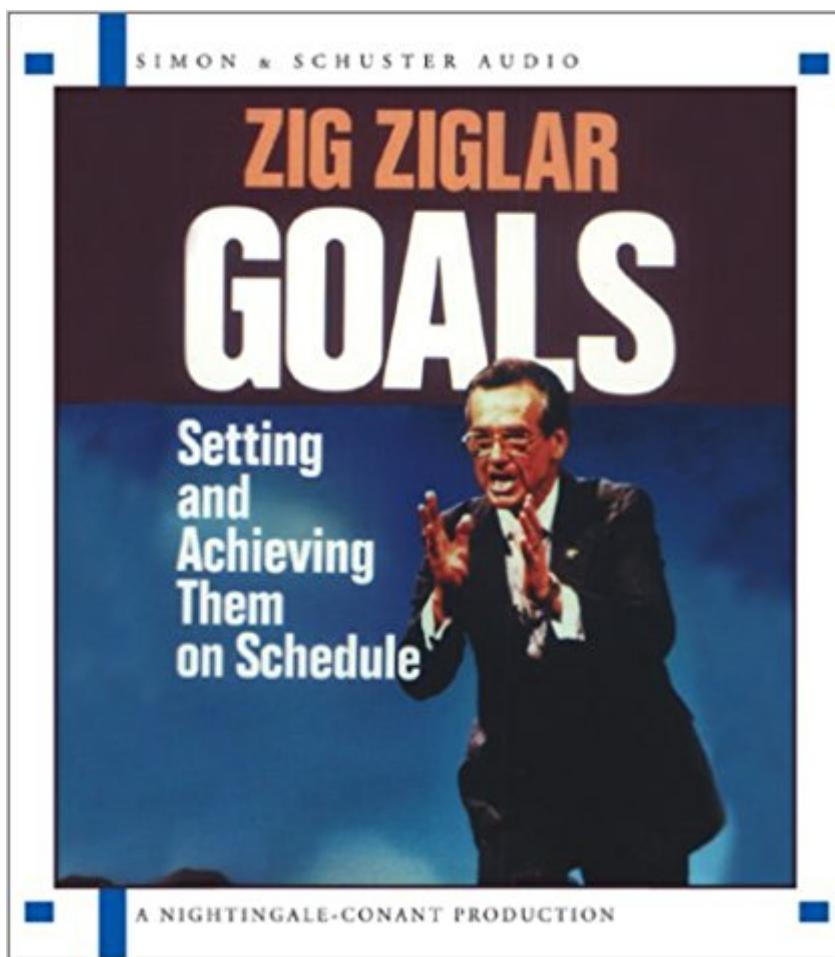


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# Goals: Setting And Achieving Them On Schedule



## **Synopsis**

SUCCESS CAN BE YOURS WITH ZIG ZIGLAR'S GOALS IF YOU HAVE DREAMS, THEN YOU NEED GOAL In Goals, bestselling author Zig Ziglar presents his dynamic seven-step formula for clearly defining your immediate and long-term goals...and then realizing your dreams. This step by step program is filled with inspiring stories from sports, business and science that demonstrate how to: Begin with a set of specific written goals Understand the reasons behind your ambitions Identify the resources you need to achieve success Develop a scheduled plan of action You'll learn how to work around obstacles and change your strategies without changing your vision; how to become a team player, how to master your time; and how to set goals for everything you want in life. Goals create motivation; motivation creates energy; energy helps make your dreams a reality. Take the first step toward reaching your aspirations and set your goals today!

## **Book Information**

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## **Customer Reviews**

Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers Secrets of Closing the Sale, Success and the Self-Image, 5 Steps to Successful Selling, How to be a Winner, and How to Get What You Want. Zig Ziglar has motivated the sales forces of multi-national corporations, as well as the thousands of individuals who have attended his seminars and read his books. He is the president of the Zig Ziglar Corporation and the author of the bestsellers Secrets of Closing the Sale, Success and the Self-Image, 5 Steps to Successful Selling, How to be a Winner, and How to Get What You Want.

Mr. Zig Ziglar makes his insightful points with candor, and humor. My 3 takeaways after listening to him ~ 1/2 dozen times are

- 1) Write your Goals downIf you want to achieve your goals and are serious about accomplishing them. Write them down. 99% of people do not write their goals down, and never achieve their goals.
- 2) Make your goals publicWhen you tell people about your goals, you are on the "hook" to achieve them. Goals not written down or kept in secret or private, seldom or never get accomplished because there is no accountability.
- 3) We live every day, and hope to die onceWe don't live once. We live every day. Goals help us to live better everyday. Instead of hoping to get through the day, make each day a cherish able day.

Mr. Zig Ziglar is wonderful inspirational human being whom has dedicated his life to making living better.

William TehInvestor | Author | EntrepreneurTTTrends Investments

This is truly an excellent audio which has been worth many times its price to me. I have listened to it literally hundreds if not thousands of times over the last twenty years and it has helped me in my life to be successful in a variety of positions, through career transitions, etc. In this tape, Zig Ziglar uses stories, research nuggets and powerful metaphors to drive home his points in an extremely powerful way. He is very present when he speaks and the tape is not only informative, it is funny and entertaining. This is a perfect tape to listen to over and over again while you are commuting. This is how I used it for many years. As a personal growth coach who does a large amount of public speaking, workshops and one-on-one coaching -- I feel I am in a good position to judge the merit of what is out there. Zig is a Christian and this might not go over well with some audiences. However, he doesn't push this agenda, but he does at different points use some illustrations that come from the bible. For example, in one section he quotes the bible about money saying, "he who seeks silver, will never be satisfied with silver" and goes on to explain how you can never have enough money, UNLESS the money has you. I think that's a very wise statement and it's not money itself that is bad, but how you use it. The point he seems to be making is that are you a good steward of your money, which I think it a relevant point that requires guts to make in the current business environment. In fact, I would suggest it's an essential point. Cognitively, I probably knew most of what was in this audio. However, I know it differently now at a deeper level because of using it. This tape is done in such a way that the ideas sink in deeply and become a part of you. I can't recommend it highly enough. Also, in addition to working in psychology, I was also a marketing person for Xerox when they were Fortune 25. I went through their International Center for Management Development and won their Team Xerox Spirit Award. The point of me sharing this is

that I know what it takes to train sales and marketing people and I recognize a good and practical resource when I come across it. I don't think you can go wrong with this audio, especially at the price they are offering it at.

I consider Zig-Ziglar like a second father. I've owned the cassette version of this program, so the purchase of the CD version made sense so I could load it on a USB stick to listen in my car, and it now is a permanent part of my library. I listen to it often for reinforcement. It's one of the best audio programs on goal setting.

Excellent with good tips to change your thinking and helpful ideas towards success. Continue listening and learning new nuggets of truth each time. Highly recommend for personal and business growth.

Zip Is always great but what the publisher has done is to compile a bunch of sound bytes from Zig and market it under Goal Setting-I am sending it back.

This is a 1 tape program by Zig Ziglar on goal setting. He emphasizes the importance, as well as techniques for setting and maintaining goals, their achievement, all with the classic humor and homespun wisdom we have come to expect from Ziglar. If you are a fan of Ziglar and his work, you will find this tape an enjoyable program that focuses on key aspects for goal setting success. If you are new to Ziglar, this is a good intro to his approach and philosophy, and a relatively modest investment in time and money to figure out if he's for you.

CD is very inspiring!!! Everyone needs to listen to at least one of Zig Zigler's CD's they give you that needed drive to succeed!!!

love zig

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