

MAXIMUM ACHIEVEMENT

**STRATEGIES AND SKILLS
THAT WILL UNLOCK YOUR
HIDDEN POWERS TO SUCCEED**

BRIAN TRACY



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Hidden Powers to
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Writing a book is an incredible undertaking, especially if you've never done it before. It takes years of research and experience, then months, if not years, of writing and rewriting. This book has emerged from the thousands of hours of seminars I've given, and the countless suggestions and observations from the thousands of men and women I've had the privilege of working with over the years.

My life has been one long, continuous process of personal and professional development, including reading thousands of books and articles, listening to thousands of hours of audiocassette recordings and attending innumerable courses and seminars. As Tennyson says in "Ulysses," "I am a part of all that I have met." I have been influenced by more people than I can even count but I want to thank some of them for making this book possible.

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This book is lovingly dedicated to
my wonderful wife, Barbara,
the best friend, wife, mother and partner
I could ever have dreamed of.
God bless you and thank you for everything.
You make me a very lucky man.

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INTRODUCTION

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The system you are about to learn can change your life. This book contains a unique synthesis of ideas, methods and techniques brought together in one place for the first time. The individual components of this system, however, are not new; they have been learned and relearned throughout all the ages of man. These principles and practices have been tested and proven by millions of men and women, and all great success is based on them.

By integrating these ideas and methods into your daily life, you will feel happier, healthier and more self-confident. You will experience a greater sense of power, purpose and self-direction. You will be more positive, more focused and more able to achieve your goals. You will get along better with the important people in your life. You'll be more successful in your career and you will feel wonderful about yourself.

You will learn how to unlock the great untapped reserves of potential that lie deep within you. By practicing the exercises that accompany each chapter, you'll get results out of all proportion to the effort you put in. You will propel your whole life onto a highroad of success, achievement and greater happiness than perhaps you've ever known.

To use a simple analogy, life is like a combination lock, only with more numbers. If you turn to the right numbers in the right sequence, the lock will open for you. It's not a miracle, nor does it depend on luck. It doesn't even matter who you are as long as you have the right numbers. By the same token, there is a proper combination of thoughts and actions that will enable you to accomplish almost anything you really want, and you can find that combination if you search for it.

Health, wealth, happiness, success and peace of mind are all amenable to the same principle. If you do the right things in the right way, you'll get the results you desire. If you can determine exactly what it is you want, you can

find out how others have achieved it before you. If you then do the same things they have done, you'll achieve the same results they have.

This “secret of success” is so simple that it is overlooked by most people. Whatever you want you can have, if you want it badly enough, and if you are willing to persist long enough and hard enough in doing what others have done to accomplish similar things before you.

It doesn't matter if you're young or old, male or female, black or white. It doesn't matter if you were born with a silver spoon in your mouth or if you came from a deprived background. Nature is neutral. She is no respecter of persons. She plays no favorites. She gives you back what you put in, no more and no less. And you can determine what you put in.

Goethe once wrote, “Nature understands no jesting; she is always true, always serious, always severe; she is always right, and the errors and faults are always those of man. The man incapable of appreciating her, she despises and only to the apt, the pure, and the true, does she resign herself and reveal her secrets.”

Unsuccessful people have a hard time with this idea because they are so accustomed to looking for the reasons for their lives outside themselves. But the proof is all around us. Everywhere you look, you see men and women from every background—young and old, black and white, educated and uneducated—accomplishing great things and making valuable contributions to the societies they live in.

At the same time, you see men and women with every advantage of background and education who seem to be going nowhere with their lives. They are working at jobs they don't like, staying in relationships they don't enjoy and functioning far below their potential for achievement and happiness.

The way for you to be happy and successful, to get more of the things you really want in life, is to get the combinations to the locks. Instead of spinning the dials of life hoping for a lucky break, as if you were playing a slot machine, you must instead study and emulate those who have already done what you want to do and achieved the results you want to achieve.

That's what this book is about. It contains the very best that has ever been discovered about individual achievement, in one place, free of jargon