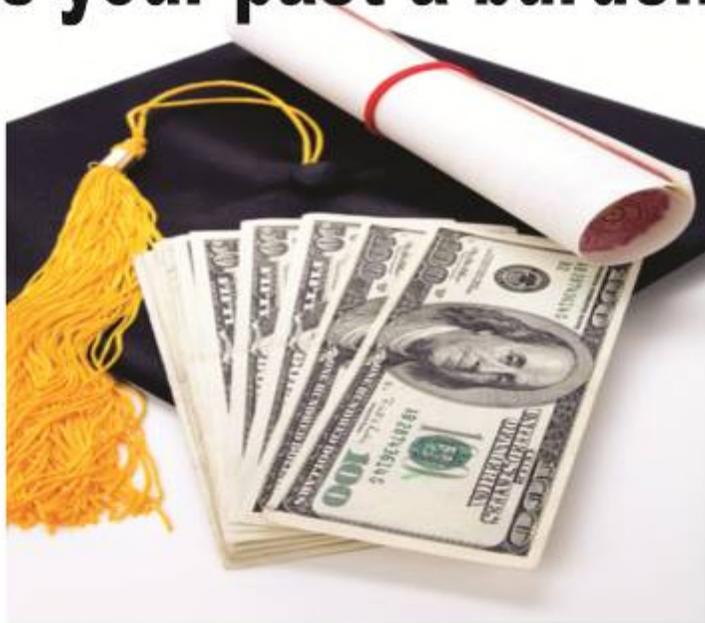
I have to stay in this job eight more years, or lose my pension

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Hour 1: Most Memorable Quote

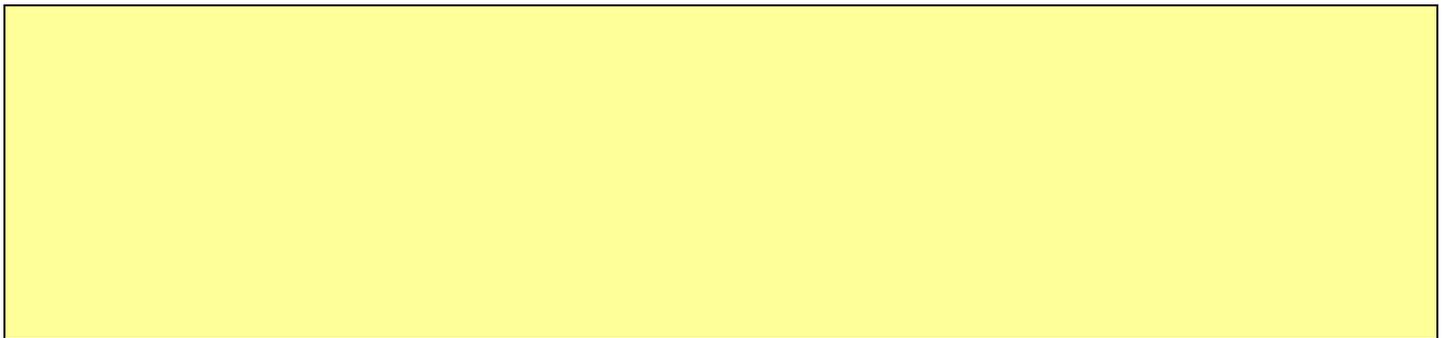
Is your past a burden...



or a school?
Jim Rohn

“Is your past a burden or a school?” Jim Rohn

Add quotes you feel has an impact and share them on social media.



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Hour 2



Chapter 4 - Optimism

We all have an inner drive as rich as any gold mine ever dreamed of. Denis Waitley discusses how optimism & realism go together. He also delivers a message on our inner drive that puts optimism into action. Earl Nightingale, Tony Alessandra & Terry Paulson answer questions about your life philosophy. Roger Dawson asks if you just can't wait to start each day. Mark Victor Hansen presents the fun factor. And, Roger Dawson adds details about energy and success drives in all areas.

Chapter 5 - Magic of Believing

Brian Tracy gives us three exercises to make dreams come true. Michael McCarthy shares more about ways you can develop the habit of learning and memory skills. Joe Vitale says be happy now and deal with your past present and future with trust. Joe Montana and Tom Mitchell share ways to handle the pressure. Wayne Dyer explains the concept of control.

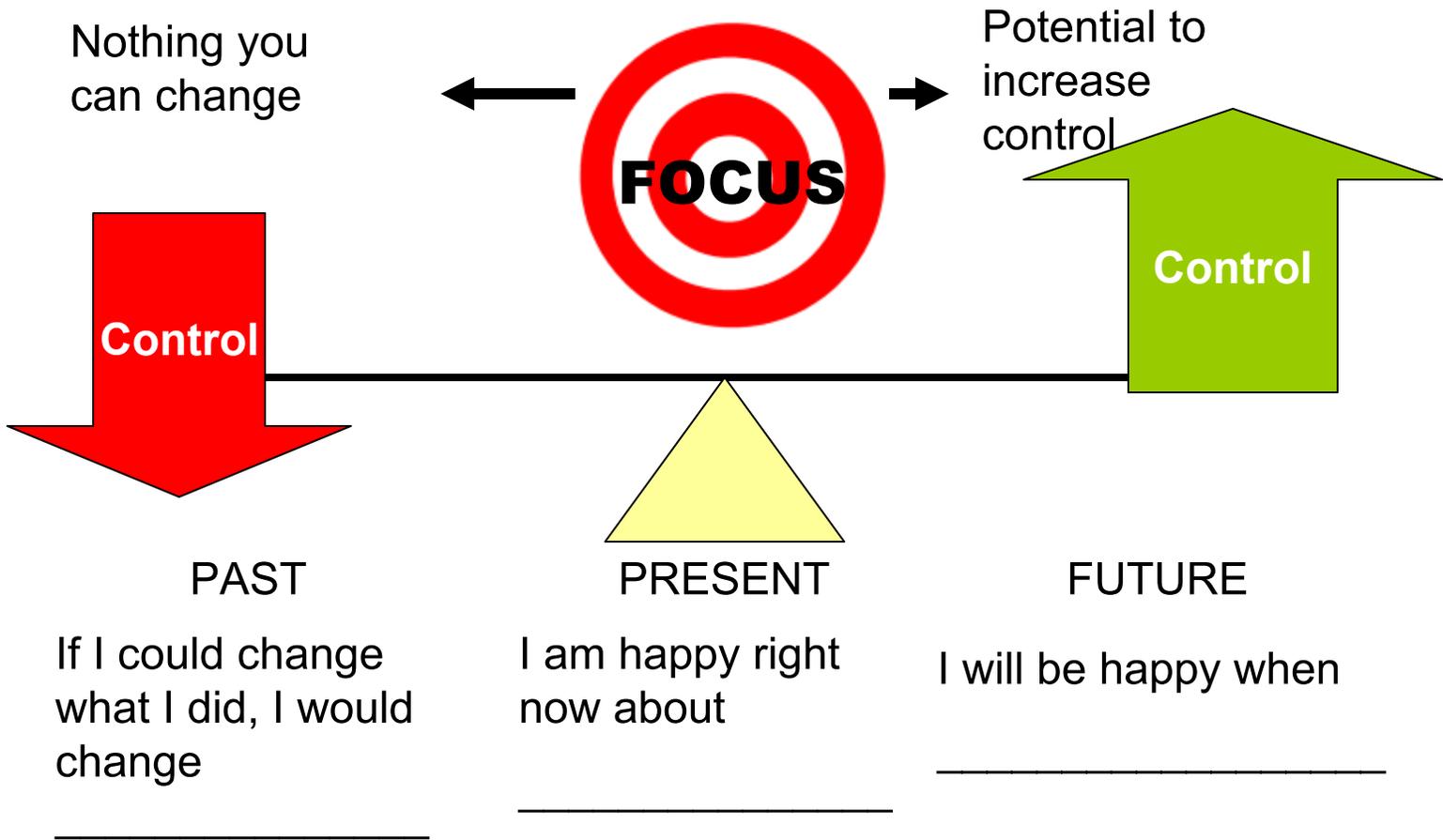
Chapter 6 - Win Friends and Followers

Real friends are so much more than a text message. Real friends are the ones that can assist you to get everything you want. Zig Ziglar says, "You can have everything you want, if you will just help other people get what they want." Jim Rohn speaks about true caring. Roger Dawson explains why liking the other person leads to your success. Mark Victor Hansen explains how real friends are your most important assets. Tony Alessandra explains two types of influential power.

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Balance and Control



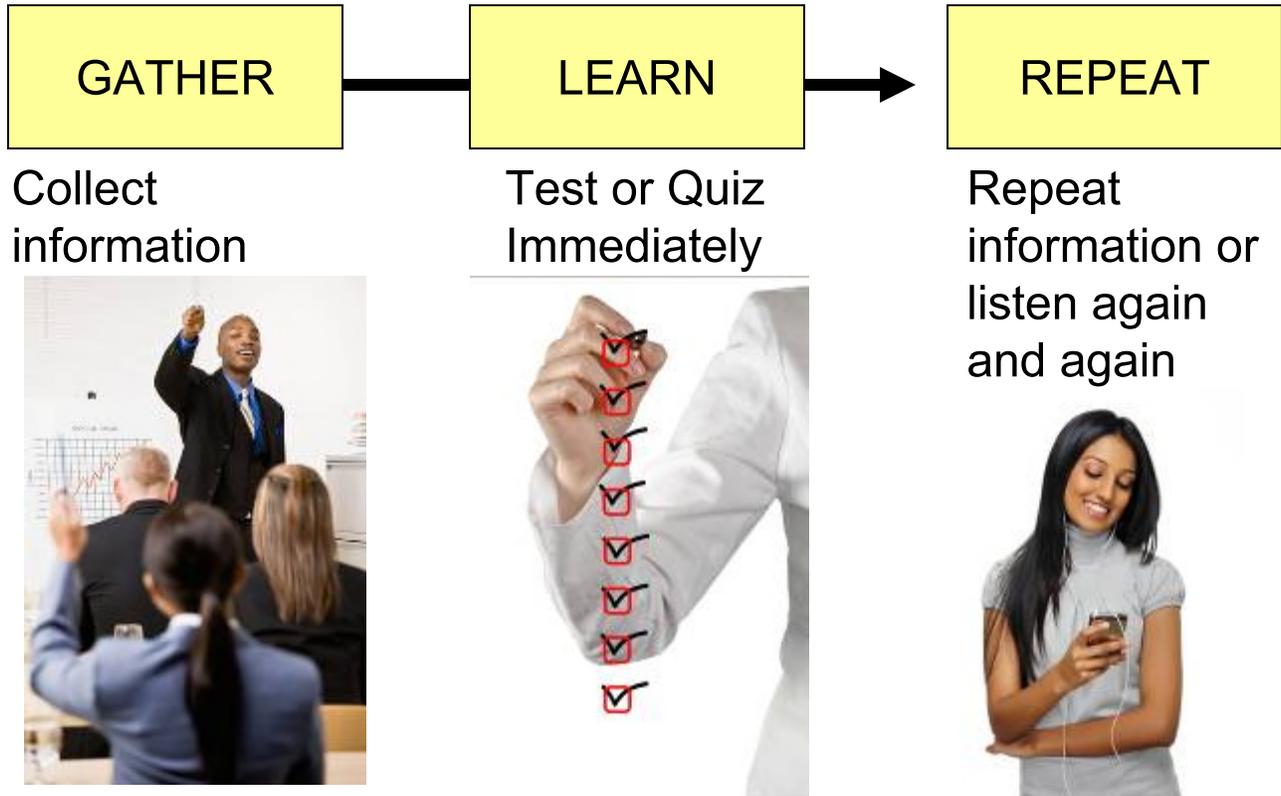
I am trusting the thoughts I have.

True False

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QUIZ

Author Michael McCarthy proves that immediate testing will increase your ability to remember and learn more.



Immediately answer the following:

Winners are motivated by _____

Our inner drive is controlled by our _____

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Quick Answers

Winners are motivated by

OUR DESIRES

Our inner drive is controlled by our

CURRENTLY DOMINANT THOUGHTS

Complete the following to your satisfaction

When were you a good friend?

What are your unique abilities that helped your friend?

What is your life philosophy?

List three wishes in each of the following:

Money

Health

Relationships

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Personal Power

How are you using the principles of personal power?

What is your vision?

Are you confident you can accomplish this vision?

YES NO

Do you have the expertise and experience?

YES NO

Can you communicate this easily at a third grade level?

YES NO

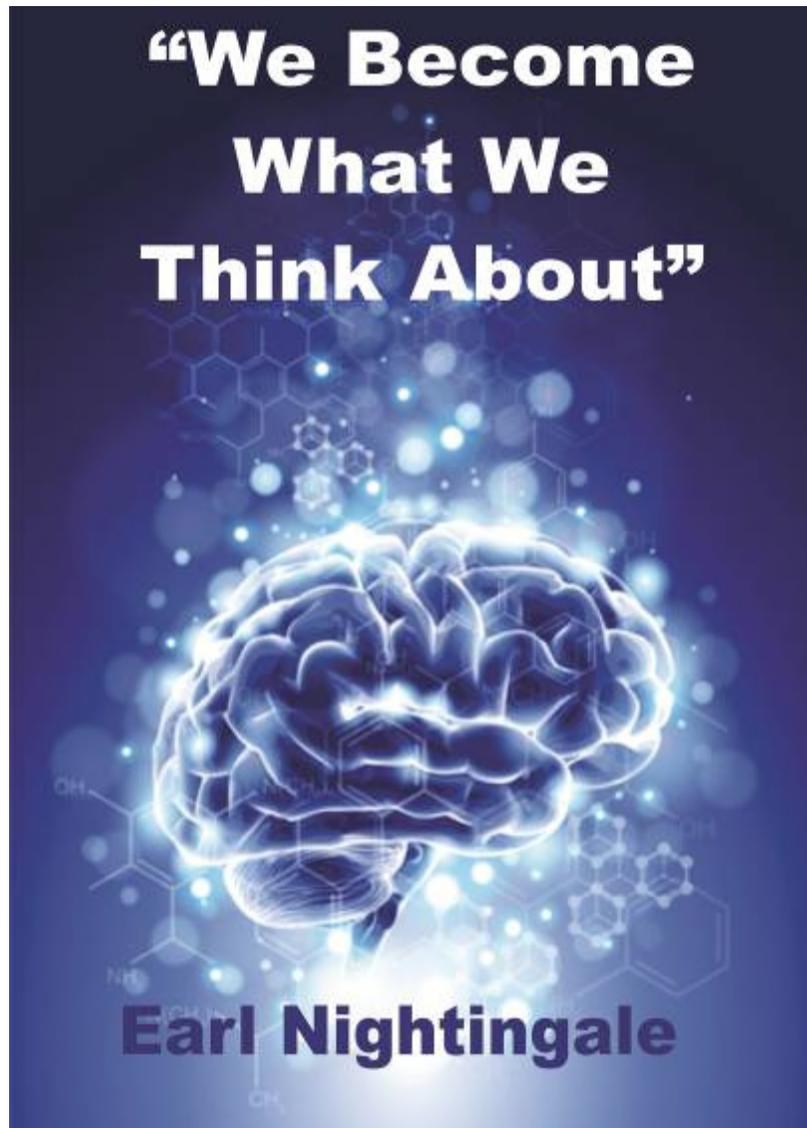
Write it out in one sentence:

What can you do to motivate others to see your vision?

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Hour 2: Most Memorable Quote



“We become what we think about.” Earl Nightingale

Add quotes you feel has an impact and share them on social media.



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Hour 3



Chapter 7 - Become a superstar

There's one career where people become superstars every day. You can go from zero to hero in every industry; not just sports or the movies, but a real superstar; the sales person. Some wonder why sales people earn more than those in production. Simple. Sales people are the closest to the money. Larry Winget explains what it takes to be a superstar. T. Harv Eker share from, *The Millionaire Mindset*, how to remain optimistic. Dan Millman gives the keys to motivation. Fitness expert, John Abdo, talks about energy and enthusiasm to be a superstar. Brian Tracy explains more about your advantage to be a winner in the information age. And, Earl Nightingale shares some great quotes on work and happiness.

Chapter 8 - Problems and Possibilities.

How many of your problems are real? Can it be that some of these things are only a figment of your imagination? Earl Nightingale reports on happiness and being miserable. Roger Dawson gives the ABC's about reinforcing behavior. Les Brown says, "Work on your dream." Ken Blanchard on values. David Allen reports on the importance of work and life balance. Denis Waitley teaches how to handle put downs and impact of criticism.

Chapter 9 - Self Esteem

What do you see each morning in the mirror? Zig Ziglar explains garbage dump thinking. Jack Canfield answers, "What is self esteem?" Wally Amos describes a poor self image from childhood can be overcome. Brian Tracy outlines the benefits self esteem. Michael McCarthy says PEAK experiences help us learn faster. Plus, messages about how to take responsibility for your self esteem and take a praise inventory.

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Hour 3 Quiz

Wally Amos suggested, “We take a praise inventory.”

On a scale of 1 to 10, with 10 being the highest,
circle one number to score how you feel.

Based on the **I A L A C** formula, (I Am Lovable and Capable) I really am lovable:

1 2 3 4 5 6 7 8 9 10

I am Capable.

1 2 3 4 5 6 7 8 9 10

When looking at my ‘To Do’ list, I am more excited that I ‘GET’ to do the task instead of ‘HAVING’ to do it.

1 2 3 4 5 6 7 8 9 10

I can tell if a problem is real and not just an imagined fear.

1 2 3 4 5 6 7 8 9 10

Add your total

What can you do to increase your score?

Hour 3: Most Memorable Quote

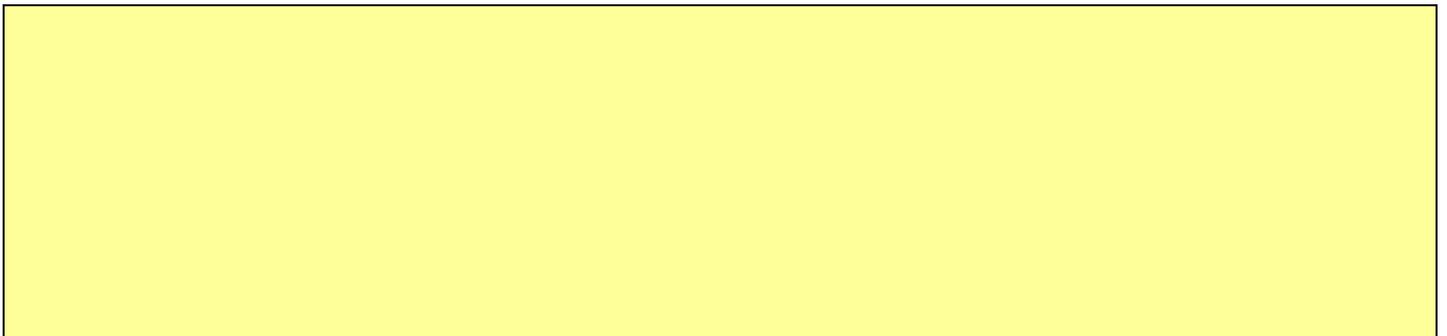
**It is always
too soon to
quit**



Zig Ziglar

"It's always too soon to quit." Zig Ziglar

Add quotes you feel has an impact and share them on social media.



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Hour 4



Chapter 10 - The Present Moment

Imagination may be more important than knowledge, if you imagine the right things. Geniuses and time machines may stretch the imagination about the way we handle the present moment. Tony Alessandra in, *Secrets of the Ten Great Geniuses*, explains theories and facts about quantum physics and the relation to the present moment. Wayne Dyer comments on arriving or striving. Jim Rohn taught four life lessons based on the four seasons. Denis Waitley says these are the good old days. Joe Vitale reports on the impact of negativity from media. Larry Winget says this of the present moment, “Admit mistakes and move on.”

Chapter 11 - Training

According to some studies, U.S. companies spend over \$70 billion annually on training. However, most of the information is lost within days. Training meetings are great for a shot in the arm session to jumpstart a new program. However, what about the lasting impact? What about the daily pump? Peter Thomson says, “Training doesn’t work long term toward achieving goals.” Michael McCarthy reports on the Ebbinghaus memory study and proves why repetition is mandatory to learn and grow. Jim Rohn taught that we should become a student of our own life. Roger Dawson asks, “Would you go back?” Earl Nightingale explains the lifespan ruler where education begins. Tony Alessandra explains leadership genius.

Chapter 12 - Mastermind

When you hear the title, ‘Coach’...what comes to mind? Joe Vitale explains mentors and mastermind groups. Earl Nightingale spoke of dependency on the other mind. Brian Tracy tells details about the mastermind alliance. Peter Thomson proves that visualization has an impact on others. Denis Waitley talks about whole brain thinking and intuitive managers.

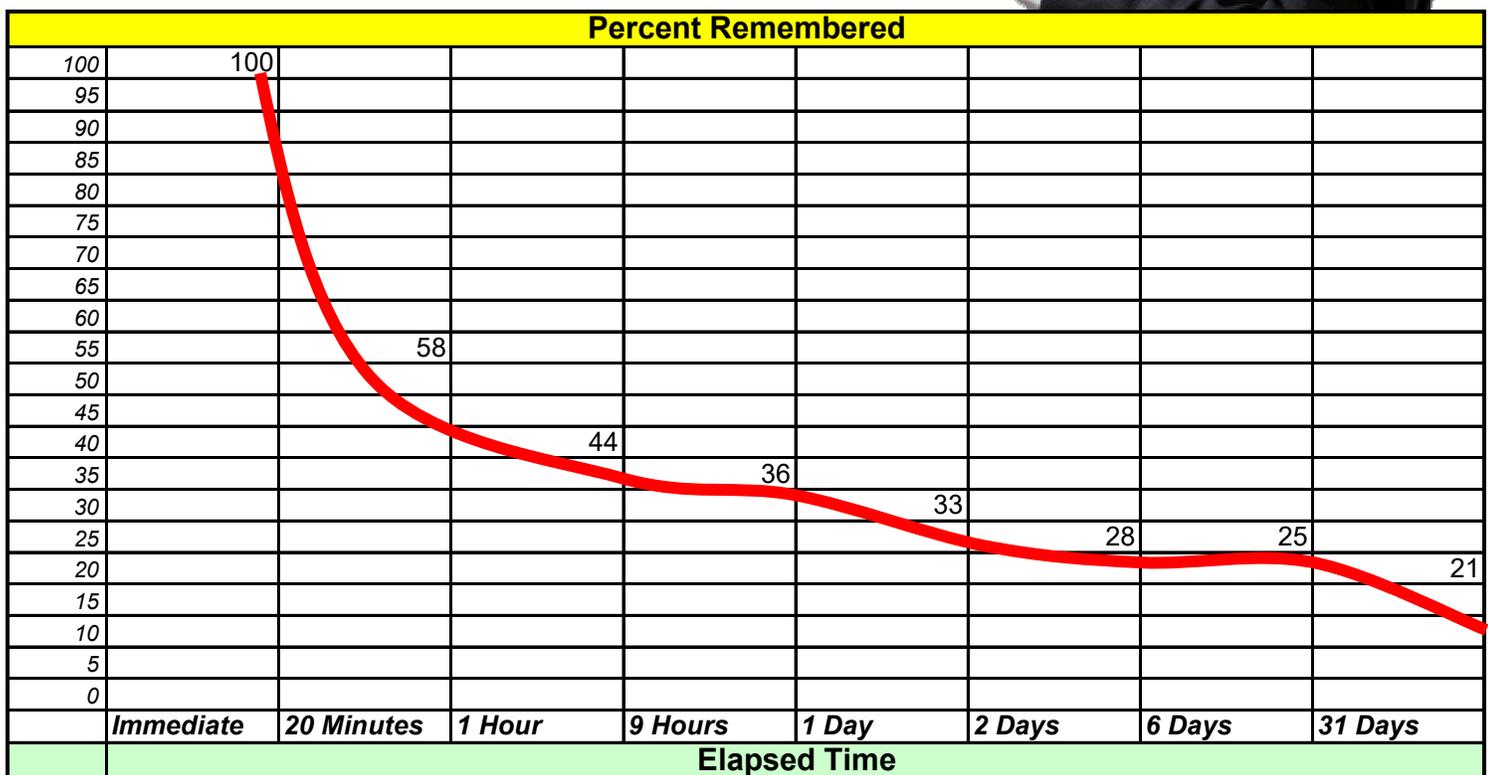
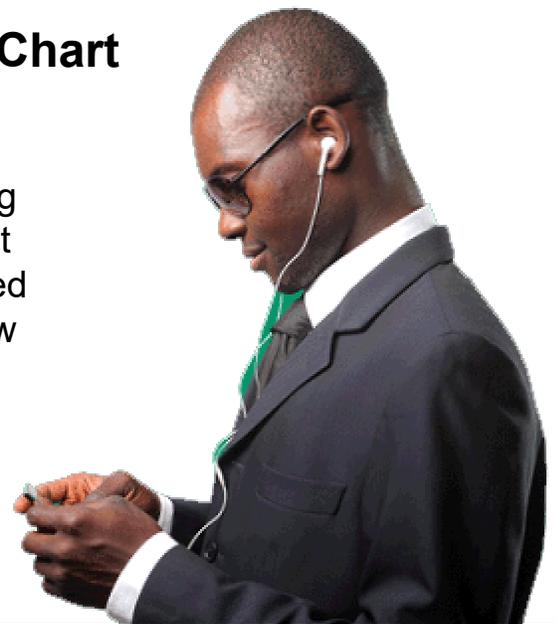
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How much of what you hear do you remember?

Ebbinghaus Retention and Memory Chart

Micheal McCarthy quoted information concerning how we retain information based on psychologist Hermann Ebbinghaus. Here's what he discovered and expressed in a graphic chart to illustrate how repetition enhances all we know.

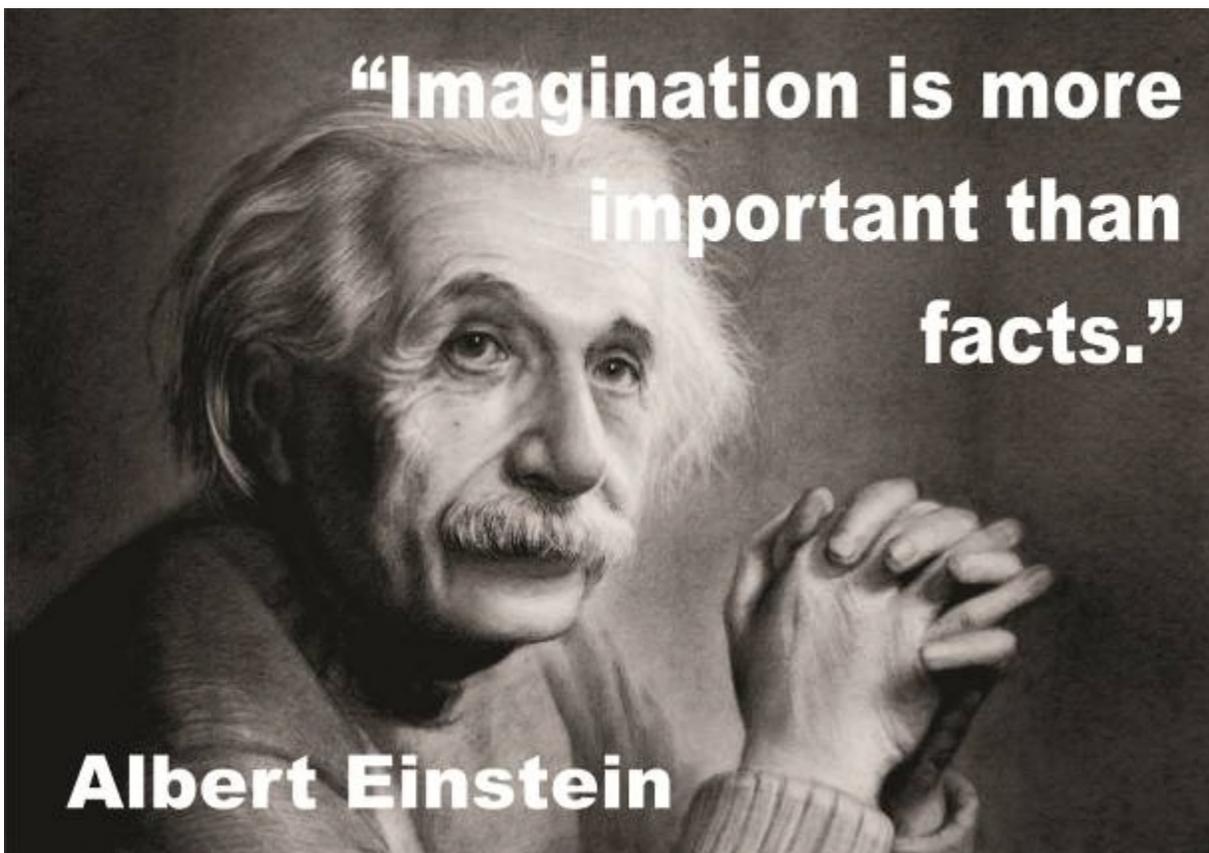


Hermann Ebbinghaus (January 24, 1850 – February 26, 1909) was a German psychologist who pioneered the experimental study of memory, and he is known for his discovery of the forgetting curve and the spacing effect.

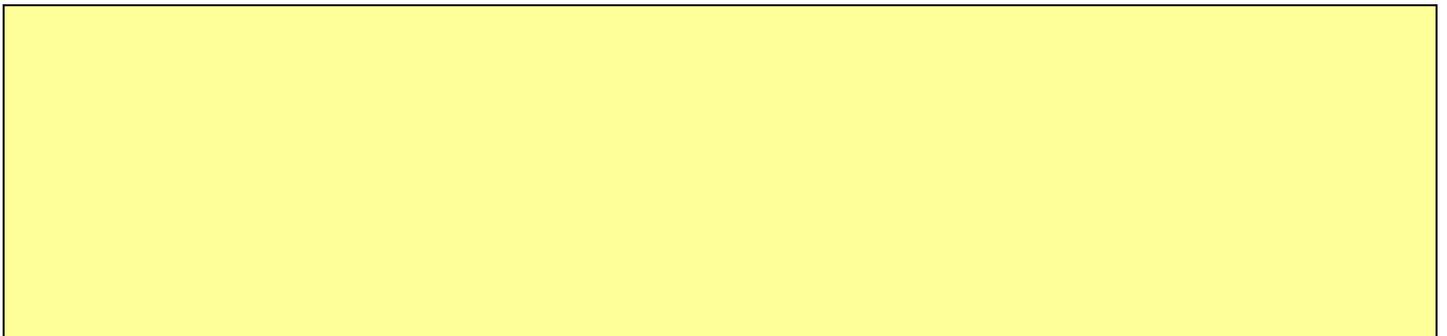
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Hour 4: Most Memorable Quote



"Imagination is more important than facts." Albert Einstein
Add quotes you feel has an impact and share them on social media.



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Hour 5



Chapter 13 - Motivation

You want to face each day with power. You want others to agree with you and get them to react in a way that leads to success. The word 'motivation' creates all kinds of reactions. Denis Waitley teaches the importance of developing positive self motivation. Zig Ziglar used the motivation squares demonstration to prove a powerful life lesson. Brian Tracy explains a great discovery. Larry Winget lays out five basic principles. Roger Dawson describes what happens if you grind away and outwork everyone else if you love what you do. Jim Rohn outlines four factors of motivation.

Chapter 14 - The Way the World Is

The slogan on my personal website is, ***The Way the World is, The Way the World Can Be.*** That really should be a vision statement we can all believe in. However, facts paint a different point of view. Throughout all times, centuries and millennia have passed we still find ourselves fighting over a point of view. Earl Nightingale explained that opportunities and problems are two sides of the same coin. Roger Dawson speaks on immigration and decisions. Tony Alessandra and Terry Paulson echo the thought that life is tough and we can make it better. Wayne Dyer proposed another way to look at the Top One Percent in the best seller, *Transformation You'll See It When You Believe It*. Joe Montana and Tom Mitchell advise prepare and know what you want. Denis Waitley speaks of America's social problems. Earl Nightingale makes the point that jobs are not permanent.

Chapter 15 - Take Charge of Your Imagination

The challenge of writing a vision statement pales in comparison to the ideas generated when we dream of the way the world can be. The windows to imagination are open all the time. Your imagination attacks you with distractions, or engages you with possibility. Jim Rohn paints the promise of the future. Peter McLaughlin shows how to create PMA. Joe Montana says it comes down to confidence. Denis Waitley explains Imagineering. Earl Nightingale said, "Imagination is everything."

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Our self motivation gets us ready, but what about achieving success through others?

Denis Waitley shared this list of words to use when motivating others to action:

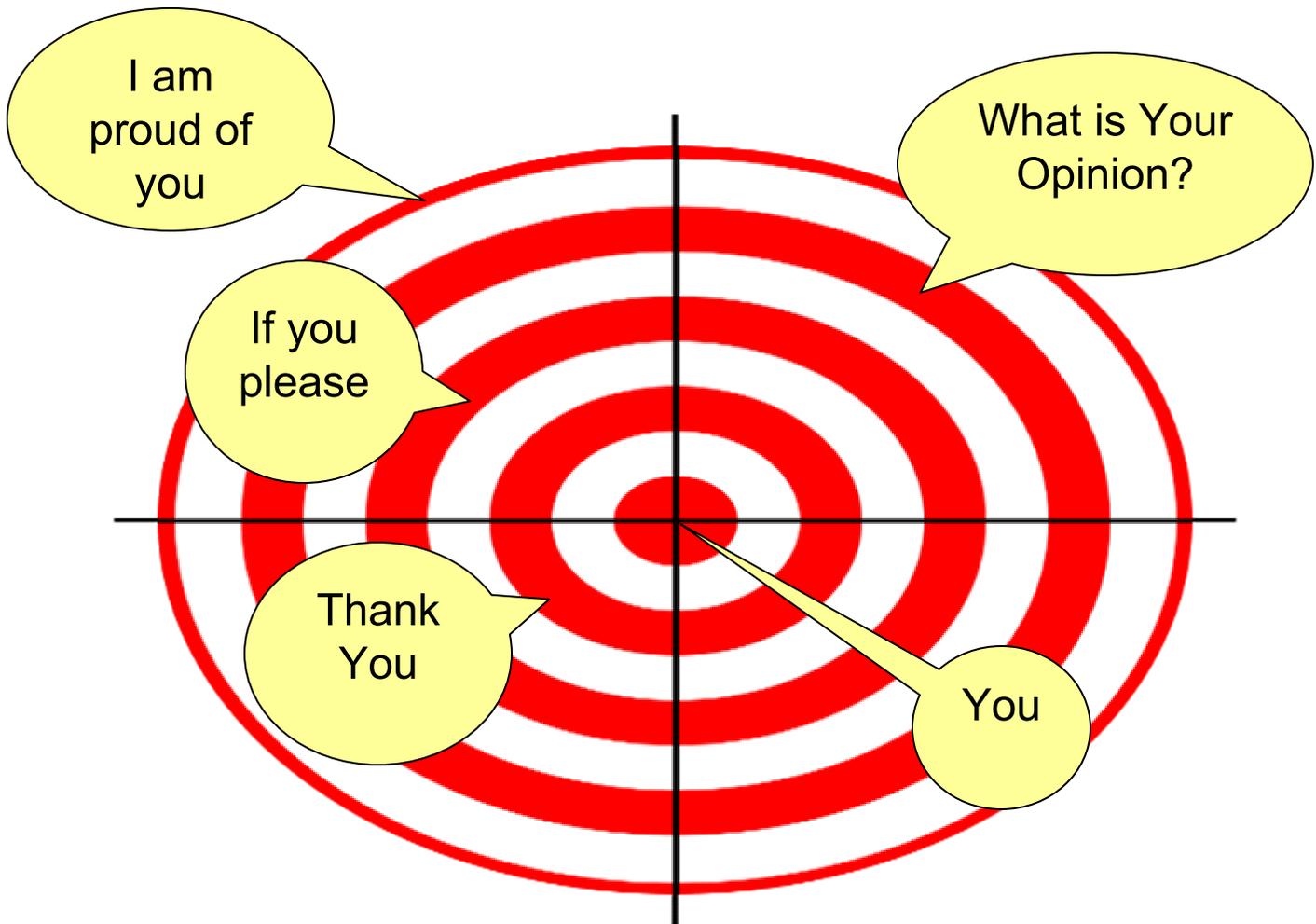
The five most important words a leader can speak are - 'I am proud of you'

The four most important are - 'What is your opinion?'

The three most important are - 'If you please'

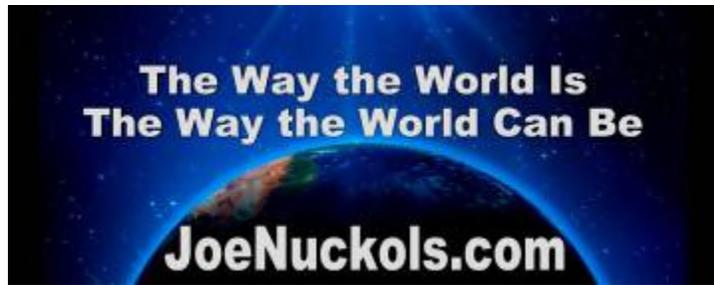
The two most important are - 'Thank You'

And the most important single word of all is - 'You'



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Chapter 14 began with the slogan from my website.



How can we use that as a call to action?

Here's how I see the way the world is

Here's what I will do to change it

Jim Rohn listed 4 main motivators we can use to achieve the above:

1. Recognition from Peers
2. Recognition from Experts and Authorities
3. Recognition from Family
4. Benevolence as we recognize the whole family of the world.

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Do you have 'Position Power?'

YES

NO

If so, what is your job title?

If not, what job title do you want to achieve?

How do you rate yourself concerning 'Personal Power'?

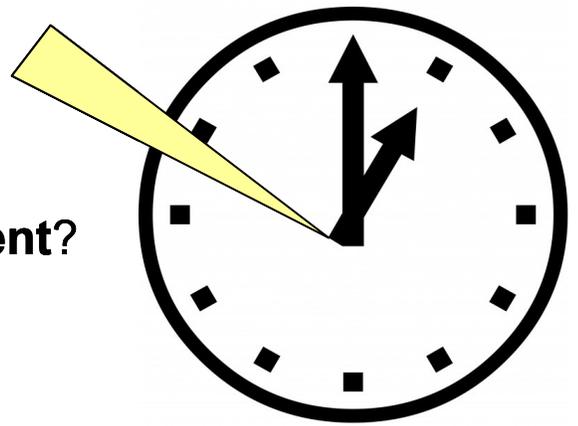
1	2	3	4	5	6	7	8	9	10
<input type="checkbox"/>									

What can you do today, in the present moment, to improve your personal power?

 *Hint: Jim Rohn shared a long list in Chapter 16*

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Are 58 minutes of this hour being spent in your past, future, or present?



What things from the past bother you?

What can you do about it right now?

Waste of time, right? YES NO

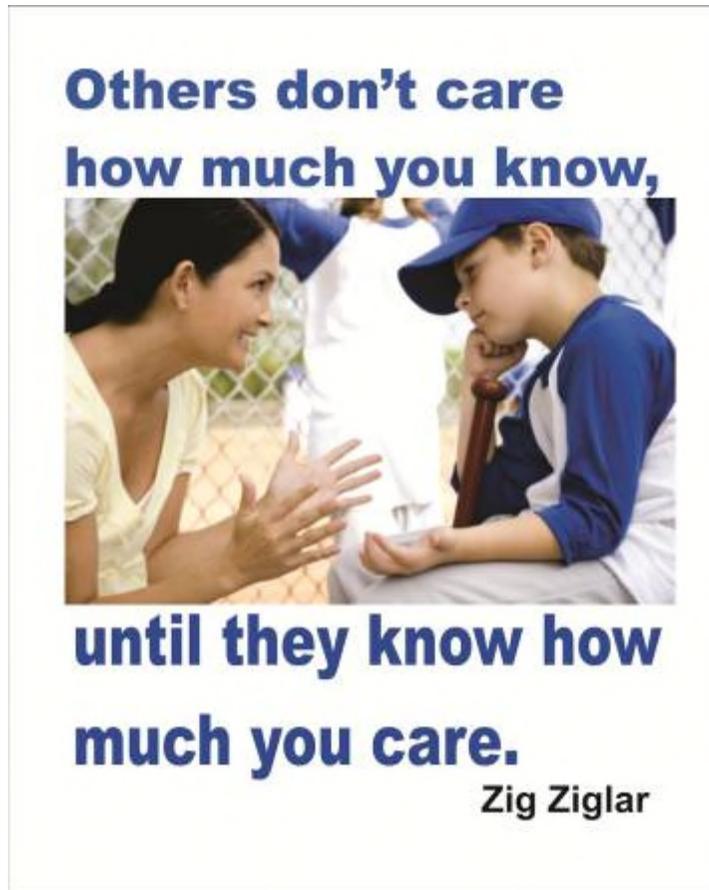
Make a list that expands that 2 minutes to fill this hour.

Start now and paint the promise of your future.

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Hour 5: Most Memorable Quote



On caring about others, Tony Alessandra suggested the word;

CARESS

C- Concentrate on the other person

A- Acknowledge their position

R- Research your thoughts and respond

E- Emotional control to offer your best response

S- Sensing and understanding the other person

S- Structure your understanding to organize what happens next

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Hour 6



Chapter 16 - Influence

Most of us remember advice to choose our friends carefully. Today, that statement seems to be out the window with hundreds of friends we click on Facebook. In that context, 'friends', is a term used loosely. Jim Rohn says the way to make friends is to help others. Denis Waitley in, *How to Handle Conflict and Manage Anger*, describes the push and pull effect. Wayne Dyer spoke of jealousy and anger. Leo Buscaglia taught us to choose love. Tony Alessandra has advice in, *Dynamics of Effective Listening*.

Chapter 17 - Get Started

All this positive thinking is one thing, action is another. The ancient scripture writer wrote, "What good is it, my brothers, if someone says he has faith but does not have works." Jim Rohn asks us to ask this question everyday, "Has this day been successful?" Brian Tracy teaches seven steps to getting things done. Roger Dawson explains the characteristics of confident decision making. Wayne Dyer poses the answer to 'should' 'could' 'would'.

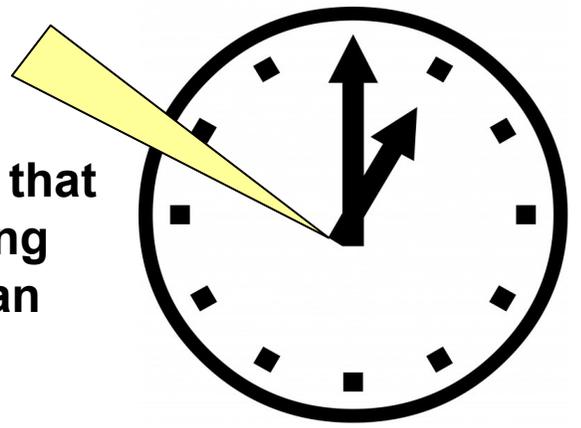
Chapter 18 - Keep Going

To get where you want to go, do something that moves you in that direction everyday. Jim Rohn in, *The Power of Ambition*, says dreams give us mountains to climb and our small goals drive us toward our vision. Earl Nightingale explains how successful people know that each day consists of tasks. Tony Alessandra and Terry Paulson speak of transforming purpose. Dan Miller has advice if you are feeling trapped in your job.

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During the 58 minutes of this hour that losers waste, what 7 steps to getting more done were suggested by Brian Tracy in Chapter 17?



1

2

3

4

5

6

7

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Hour 6: Most Memorable Quote

Picasso, ***“Only put off until tomorrow what you are willing to die having left undone.”***



How many quotes can you recall from Benjamin Franklin?

Franklin is thought to be America's first 'Self Help' author with quotes he published in *Poor Richard's Almanac*

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Hour 7



Chapter 19 - Self Image

Remember the cool kids in school? These were the ones called ‘stuck up’ by those not invited to the inner circle of popular kids. The most likely to succeed and best looking of the class. How’d that popularity work out for them? Our line up in this chapter offers great advice from Denis Waitley *Seeds of Greatness*. Brian Tracy, *The New Psychology of Achievement*. Roger Dawson, *Beyond Goals*. Wayne Dyer, *Transformation; You’ll See It When You Believe It*. And, Larry Winget, *Get Out of Your Own Way*.

Chapter 20 - Win against all odds

Evil happens. There’s no easy explanation why bad things get in our way. Dr. David Hawkins in, *The Discovery*, talks about the world we live in MEDIA the truth and falsehood. Joe Vitale says, “We are not at the mercy of the global economy, and we are not a victim.” Peter McLaughlin says, “The answer is to change your words and change your attitude.” Leo Buscaglia said to love yourself at all ages.

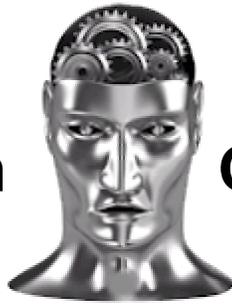
Chapter 21 - How Long?

Projections from the Census Bureau forecast that 20% of the total U.S. population will be over 65. As the aging population grows, the Baby Boomers will still be a market for smart entrepreneurs. How can that market be super served for new streams of revenue? Dr. Mark Hyman from *Five Forces of Wellness* talks about the current life expectancy. Dr. Bernie S. Siegel in, *Life, Hope, & Healing* says illness has personality profiles based on self esteem and we have a reset button. Dr. David Hawkins, *Healing*, talks about medications. Joan Borysenko, *The Power of The Mind To Heal*, explains the three eras in medicine. Dr. Larry Dossey, *The Power of Prayer*, answers if we should mix science and prayer.

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Garbage In



Garbage Out

Self Test

How much time do you spend?

Facebook	<input type="text"/>	Youtube	<input type="text"/>
Twitter	<input type="text"/>	Reading Fiction	<input type="text"/>
Snap Chat	<input type="text"/>	Reading Non-Fiction	<input type="text"/>
Blog	<input type="text"/>	Audible Non-Fiction	<input type="text"/>
Chat Rooms	<input type="text"/>	Nightingale Conant Programs	<input type="text"/>
LinkedIn	<input type="text"/>	Cable News	<input type="text"/>
Netflix	<input type="text"/>	Network News	<input type="text"/>
Texting	<input type="text"/>		

How many books have you read?

What is your reading agenda? How many books will you read:

This Year	This Month	This Week	Today
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

 *Hint: This is a good self test to repeat periodically*

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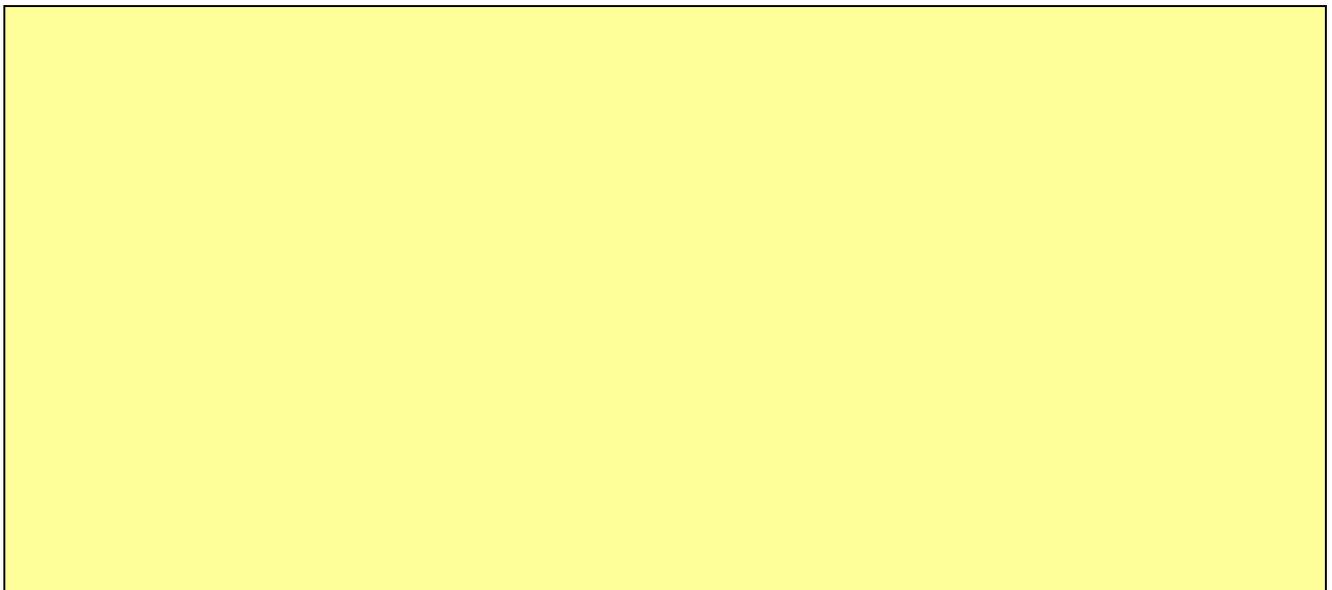
The cool kids



**How did the
valedictorian
turn out?**

Surveys prove that far too many never stand out or become disrupters. The research points to two major reasons:

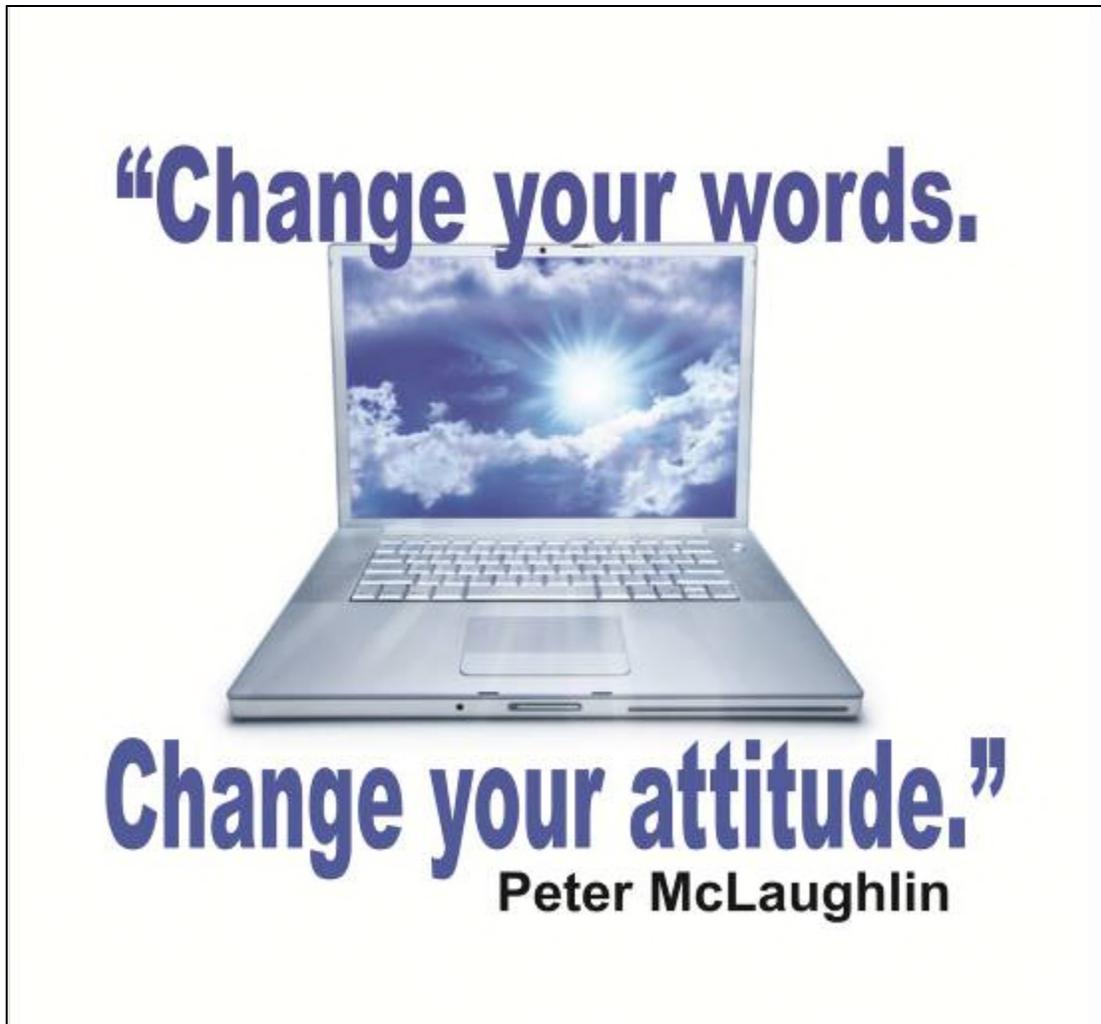
Since graduation, I have the following knowledge, skills, and desires to stand out far greater than the 'most likely to succeed' cool kids:



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Hour 7: Most Memorable Quote



“Change your words and change your attitude.” – Peter McLaughlin
Add quotes you feel has an impact and share them on social media.

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Hour 8



Chapter 22 - Achievers

When we think of achievers, let's consider three types of people. People who do, people who don't, and people that don't know what to do. Attitude drives all three types. Who has the best chance? Denis Waitley has his own explanation of three types of people. Roger Dawson adds this about the diversity of successful people and high achievers. Brian Tracy says, "All decisions are emotional." Tony Alessandra uses this idea to explain non manipulating experiences to auto dealers. Jim Rohn explains what ambition is based on desire to be in the top percent. Earl Nightingale talks of great expectations in, *Success in America*. Denis Waitley says, "It's time to get out of the locker room and get on the field."

Chapter 23 - Action Skills to Win

One of the big mistakes listed at the top of resumes and proudly proclaimed in interviews is the statement, "I am a great multi-tasker." Do you really think it's a good idea to do two things at once? David Allen speaks on time management. Roger Dawson says you can do more to be a high achiever. Richard Koch in *The 80/20 Principle Secret to Success by Achieving More with Less* addresses more with more versus more with less. Peter Thomson says stay in the moment. Dan Millman *Peaceful Warriors Path to Everyday Enlightenment* talks about willpower. Denis Waitley says it is more important to accept responsibility for actions versus credit for achievement. Brian Tracy in *Action Strategies for Personal Achievement* adds more about acceptance of responsibility with no excuses.

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An old sales training guide taught the ‘Fell, Felt, Found’ line used to manipulate buyers by handling objections. It is easy to spot as a sales trick. However, when using this concept in your own words, it can be a powerful communication skill to defuse an argument in any relationship.

Feel	Felt	Found
It's easy to understand how you feel .	Many have felt that way too.	Here's what most have found out about that.

Example:

He says, “You come home too late and work too much!”

You say, “I know how you **feel**. I **felt** that way too when you were on that project. What I **found** out was the fact your hard work meant you care about our future.”

Doesn't that sound a lot better than, “Don't let the door hit you in the ass on the way out?”

Think of a communication challenge and write out your creative response.



Hour 8



M O T I V A T I O N

In the next final ten chapters of *The Motivation Master Course*, we are taking a serious look at the word, motivation. So, we'll spell it out.

The letter 'M' is for the meaning of your life and your message to get you there.
Opportunities and Organization for the 'O'.

Time for 'T'.

Ideas and Inspiration for the letter 'I'.

Vision and values for 'V'.

Attitude for 'A'.

Target for 'T'.

The next 'I' is for the investment you need to make.

Our second 'O' is about the other people in our lives.

And the 'N' will be for Neverland...a magical place that prepares you for your next steps to take to get pumped and stay pumped for the long road ahead.

M O T I V A T I O N....Motivation. So, let's get started.

Chapter 24 - Meaning and message

What is the purpose of your life? It is bigger than winning a great career. Careers get us where we need to be to do the thing that is your vision of your fulfilled life. As important as these things are, you were put here to do something. Purpose is a big deal. Purpose is so important, Les Brown says, "Purpose can save your life." Dan Miller addresses identifying your true calling. Quarterback Joe Montana and Tom Mitchell in, *The Winning Spirit* prove that finding what we love to do is critical. Joe Vitale offers advice on finding meaning in your business and career. Leo Buscaglia speaks about being a teacher and learning. Denis Waitley ponders the thought, "If I could live my life again."

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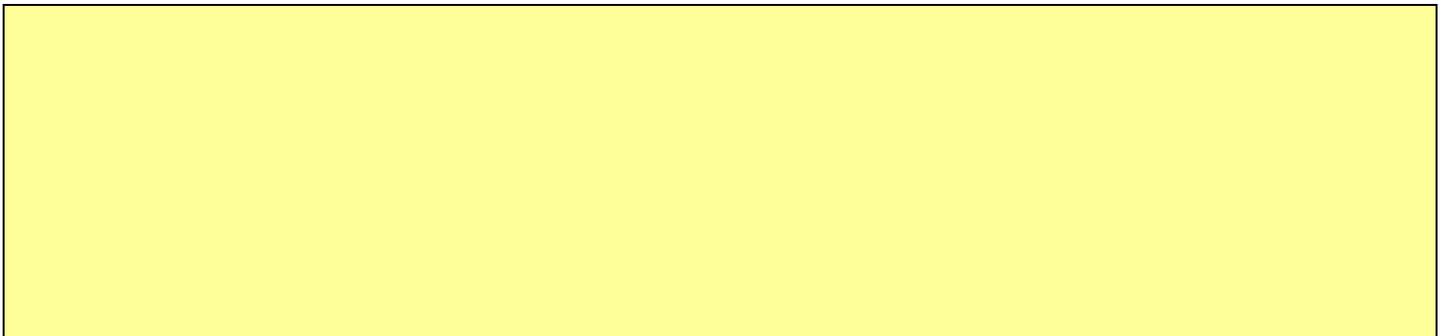


Hour 8: Most Memorable Quote



"Purpose can save your life." Les Brown

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Hour 9



M O T I V A T I O N

Chapter 25 - Opportunities and Organization

When it comes to opportunities to motivate you in these chapters titled for each letter in the word MOTIVATION some may think that all the good ideas belong to someone else. Who can compete with today's geniuses like Gates, Zuckerberg, or Bezos? Many years ago there was a quote that stated, "Everything that can be invented has been invented." Who came up with that? Denis Waitley disputes that idea with a new trend in more flexible companies that create huge opportunities. Jim Rohn asks, "Is it possible to be worth millions?" Tony Alessandra in, *Secrets of the Ten Great Geniuses* explains what he means by 'Applied genius' by discussing Thomas Edison. Mark Victor Hansen offers some million dollar ideas. Roger Dawson knowing who we are at the right place and right time. Brian Tracy gives advice about starting your own business with learnable skills.

Chapter 26 -Time

What is pulling you into the future? Mark Victor Hansen and Jack Canfield in, *The Aladdin Factor*, show the benefits of asking master of the lamp to grant our wishes. Jim Rohn asks, "Where will you be in five years?" Earl Nightingale says, "If you do anything this year like last year, you will not get very far." Brian Tracy explains five keys to productivity. David Allen in, *Getting Things Done*, has five stages of control. Zig Ziglar destroys the excuse about the lack of time.

Chapter 27 - Ideas and Inspiration

Two and a half million years ago the big disrupters involved stone tools and fire. We've come a long way from fire to a complete solar roof that looks like any other roof without those ugly panels that stick out. If you think day dreaming is a waste of time, we move on to the letter 'I' in MOTIVATION to discuss ideas and inspiration. Denis Waitley says become an innovator with four modes of thinking. Earl Nightingale has advice on good ideas and action. Peter McLaughlin say to master your state of mind PMA. Joe Vitale says our awareness is key to success.

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Hour 9: Most Memorable Quote



What do you wish?

What do you desire?

Disciplined Eager Desire

I wish I could

I Have the 'eager desire' to

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Applied Genius



The ability to take ***what is***, and create ***what can be***.

What can I do to improve something that exists but can be better if

I will become wealthy by improving

Look what Thomas Edison did with electricity.

A young Napoleon Hill learned from Thomas Edison to create the *Laws of Success*.



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Hour 10



M O T I V A T I O N

Chapter 28 - Vision and Value

What can you do to make life better? Is it just better for you, or the community as a whole? This comes down to the vision you have based on your values. Tony Alessandra & Terry Paulson explain values in the eyes of others. Larry Winget says to get out of your own way to your purpose, and how to become more valuable. Wally Amos says in, *The Power In You*, you can accomplish your goals. Brian Tracy explains how you can do you want and how to get it. Earl Nightingale talks about your imagination period.

Chapter 29 - Achievement and Attitude

Achievement based on our attitude concerning others in this chapter for the letter 'A' in our MOTIVATION series. Jim Rohn starts off with the message that all good will be attacked, so what will you do? Wayne Dyer says we should begin by honoring our worthiness to receive more. Denis Waitley says the way to strive for excellence is to deal with rejections. Brian Tracy asks the question, "What's in it for me?" Wally Amos emphasizes the attitude to serve. Wayne Dyer says, "The attitude of gratitude is the way to win."

Chapter 30 - Target

It all starts with a list of goals. Do you have yours ready? Peter McLaughlin in the program, *Unlimited Energy*, starts this chapter for target and the second letter 'T' in our MOTIVATION series of chapters with a story about hitting the bulls eye. Jim Rohn offers advice about your list of goals. Earl Nightingale makes a point about dissatisfaction from not knowing what you want to aim at. Mark Victor Hansen offers a system to reach goals. Peter Thomson says stop early to avoid mistakes. Jim Rohn adds that we should aim at short range goals to handle the little things that move us forward to the main vision for our life.

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What is your vision?

What daily goals need to be reached to move you in the direction of the big picture, your purpose, your vision

Do you have: Skills Personality Values



- Four Modes of Thinking:
- 30% Are Victims – Blame others
 - 50% Are Sustainers – Go with the flow
 - 10% Are Dreamers – All ideas no Action
 - 10% Are Innovators – Act on Ideas

Where are you?

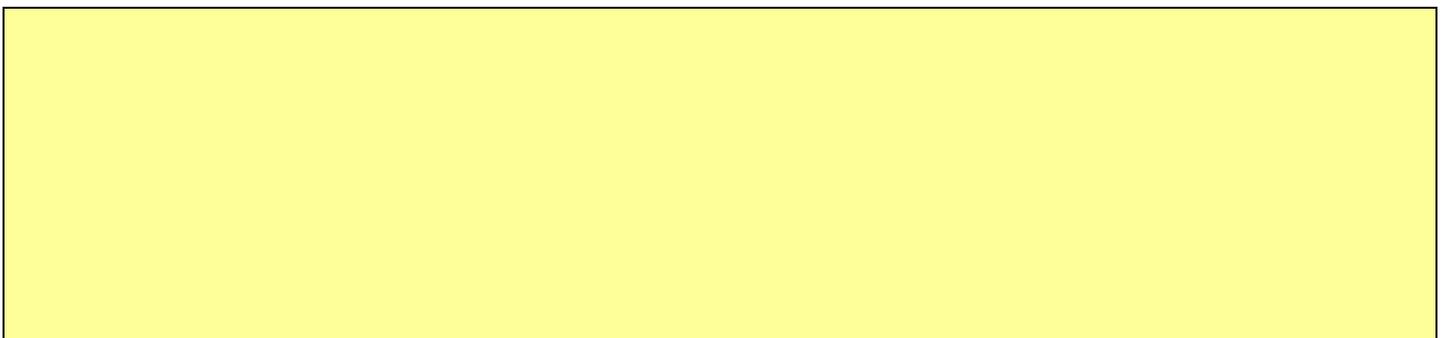
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Hour 10: Most Memorable Quote



Training doesn't work because the training seminar wears off.
Add quotes you feel has an impact and share them on social media.



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Hour 11



M O T I V A T I O N

Chapter 31 - Investment

Investing in opportunities is a skill. What about when others invest in you? Entrepreneurs are always eager to meet people who will listen and invest in their ideas. This chapter for the second 'I' in the MOTIVATION series explains the investment we have to make to get what we want. We'll hear Earl Nightingale, *Our Changing World*, Brian Tracy, *Getting Rich in America*, Robert Allen, *Multiple Streams of Income for a New Millennium*, and Larry Winget, *Get Out of Your Own Way*.

Chapter 32 - Other People

Find a need and fill it. That is the fundamental of wealth. The second 'O' in MOTIVATION is for the other people we need and depend on for success. What comes first; the problem or the need and the solution to fulfill the need, or does the size of the potential market of other people provide the answer? Earl Nightingale explains where all the money comes from since the customer is the boss. Larry Winget has one reason people get looked over. Jim Rohn says we must learn from others around us. Denis Waitley adds we should be a role model. Brian Tracy gives seven steps to partnering with people you need.

Chapter 33 – Neverland

When you think of the word MOTIVATION does the idea of never come up? You know the 'never give up attitude'. That is good for stamina, but not so good if there's a bad habit or bad idea that will drain you of house and home. There is something to be said for knowing when to fold'em. For the purpose of this final chapter in our ten part series based on the word MOTIVATION in the **PUMP: Get Motivated-Stay Motivated** course, let our imaginations run wild to Neverland. Earl Nightingale says it does not matter how old you are. Denis Waitley discusses our perception of time. Jim Rohn says we should ask with faith like a child, and that direction determines our destination. Leo Buscaglia offers advice on education and lifelong learning. Wayne Dyer, in the program, *What Do You Really Want For Your Children* explains ways of motivating our children. Zig Ziglar's program, *Raising Positive Kids in a Negative World* discusses the importance of fame or family. Les Brown says, "You've got comeback power- never let anyone take your dream."

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Hour 11: Memorable Quotes



“All the money you will ever make is
in the hands of someone else.”

Earl Nightingale

Earl Nightingale once said, ***“All the money you will ever make is
in the hands of someone else.”***

Add quotes you feel has an impact and share them on social media.

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A photograph of a road curving into the distance under a bright sky. A stream of US dollar bills is falling from the sky, creating a path of money down the center of the road. The bills are in various denominations, including \$20 and \$100.

**Destination can not be
changed overnight.**

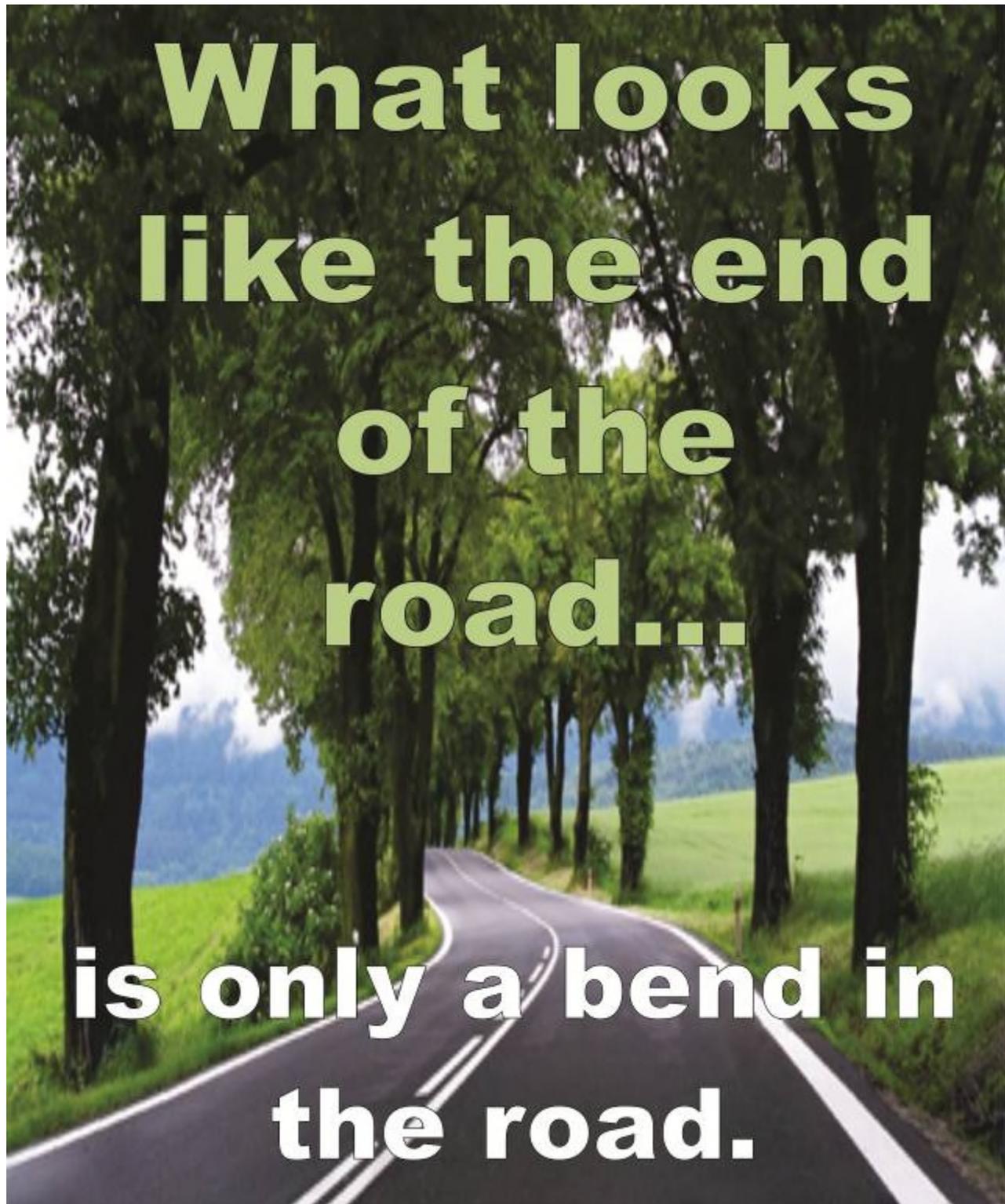
**Direction can be changed
immediately.**

Jim Rohn said, ***"It's a small journey to a new direction."***

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The Big Take Away



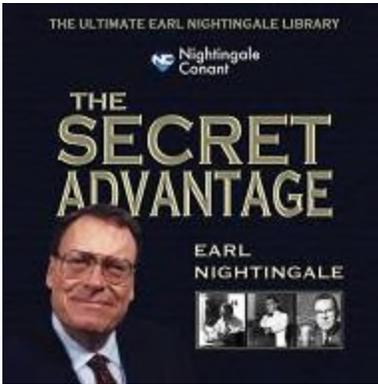
**What looks
like the end
of the
road...**

**is only a bend in
the road.**

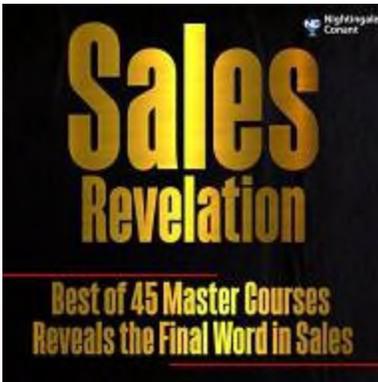
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Additional Compilation Programs with Joe Nuckols from Nightingale Conant



Powerful **Earl Nightingale** messages organized into four skill sets demanded by leading corporations. The complete program includes 64 episodes - over 21 hours of life-changing powerful ideas. All you need is one idea that engages your unlimited potential, and you will get anything you want.

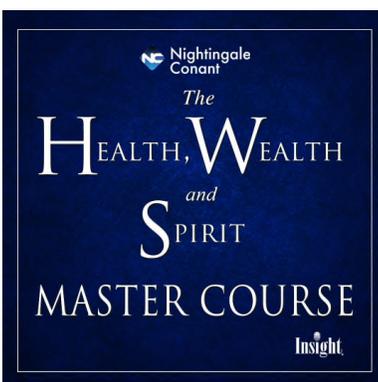


Become the sustaining resource as a sales professional or entrepreneur in today's tough competitive market. The way people buy may change, the way people sell only gets better. Discover the proven principles from 45 best-selling courses from the extensive Nightingale Conant library. **Sales Revelation**, the ultimate collection of Nightingale Conant's best-selling sales and business leaders share 33 select 20-minute topics with over 11 hours edited into an easy-to-use format.



Everyone ends up somewhere - the question is where. **The Goals and Vision Mastery Course** provides you with skills to get what you want - but much more.

This collection of select messages is taken from 64 best-selling courses from 57 proven experts. Our Nightingale Conant compilation programs are designed to make it easy for you to hear selections in a topic-driven format



The Health, Wealth and Spirit Master Course Each of us seek answers to questions that have played on the minds of humans since time began. How long can we live? Can we make our dreams come true? Create the joy and fulfillment needed to extend a rich, fun life. This course is about finding your balance. Discover the naked truth about your mind and thinking skills, your health and financial fitness, and the power of your spiritual adventure on this planet. Here's the plan to answer these and many more questions. There are three major categories we will call on our experts for help: mind, body, and spirit.

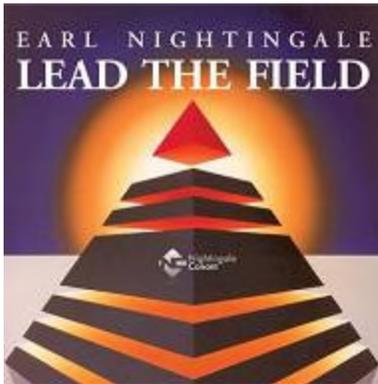
Joe Nuckols is a best selling Nightingale Conant author, producer and narrator. The banner on his website, JoeNuckols.com states, **The Way the World Is. The Way the World Can Be.** That is a mission statement to bring you answers that will pull you into a future of unlimited success.

Check out the full complete programs from Nightingale Conant best sellers.

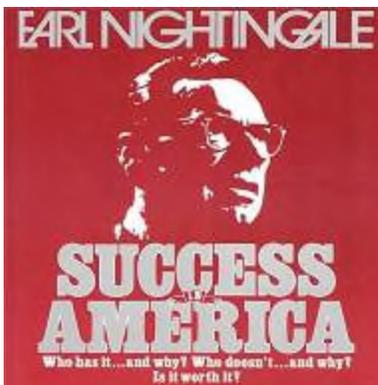


Programs Included in this Course

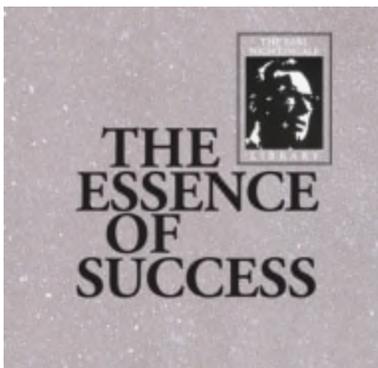
Specific topics have been selected from these best selling full length un-edited courses



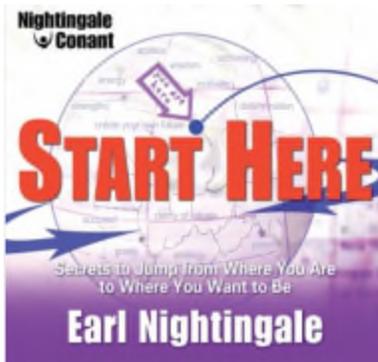
Profit from the "Program of Presidents" in ***Lead the Field***. Hundreds of thousands of people have profited from the wisdom and savvy of *Lead the Field*! In fact, *Lead the Field* has often been referred to as the "Program of Presidents" because so many top executives have incorporated Earl's guidance and wisdom into their management philosophies. When you listen to this landmark program you'll be awestruck by the simplicity and timelessness of Earl Nightingale's words and ideas.



Understanding the difference can help us succeed and help us help others succeed. Why, in the richest country ever to grace the planet earth, do so few really "make it" in a substantial way? When financial and educational freedom are readily available to us all once we understand the factors that separate the winners from the losers. Listen to Earl Nightingale as. There's no better way than listening to the acknowledged master of the subject - Earl Nightingale. This program is loaded with information and motivation:



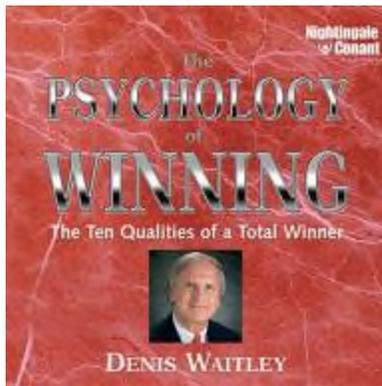
Discover Earl Nightingale's legendary problem solving program. Experience the magic that started the personal and professional development industry and created Nightingale-Conant.



Secrets to Jump from Where You Are to Where You Want to Be
No motivational speaker delivers the goods like Earl Nightingale. His work shows his incredible research abilities, drawing ideas from some of the greatest minds in history. From the ancient Greek philosophers to present day commentators, he has read and digested the great works. And he has added to the library of human knowledge with his own original and creative commentaries on life and the ways of successful living. He is everyone's mentor and his words can be your inspiration for achieving success.

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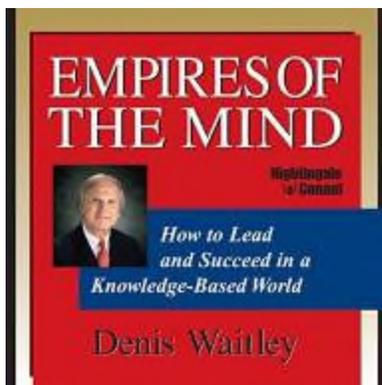
The Psychology of Winning will teach you how to program your mind for success and achievement. Whether you realize it or not, you are in the game! And winning is only an attitude away. The outcome of the game is on your shoulders. So ask yourself:

Is my career a runaway success?

Am I a champion to my family?

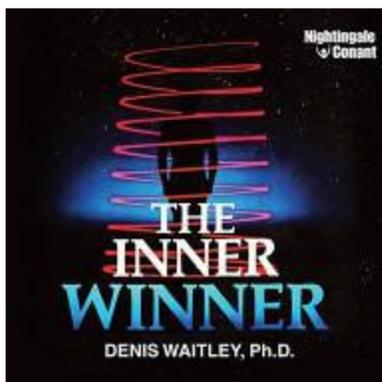
Am I excited to get up every morning and start another day in my own shoes?

Winners can honestly answer each question "yes."

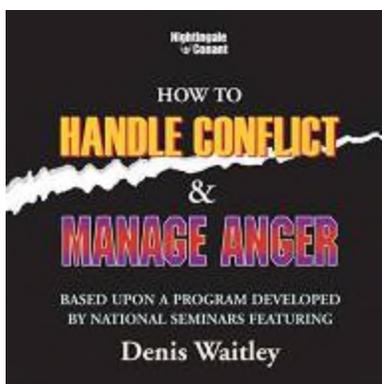


Denis Waitley has developed for you this revolutionary new program, *Empires of the Mind*. This program goes to the very heart of your life today, both professional and personal, and examines your prospects for the future. You'll learn how to discover and exploit your core passion-finding the skills you were born to develop and using them to increase your personal motivation, success and achievement.

Listen as one of the few true self-development legends tells you how to "fireproof" your career in today's volatile business climate while developing the qualities of personal integrity and sincerity necessary to lead others and to lead a personal life full of satisfaction.



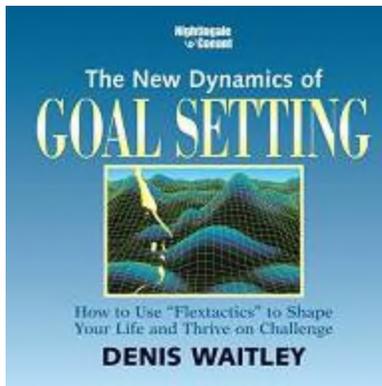
Denis Waitley has studied and counseled winners in every walk of life, from top executives of Fortune 500 companies to Super Bowl champions, astronauts, and returning POWs. During the past decade, he served as Chairman of Psychology on the US Olympic Committee's Sports Medicine Council, responsible for performance enhancement of all US Olympic athletes.



Life is too complex for anyone to expect to exist in a perennial state of harmony and bliss. The reality is that in the daily push and pull of our lives there are many sources of conflict and anger. Despite the negative image, however, conflict and anger need not erupt in disaster. They can often be opportunities for developing new skills, furthering personal improvement and growing toward full potential. But you must take advantage of them. In this program Denis Waitley discusses the proposition that it's not so much what happens in our daily lives that matters, but how we perceive and respond to those events that determines our success or failure.

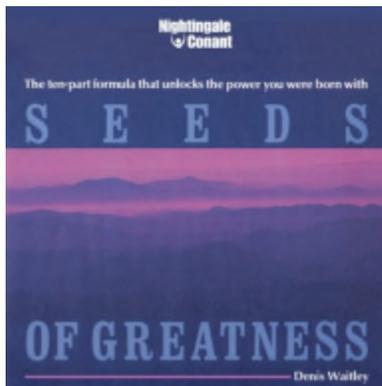
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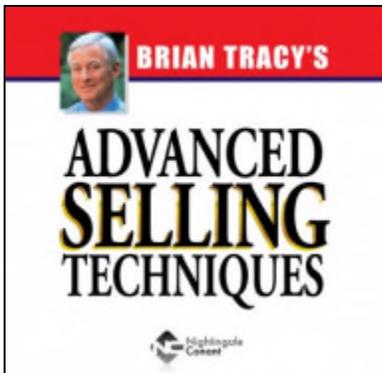


The future belongs to the flexible: Learn to achieve your goals in a rapidly changing world!

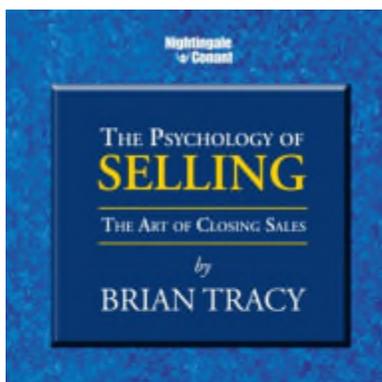
The New Dynamics of Goal Setting will not only put you on track toward achieving your success, but it will help you remain flexible and focused no matter how your career changes, no matter what obstacles or opportunities may confront you. Using the Flextactics System, this program is designed for high-performance individuals like you, who know your primary goals in life and want to learn new strategies that will help you reach them.



In Seeds of Greatness, Denis Waitley shows you how to nurture the greatness within you and gives you a system that allows you to do in months what many psychologists take years to accomplish. Denis outlines what he believes to be 10 attributes, or seeds, that can lead to a fulfilling life.



Learn the critical issues involved in selling to professional buyers in large organizations. Understand how to make prospecting easier and more effective. Become the preferred vendor of your product or service. Designed for the experienced professional who wants to earn more money, Brian Tracy's Advanced Selling Techniques will refine your strategies for today's customers and markets.

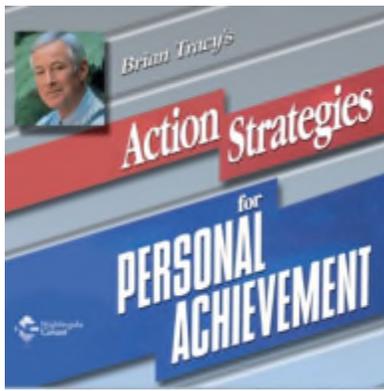


The Art of Closing Sales

For salespeople on commission, the financial sky's the limit! All it takes to reach the stratosphere of sales success is desire, commitment, and specialized knowledge. You provide the first two — let Brian Tracy supply the rest. The “graduate level” sales training program, *The Psychology of Selling* reveals closing techniques that could triple your commission.

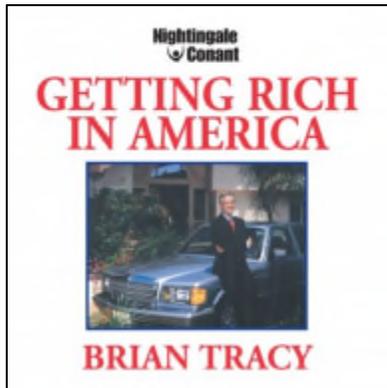
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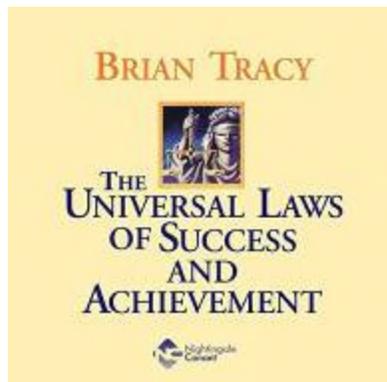


Achieve the success you've always dreamed of!

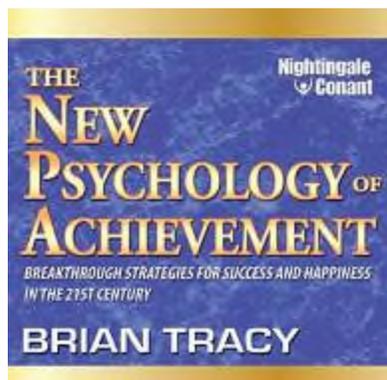
Want to create a wealthy, financially free life for yourself and your family? Attain a fulfilling personal life and high career goals? If you answered yes, then this course is what you have waited for! Filled with actionable techniques you can implement immediately, this monumental work will show you how to be twice as successful as before, faster than you ever imagined.



Learn the strategies of America's wealthiest people! Brian Tracy has the ideas, methods and techniques that have brought success to thousands of achievers and money-rich people. And those same success systems will work for you! The only difference between them and the average wage earner is that they've been implementing the strategies that Brian discusses in *Getting Rich In America*. Each year 100,000 people become millionaires. Why not you?



Brian Tracy has spent his life seeking answers, and he didn't do it in the hallowed halls of academia or from behind the desk of a consultant's office. He did it as a deckhand and a farm worker, as a construction worker and a factory worker - and the laws of success he learned have made him a millionaire many times over. These laws apply in every time and place, and can be used by anyone to enhance his or her life. Some of these laws were written as far back as 2000 BC by the ancient Egyptians, and they've been mentioned in literally thousands of books throughout the centuries.

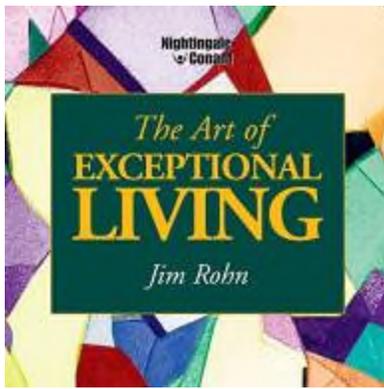


Accomplish more in the weeks, months, and years ahead than you ever imagined possible! *Now completely updated!*

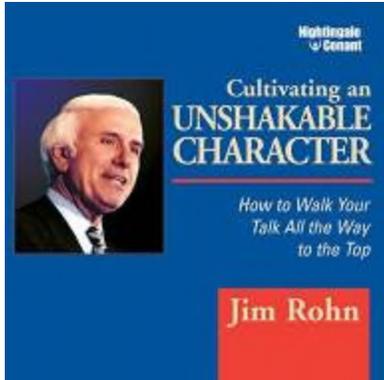
The all-time classic - completely updated to meet the needs of the 21st century achiever! *The Psychology of Achievement* is an all-time classic in the Nightingale-Conant library, with over one million copies sold to date. Since its original publication, Brian Tracy has become established as one of the world's leading experts in personal development, the Number One-selling Nightingale-Conant author of all time, and a mentor to countless other speakers and thought leaders in the personal development industry.

Check out the full complete programs from Nightingale Conant best sellers.



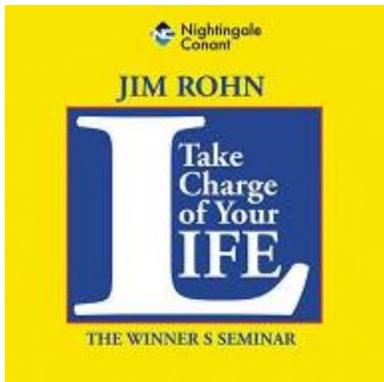


The Art of Exceptional Living by Jim Rohn is the can't-miss guide that shows you how to begin living life according to your own rules. Catch up on your success and attain all you want and need. Let success expert Jim Rohn teach you how to master the art of living exceptionally well! Jim will teach you the importance of self-education, developing new skills, and how to start your own personal success library filled with information that will make you more knowledgeable as well as more employable. Jim Rohn is credited with inspiring and teaching the likes of Anthony Robbins, Les Brown, and countless others various success principles in the areas of financial independence, education, relationships, and much more!



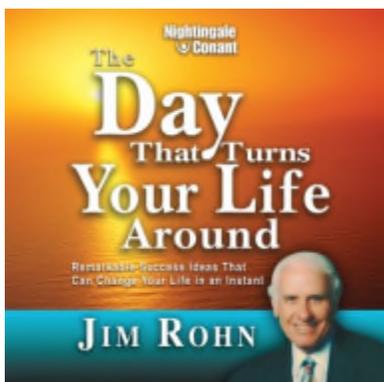
Name the one quality that can take you to the top and keep you there! According to Jim Rohn, the answer is character - the collection of qualities synonymous with greatness. When you have character, you're a person of substance, and you truly deserve the personal and professional success you'll attain.

Cultivating an Unshakable Character by Jim Rohn is a spellbinding program in which you'll uncover the 12 pillars of character that form the indestructible foundation for personal and professional success. Discover how to develop uncommon courage, why it pays to adopt a "the-buck-stops-here" attitude, and how to make yourself a more confident leader.



The Jim Rohn Philosophy: Take Charge of Your Life

"When talking about personal success, I like to ask four questions. Why? Why not? Why not you? Why not now?" Why not acquire the means to travel first class through life, to see the Mona Lisa firsthand, to swim the crystal waters of the Bahamas, to sample the food in Paris or Africa? Why not do it all? There's really nothing like a view from the top.

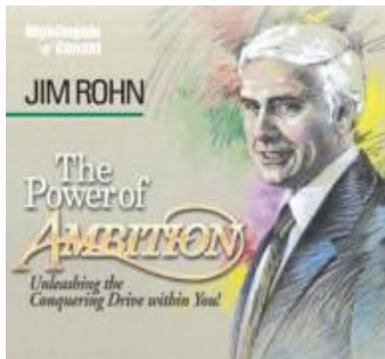


Remarkable Success Ideas That Can Change Your Life in an Instant

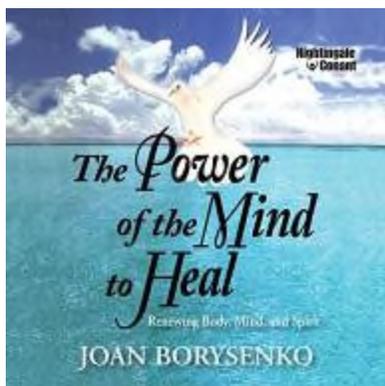
Some people waste years, decades, even their entire lives waiting for that extraordinary lightning bolt that will change everything for them. But those whose lives really do change in dramatic ways can almost always trace the change back to something much simpler. One subtle, unsuspecting moment. One episode, one realization, one action. One seemingly insignificant step that put them on a completely different path... and ultimately led them to their dreams.

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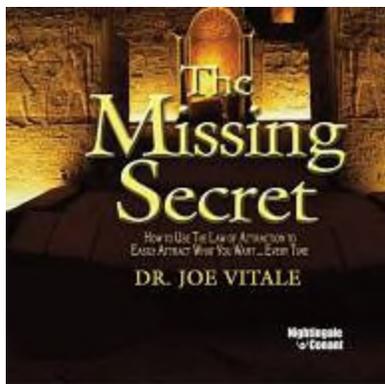




Ambition can be a powerful force for good in our lives. But only if it is legitimate. Legitimate ambition is an In *The Power of Ambition: Unleashing the Conquering Drive Within You*, renowned speaker and author Jim Rohn reevaluates the role of ambition in all aspects of our lives, exploring the facts, debunking the fiction and revealing the six life-changing steps anyone can take to build their legitimate ambition. **Let Jim Rohn be your guide as you learn how to use your ambition not only to change what is going on around you, but what is going on within you.**

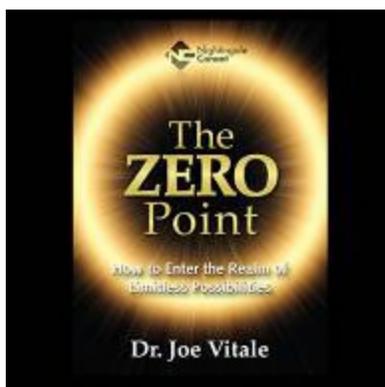


Joan Borysenko teaches the process of healing is one of self-realization. It is a peeling away from the fears, concepts, and negativity that obscure the light of our own true nature and its innate essence of compassion, creativity, wisdom, and love. As negativity is transformed, the physical body often heals as well. Life is an exacting teacher, constantly challenging you to transcend your fears and find your essence. Drawn both from modern psychology and the great spiritual traditions of the world, *The Power of the Mind to Heal* is an audiobook that presents transformative methods of overcoming negative patterns and finding the higher self.



The Missing Secret
How to Use the Law of Attraction to Easily Attract Whatever You Want... Every Time

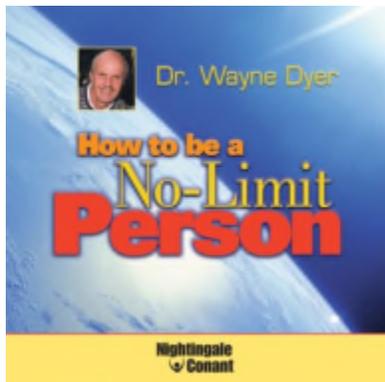
The phenomenal popularity of *The Secret* film and book has put widespread attention on the age-old universal force known as the Law of Attraction. Millions of people around the world have been ignited by the possibility that they hold the power to create the life they want. Few people are more familiar with the true impact of this phenomenon than bestselling author and world-renowned marketing mastermind **Joe Vitale**.



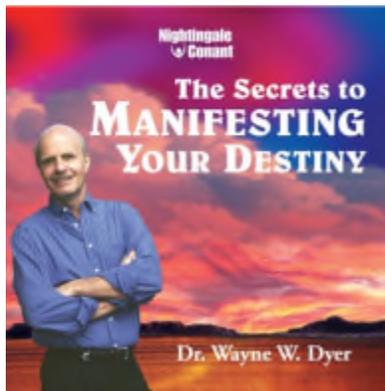
Let Dr. Joe Vitale guide you into the realm of limitless possibilities that begins at... **The Zero Point!** Imagine that in any moment - every moment - you could receive pure, direct, unfiltered information from God/Source/the Divine on the best action to take, the absolute right thing to do, the most beneficial choice to make. After 30+ years of study and practice, Dr. Joe Vitale has arrived in that place of magic and miracles. In *The Zero Point*.

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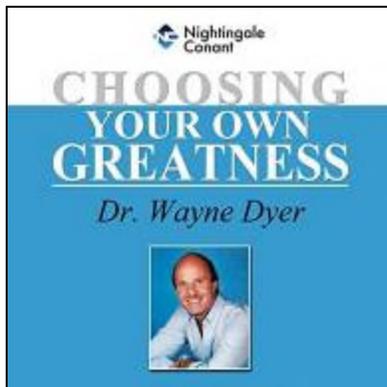


In *How to Be a No-Limit Person*, Dr. Dyer shines a sometimes irreverent, always insightful light on the significant and subtle ways we defeat our own calm, happiness, success, and sanity. With the straightforwardness and humor that continue to captivate audiences around the world, he shows us how and why we allow and sometimes even encourage circumstances outside of us to disturb our inner harmony. On this path, you achieve anything you set your mind to do. You're happy and productive no matter what the circumstances. Life's little frustrations just don't upset you anymore. You face your fears and challenges, and find ways to grow beyond them.

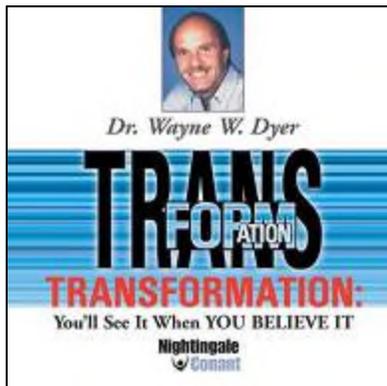


Within you is a divine capacity to manifest and attract all that you need or desire

Can you imagine being able to manifest anything you want in life? You can make problems go away by themselves and bring every joy and reward your heart truly desires into your life. What most of us are taught to believe about reality conflicts with this idea. And yet everyone has this ability within themselves. You have already seen the results in your own life.



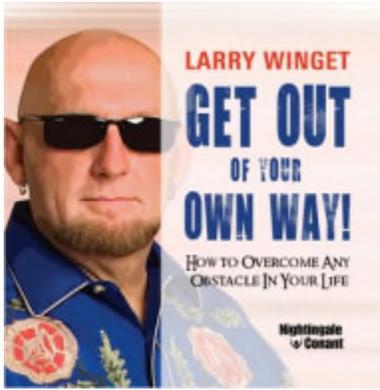
According to the news media, **Dr. Wayne W. Dyer** is an author, a psycho-therapist, a college professor, a lecturer, a TV and radio personality, and a consultant. To his fans everywhere, he's much more than that. Wayne Dyer is a respected and highly regarded analyst of life, and its meaning. Many consider him America's number-one problem solver and life enhancer. That Wayne Dyer is a legend in his own time there can be no doubt.



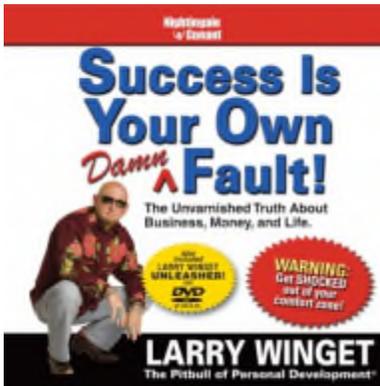
Wayne Dyer lives the philosophy he espouses in this audio program. It is an approach to life advocated by many others, including the late Albert Einstein. Notes Dyer: "Albert Einstein said that a human being is a part of the whole which we call the 'universe.' He experiences himself, his thoughts and his feelings, as something separated from the rest of humanity, a kind of optical delusion of his consciousness. This delusion is a prison restricting us to our personal desires and to affection for a few persons nearest to us. Our task, as Einstein said, is to free ourselves from this prison by widening our circle of compassion to embrace all living creatures and the whole of nature in all its beauty." Let Dr. Wayne Dyer help free you from this self-imposed prison, as he has helped thousands of other people over the years.

Check out the full complete programs from Nightingale Conant best sellers.

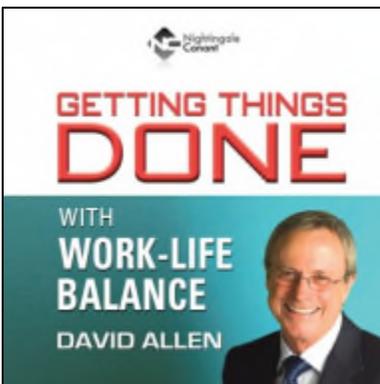




You're sabotaging your own success — and Larry Winget can prove it! Larry Winget, exposes the things you are doing right now to unknowingly prevent your own success in the most important areas of your life: business, family, health, parenting, money and more — and offers you his self-proven action plan for change. By following the straightforward, commonsense plan Larry presents in this program, you'll be able to remove the one and only obstacle standing between you and the things you really want in life: YOU.

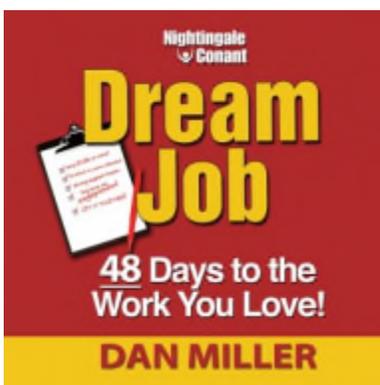


Discover the UNVARNISHED TRUTH about what it *really* takes to get what you want in life! What Larry Winget is interested in is telling the truth about success and how to achieve it. A truth that almost everyone knew once upon a time, but that almost no one seems to know today: Your success isn't dependent upon your background, your company, your spouse, the economy, the latest bestseller on the self-help charts, or who's sitting in the Oval Office. Your success is your own damn fault!



Clear the Path for Stress-Free Super-Productivity at Home and at The Office!

Ever wonder why some folks just happen to get things done without going into crisis mode? Why do certain people leave the office fairly routinely at five, while others constantly need to burn the midnight oil? Why do some people, no matter how busy they are, get more tasks delegated to them but somehow manage to get them all done, with minimal stress? Discover a 5-phase automated system for kick-starting your most productive and rewarding life — at work and at home.

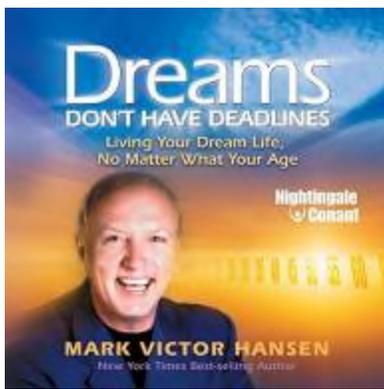


48 Days to the Work You Love!

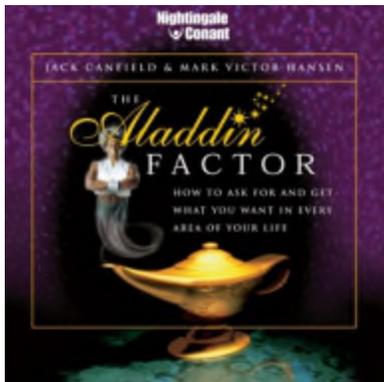
Are you is satisfied, unhappy, or downright miserable with what you currently do for a living? Have you thought about doing something different, but just don't know how or where to start? Do you wish you could find work that fulfills you and still makes you good money?

Check out the full complete programs from Nightingale Conant best sellers.



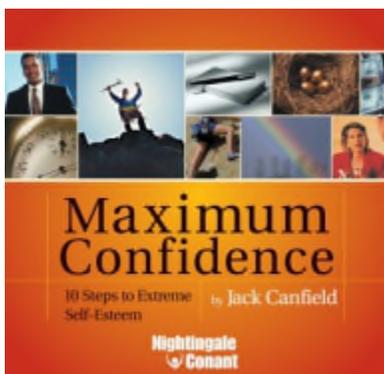


No one knows more about making dreams come true than **Mark Victor Hansen**. As co-creator of the hugely successful *Chicken Soup for the Soul®* series, Mark is responsible for the sale of more than 60 million books, with the numbers rising every day. Learn the tools, techniques, strategies, and tactics to live the life you know that you were meant to live. It's all in **Dreams Don't Have Deadlines**.

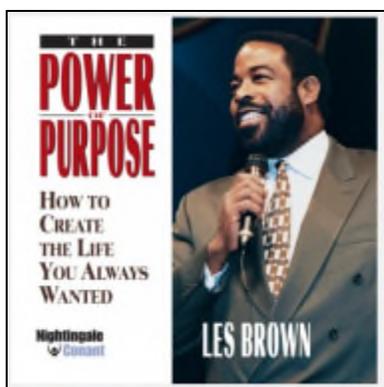


Now, from the brilliant team who create the best-selling Chicken Soup for the Soul series, Jack Canfield and Mark Victor Hansen, comes an all-new audio program that addresses the perplexing, yet universal condition - ***The Aladdin Factor: How to Ask For and Get What You Want in Every Area of Your Life.***

Anything is possible — if you dare to ask



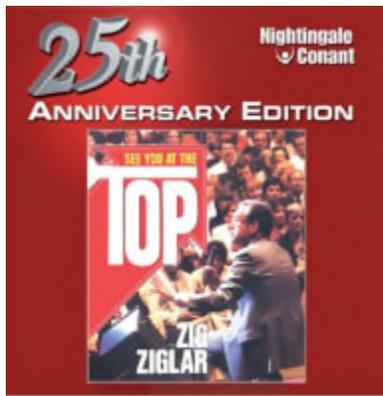
According to Jack Canfield, you will be able to "produce miracles" with the life-changing ideas you're about to hear in *Maximum Confidence: 10 Steps to Extreme Self-Esteem*. That's because when you feel good about yourself, you attract the people and events that empower you for more success than you've ever dreamed possible. In this amazing audio program, you'll learn to develop winning habits that will pay off for you everyday. **You'll discover how to celebrate and capitalize on your strengths and how to accept your weaknesses without guilt or remorse.**



All of us have what it takes to make it in today's competitive and changing world. The key to ultimate achievement has very little to do with your education or skill level. **The secret to accomplishing great things is simple: Find and pursue the kind of work you are meant to do—your "purpose."** There are so many opportunities, it's a wonder anyone finds their true calling. **So ask yourself: "What do I really want out of my life?"** Les Brown's *The Power of Purpose*, will not only help you answer that question, it will also lead you step-by-step toward making each and every one of your dreams come true.

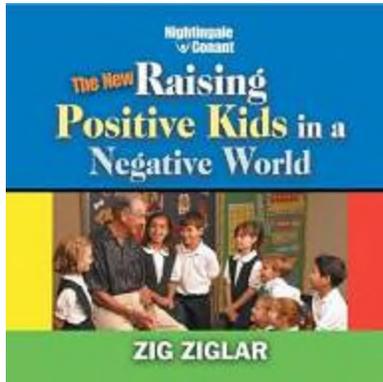
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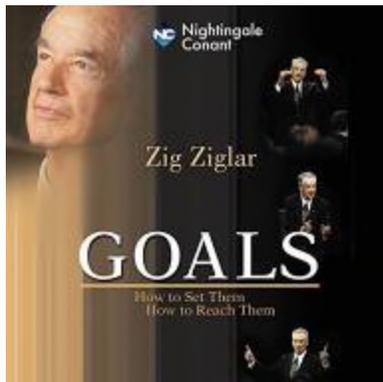


Become a Winner Among Winners

Recorded at one of Zig's popular seminars, this outstanding audio program amuses, informs, inspires, delights, and motivates as only Zig Ziglar can. He speaks to you as if you were a guest in his living room. His philosophy is based on self-confidence, traditional values, and uplifting thinking. The homespun stories that are his trademark only add to your enrichment.



In today's fast-paced ever-changing society, parents are hit with more controversial, pressure-packed decisions to make than ever before. With the Internet, cable television, and video games bombarding our children and attempting to make an assault on their minds daily, what are parents to do? Zig Ziglar, one of America's most prominent motivational speakers and success coaches now brings you the guidelines that you need to face life's parental challenges. In this updated version of Zig's classic audiobook **Raising Positive Kids in a Negative World**, Zig shows you that today's parenting challenges really aren't so different from the challenges of the past.

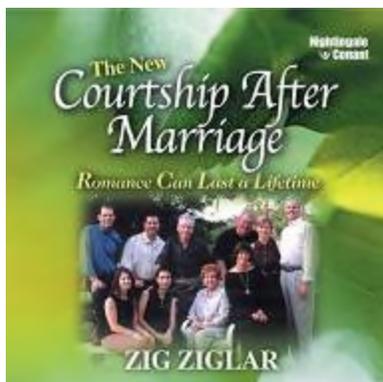


Set goals...and reach them!

Without clearly defined goals, you simply can't achieve the success you want!

In **Goals**, Zig Ziglar guides you through a clear, beautifully organized "success trip". Along the way you'll learn how to recognize and set your goals.

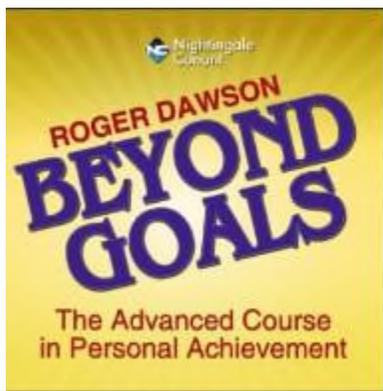
You'll learn techniques for finding extra time you didn't think you had and for cutting down big goals to easy-to-handle size. Now you can take advantage of this all-important opportunity to write your "business plan for life".



Zig Ziglar and his beautiful wife Jean were married for more than 50 years. In **Courtship After Marriage**, Zig shares his personal experience, the ups and downs that he has encountered in his own marriage, and how these experiences have strengthened his marriage beyond what even he dreamed possible. Zig teaches couples how to focus on their own marriage and invest themselves in simple, effective strategies that can make their marriage everything it was meant to be. Strategies that have stood the test of time and the stresses and pressures we all face day-to-day.

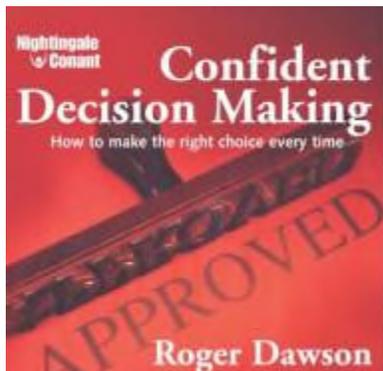
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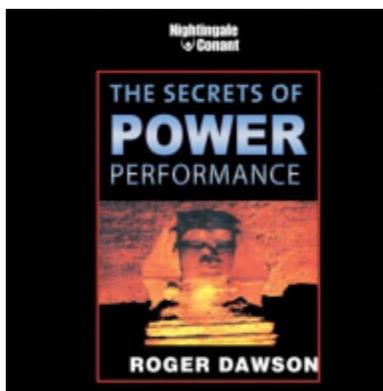
The Advance Course in Personal Achievement

Never resting on their laurels and always moving on to their next goal, people become super-achievers only when they believe that good enough isn't good enough for them. These are the personality types that get everything they want out of life. In *Beyond Goals*, Roger Dawson shares the life-changing results of his research into the lives of super-achievers.



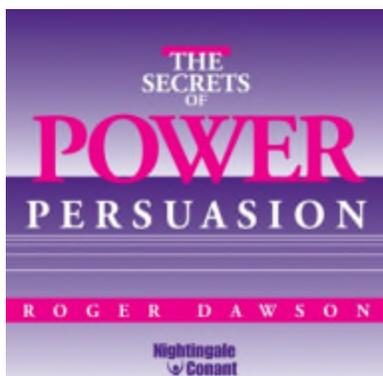
***Confident Decision Making* will show you:**

Ten Creative Ways to Expand Your Options -
When to "Huddle" and When Not to -
What Causes "Drift" in Information Analysis -
The Eight Characteristics of Confident Decision Makers -
Why Changing Your Mind Is *Always* an Option - especially for the confident decision maker.



The potential for power performance is in all of us!

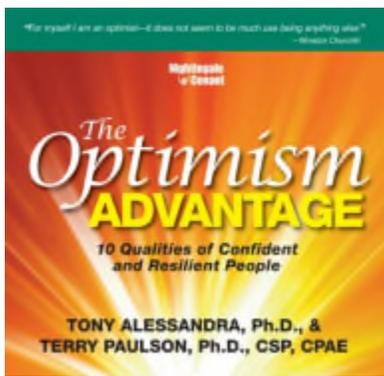
Releasing this untapped energy can set you on the road to understanding ***The Secrets of Power Performance***. In this comprehensive program, Roger Dawson presents a guide to living a more fulfilling life. Through his insight, experiences, and instruction, he challenges you to become a Power Performer. You'll learn to identify and overcome the things that are holding you back. As you begin to grow into a Power Performer, you'll begin to take responsibility for your own life. You'll develop methods of dealing with everyday experiences. You'll promote a wellness of being ... a sense of strength for interacting better in business and in personal situations.



With ***The Secrets of Power Persuasion*** you'll discover: Why credibility and, above all, consistency are the cornerstones of getting others to do what you want, Step by step, you'll learn to develop an overwhelming aura of personal charisma that will naturally cause people to like you, to respect you, and to gladly agree with you. **It's just a matter of mastering the specific, practical behavioral techniques that Roger Dawson presents, and it's easy when you follow his logical, down-to-earth methods.**

Check out the full complete programs from Nightingale Conant best sellers.

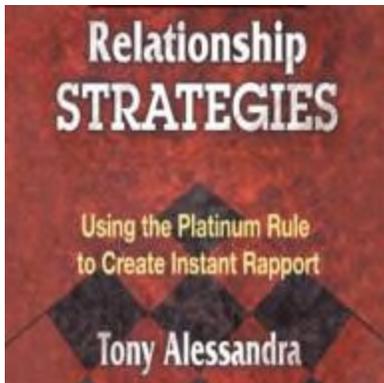




Forget everything you *thought* you knew about optimism.

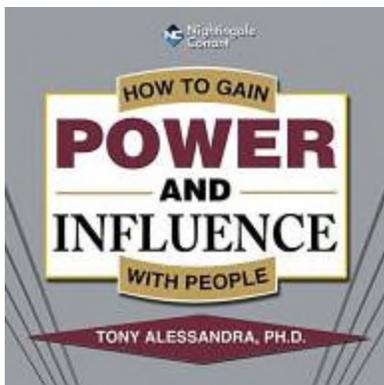
Because it's not empty motivational hype. Once you make the choice to engage the full power of optimism and leverage **10 essential qualities**, it becomes one of the most life-electrifying choices you have at your disposal. Introducing a powerful, humor-filled, and inspiring new audio program from two thought leaders—who also happen to be die-hard optimists—Dr. Tony Alessandra and Dr. Terry Paulson.

It's called ***The Optimism Advantage***. Simply listen, and you'll trade feelings of frustration, doubt, and stress for the flexible optimism, innovative resourcefulness, and strategic persistence that the unshakably confident people exhibit every day.



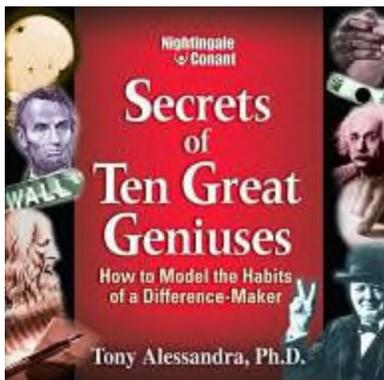
Use the “Platinum Rule” in relationship strategies to overcome personality differences and easily achieve your goals and objectives! Everyone knows the Golden Rule: “Do unto others as you would have done unto you.” But this habit can turn off those who have different needs, wants, and hopes than we do. Instead, the real key to lasting success is to apply the Platinum Rule: “Do unto others as they would like done unto them!”

In ***Relationship Strategies: Using the Platinum Rule to Create Instant Rapport***, Tony Alessandra will show you how to do identify other people's styles and adjust your own behavior accordingly, in order to remove barriers, lessen conflict, and move quickly and easily toward your objectives.



Power and Influence will help you...

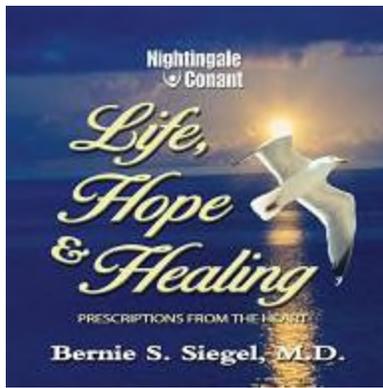
Get far more respect than the average person does
Be admired and adored, seemingly without effort
Exude huge amounts of self-confidence and self-esteem
Appear extremely powerful without being intimidating
Easily get what you want, because people instinctively want to help you.
From business meetings, to sales calls, to getting your kids to do their homework, to getting help from a store clerk... Power and Influence gives you an edge in life that few people have. When people instinctively like you, support you, and want to help you, you easily triumph over life's challenges!



To further inspire you on your journey to uncovering the genius that lies within you, ***Secrets of Ten Great Geniuses*** is thought-provoking and worthy of deeper reflection. Perhaps the genius within you yearns to be expressed **Tony Alessandra, Ph.D.**, has a street-wise, college-smart perspective on business, having fought his way out of NYC to realize success as a graduate professor of marketing, entrepreneur, business author, and keynote speaker. Tony brings a broad foundation of experience to every program he delivers, with examples, analogies, and proven solutions your team can implement immediately.

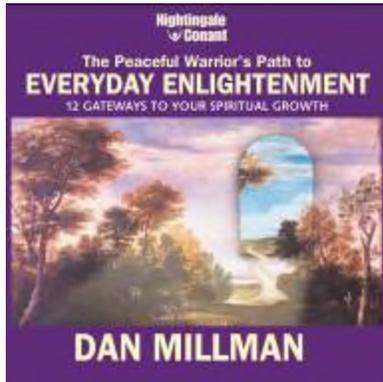
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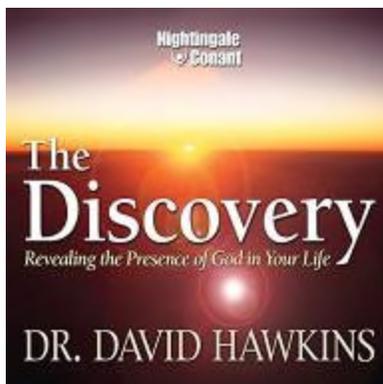
Discover the true secrets of health, peace, and happiness!

Many years ago, as a practicing surgeon, **Dr. Bernie Siegel** observed the power of the human mind to affect physical outcomes. His observations led him to explore new forms of cancer therapy that utilize a patient's own innate healing potential. Today, he is world-renowned as a pioneer in the field of holistic medicine, and an inspiration to millions of people around the globe. In ***Life, Hope and Healing***, Bernie - as he prefers to be called - shares his "prescription" for creating a full, rich, joyful, and genuinely "healthy" life.

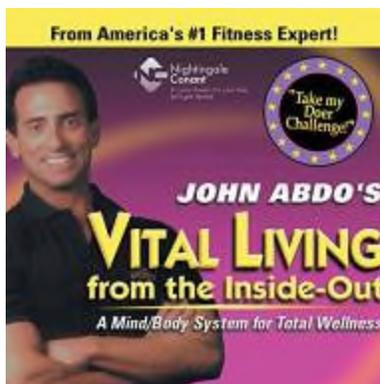


Discover Your Gateway to a More Fulfilling Life!

In ***The Peaceful Warrior's Path to Everyday Enlightenment***, **Dan Millman** connects the heart of spiritual teachings with the practical realities of daily life. He provides down-to-earth perspectives on everyday issues like money, sex, relationships ... unraveling the mysteries of body, mind, and emotions to make the spiritual ascent simple and attainable. Favoring practical outcomes over abstract philosophy, Dan Millman provides sound advice so that, entered one by one, each of the 12 Gateways frees your attention to see the Spirit everywhere, everyday, in everyone and everything — leading you to a realistic practice of everyday enlightenment.



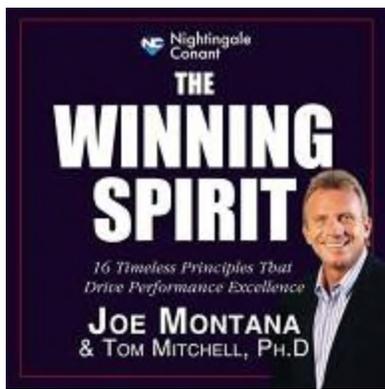
Stop pursuing enlightenment and discover the direct path to God today! **David Hawkins, M.D., Ph.D.**, has traveled along the outermost edges of spiritual evolution for more than four decades. From calling on God when he was on the brink of death to living as a hermit for 12 years to focus on spiritual study and meditation, Dr. Hawkins is a true spiritual warrior. In ***The Discovery: Revealing the Presence of God in Your Life***, Dr. Hawkins reveals critical "insider" information that provides a simple clarity for "being" and "living" the reality of the mystic in your daily life.



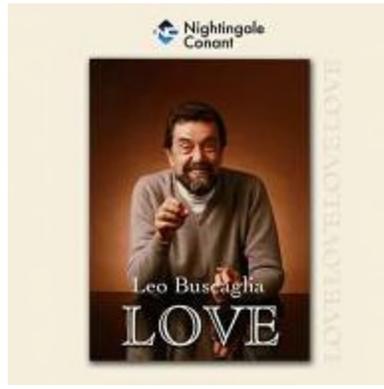
John Abdo is an expert in weight training, aerobics, polymetrics, fat loss, athletic strength training, health and nutrition. He is the co-host and co-producer of the popular weekly fitness television series *Training and Nutrition 2000* which John began in 1985. John is the personal trainer of choice for legions of athletes, fitness enthusiasts, health seekers, and people who want to feel great about themselves.

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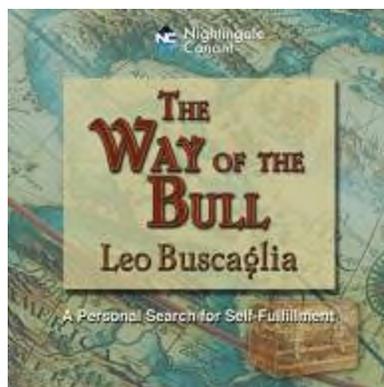
Widely considered the best NFL quarterback of all time, **Joe Montana** personifies performance excellence and personal integrity both on and off the field. Montana teams up with performance coach **Tom Mitchell, PhD**, to extend to all areas of life the truths of success on the field. **The Winning Spirit** shows that ultimately, performance excellence is fueled by personal integrity. This is the key to winning the inner game, which is about accountability and attitude as well as desire, enthusiasm, effort, and appreciation.



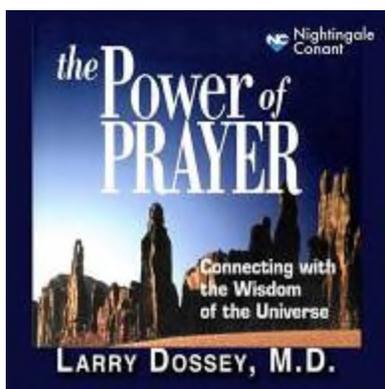
Bring the power of **Love** into all areas of your life!

Once in a while, a person steps out from the crowd with a message so powerful that you can simply cannot ignore it. That person is **Dr. Leo Buscaglia**.

At a time when things are becoming increasingly impersonal, when electronic gadgets have taken the place of face-to-face embraces, when families are embittered and fragmented, a message of Leo's is more important than ever - the message of love.



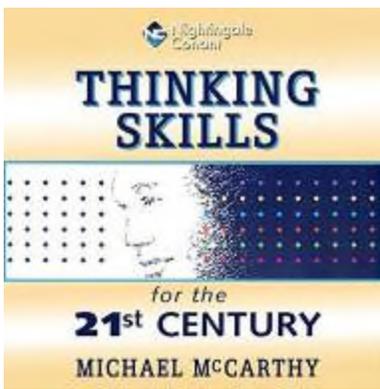
Share in a joyful, enlightening journey! In everyone's life, there's one journey that stands out...the one in which you discover yourself and your mission in life. Join **Leo Buscaglia** on his journey of a lifetime! Leo's mission: discovery of self. Rediscovery and verification of the ancient truths. And a search for beauty, friendship, and understanding. With his lifelong and seasoned traveling partners - curiosity, compassion, and love - Leo embarks on what is destined to become a lengthy, wondrous, and sometimes arduous journey in **The Way of the Bull: A Personal Search of Self-Fulfillment**. Accept his heartfelt invitation to become his newest traveling companion.



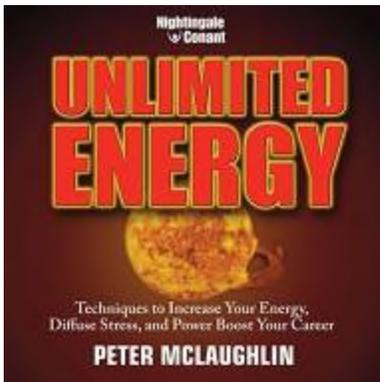
This is a program about accessing this incredible power by reaching within yourself. About accessing it in a way that mankind has used since the beginning of time. Accessing it in a way you may already be very familiar and comfortable with. Through prayer. **The Power of Prayer** is a personal journey exploring the link between science and spirituality. Recounted by a medical doctor, **Larry Dossey M.D.**, he leads you through the same realizations that have profoundly changed his own life, and his understanding of the natural world, and what our role as humans is in it. Through an examination of the scientific experiments, anecdotal third-person accounts, and stories about his own experiences in the practice of medicine, Dr. Dossey will bring you to new assumptions about yourself and the spiritual nature within you.

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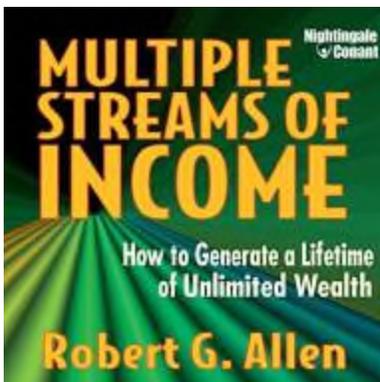




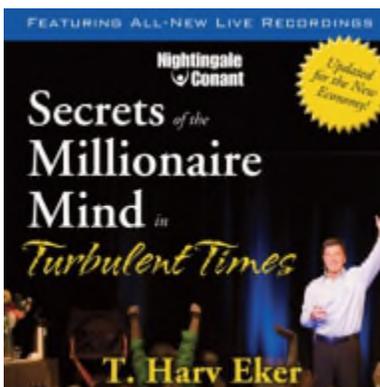
Text messages. Printouts and contracts. Magazines and newspapers. Wave after wave rolling toward you. Information demanding your attention. At home and the office. Every moment of the day. Change is happening fast. Advances in technology make it possible to produce and deliver information in the blink of an eye. It's a challenging sea of rising waters, and it's your job to stay on top. To process and digest all of this information. To put it to work to your advantage. It's essential you develop new skills keep pace with the turbulent tide. **Michael J. McCarthy's *Thinking Skills for the 21st Century*** helps you sharpen the skills.



With ***Unlimited Energy***, you can finally perform in your "energy zone" - where energy, confidence, calmness, flexibility, focus, and fun combine to create a fulfilling and vital life. From teaching you to become more productive to guiding you to improve your relationships, this program will help you live every day with incredible energy and vitality. Humor, relaxation, proper nutrition, adequate exercise, and positive thinking lead to high energy levels that make up the foundation of happy and successful lives. Over the years, **Peter McLaughlin** has conducted hundreds of interviews with everyone from CEOs to front-line employees. During these sessions, he discovered that only a few people were living their lives to their fullest potential. He also realized that the majority of people didn't know how to optimize their effectiveness, creativity, or energy.



Using **Robert G. Allen's** powerful, proven techniques, you can create multiple streams of income - income so stable and secure it can lead to a lifetime of wealth and ease. Whether your goal is to gain extra monthly income or to escape the stress of the rat race altogether, ***Multiple Streams of Income: How to Generate a Lifetime of Unlimited Wealth*** can put you on the path to prosperity, peace, and health.

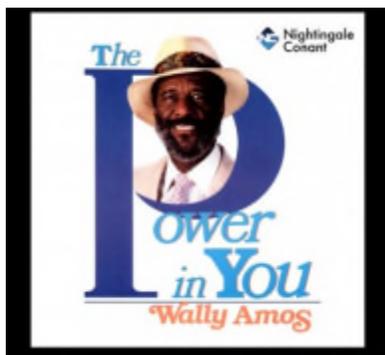


Secrets of the Millionaire Mind Revealed!

These days it appears as if there are no guarantees. The phrase "economic stability" seems to be an oxymoron, a thing of the past. If you watch any news programs or listen to any economists, their information is always bad, depressing, even frightening. The good news is that you can break away from all that! Listen to these highly sought-after seminars and follow the exercises and learn to program the Millionaire Mindset at a cellular level so it becomes ingrained in the very fiber of your being, becoming literally second nature to you and you'll say goodbye to any form of financial stress.

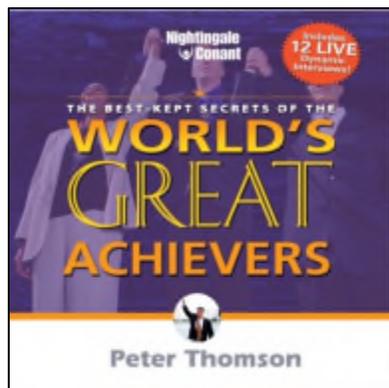
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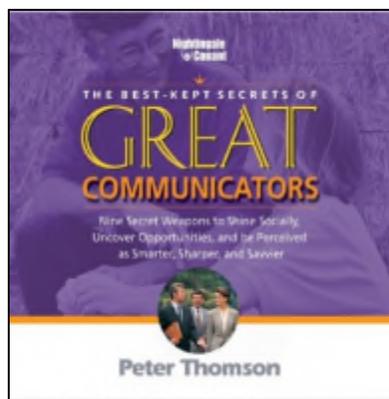


Ten Secret Ingredients for Inner Strength.

Learning the Motivating Forces Behind One of the Greatest Entrepreneurs of Our Time... How He Defied the Laws of Averages, and Won! In *The Power in You*, Wally Amos goes way beyond autobiographical details. Sure, you hear of his successes and setbacks. But you'll learn much more. You'll actually get inside his head, seeing and feeling things as he does.

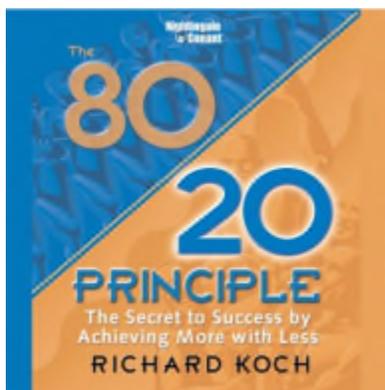


In *The Best-Kept Secrets of the World's Great Achievers*, you're also going to get to "eavesdrop" on some of the very episodes that unearthed these secrets in the first place. In these live one-on-one conversations, you'll hear from several of the high-achieving individuals Peter spoke with in the process of his inquiry. They reveal to him and to you not just their secrets, but the real-life stories that prove their power. Stories that leave you with a briefcase full of tools you can go out and use the very next day.



Nine Secret Weapons to Shine Socially, Uncover Opportunities, and be Perceived as Smarter, Sharper, and Savvier

When you investigate the most powerful and influential people in the world, you will discover that they all have something in common. Effective communication. Whether they personally possess such skills, or have hired a support team that did, ultimately effective communication was one of the fundamental keys to their success. Using the principles of powerful communication, they developed the ability to influence others in a profound way, all the while winning both respect and admiration.

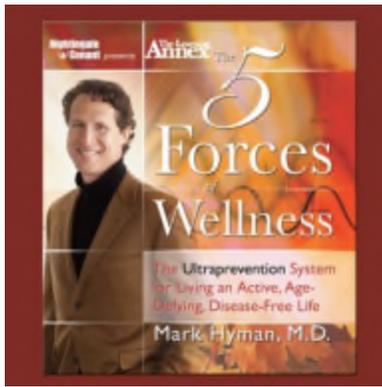


The Secret to Success by Achieving More

You've heard about it in other audio programs, you've read about it in business and personal development books, and you've heard countless people refer to the pesky "Pareto Principle" and how it greatly affects our lives – but do you actually know how it works? By concentrating on the few things that do matter, we can unlock the enormous potential of the central 20 percent and multiply our happiness and fulfillment.

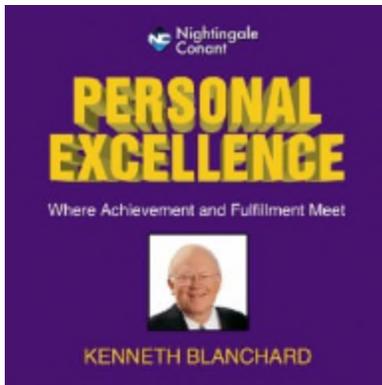
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Most of us believe that aging is accompanied by a sharp decline in our physical and mental abilities. We think getting older means getting sick. But, as you'll soon discover, disease is not an inevitable part of aging. In fact, it is even possible to become biologically younger while you become chronologically older!

In this cutting-edge program, Dr. Mark Hyman, former medical director from the famed Canyon Ranch Health Resort, unveils a revolutionary science-based program for staying active and disease-free for life. ***The Five Forces of Wellness* will work for absolutely everyone - old, young, healthy, sick, or anywhere in between.**



This pioneering program helps you chart your own personal journey to excellence. According to Ken Blanchard, co-author of the phenomenal international best seller, *The One Minute Manager*, the only success that leaves you truly satisfied is the one that makes you a more complete person. And that success will lead to all others. **Happiness, relationships, and finances — all fall into place when we begin to live for our own excellence.** *In Personal Excellence: Where Achievement and Fulfillment Meet*, Ken turns his attention toward “Life Management,” bringing greater meaning, purpose, and achievement to all the important areas of your life.

A Message from Vic Conant

I have always believed that thoughts and ideas are our most powerful possessions. For an idea can change the way we look at the world and the way we think. And, it can also improve every area of our life – career, relationships, personal wealth, and self-confidence.

Powerful ideas are at the very heart of success and are the driving force behind everything we do at the Nightingale-Conant Corporation. We are the world leader in self-development and it is our aim to help you reach your highest and most desired destination.

Vic Conant,
Chairman Nightingale-Conant



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