

25th Anniversary Edition

**SEE YOU
AT THE TOP**

by Zig Ziglar

**THE
“How To”
book that
gives YOU a
“Check Up” from
the “Neck Up”
to eliminate
“Stinkin Thinkin”
and AVOID “Hardening
of the Attitudes”**

Revised

**Fifty-Eighth Printing
1,614,000 In Print**

25th Anniversary Edition

**SEE YOU
AT THE TOP**

by Zig Ziglar

**THE
“How To”
book that
gives YOU a
“Check Up” from
the “Neck Up”
to eliminate
“Stinkin Thinkin”
and AVOID “Hardening
of the Attitudes”**

Revised

**Fifty-Eighth Printing
1,614,000 In Print**

SEE YOU AT THE TOP

I BELIEVE

You can have everything in life
you want if you will just help enough
other people get what they want.

SEE YOU AT THE TOP

Twenty-Fifth Anniversary Edition
Formerly entitled
Biscuits, Fleas, and Pump Handles

By Zig Ziglar

Illustrated by Al Mayton



PELICAN PUBLISHING COMPANY

Gretna 2009

Copyright © 1975, 1977, 2000
By Zig Ziglar All rights reserved

Printing History

First Edition

1 printing in English

First Revised Edition

56 printings in English

6 printings in French

4 printings in Spanish

1 printing in Portuguese

1 printing in Chinese

1 printing in Italian

1 printing in Polish

1 printing in Czechoslovakian

1 printing in Indonesian

1 printing in simplified Chinese characters

1 printing in Korean

1 printing in Serbian

1 printing in Turkish

1 printing in Slovenian

1 printing in India (English language)

1 printing in Malaysia (English language)

Second Revised Edition

First printing, June 2000

The word "Pelican" and the depiction of a pelican
are trademarks of Pelican Publishing Company, Inc.,
and are registered in the U.S. Patent and Trademark Office.

Library of Congress Cataloging-in-Publication Data

Ziglar, Zig. See you at the top / by Zig Ziglar ; illustrated by Al Mayton.

—2nd rev. ed.

p. cm. "Twenty-fifth anniversary edition." Rev. ed. of: Biscuits, fleas, and pump handles. 1974. ISBN 1-56554-706-3 (alk. paper); 9781455611805 (eBook version)

1. Conduct of life. I. Ziglar, Zig. Biscuits, fleas, and pump handles. II. Title.

BJ1581.2 .Z53 2000 158.1—dc21 00-038530

No part of this book may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopying, or by any information storage or retrieval system without permission in writing from the publisher. Permission to teach classes based on this book are reserved by the author. For information regarding classes based on this book, write: The Zig Ziglar Corporation, 2009 Chenault Drive, Carrollton, Texas 75006.

Special Discounts are available on corporate and premium purchases. Contact Special Sales Department, Pelican Publishing Company.



Manufactured in the United States of America Published by Pelican Publishing Company, Inc. 1000 Burmaster Street, Gretna, Louisiana 70053

*To Sugar Baby
The Redhead who has been
my wife and my life for
more than half a century—and
the best is yet to come*

I BELIEVE

Man was designed for accomplishment
engineered for success
and endowed with the seeds of greatness

Table of Contents

[Why Revise *See You at the Top*?](#)

[Foreword](#)

[Acknowledgments](#)

[**Segment One Stairway to the Top**](#)

[Chapter 1 The “More” Way of Life](#)

[Chapter 2 The Time Is Now](#)

[**Segment Two Your Self-Image**](#)

[Chapter 3 The Thieves](#)

[Chapter 4 Causes of a poor Self-Image](#)

[Chapter 5 Manifestations of a poor Self-Image](#)

[Chapter 6 Fifteen Steps to a Healthy Self-Image](#)

[**Segment Three Your Relationship with Others**](#)

[Chapter 7 The Way You See Others](#)

[Chapter 8 Good Or Bad, You pass It On](#)

[Chapter 9 The Most Important “Other” person](#)

[**Segment Four Goals**](#)

[Chapter 10 Are Goals Really Necessary?](#)

[Chapter 11 Characteristics of Goals](#)

[Chapter 12 Setting Your Goals](#)

[Chapter 13 Reaching Your Goals](#)

[**Segment Five Attitude**](#)

[Chapter 14 Is the “Right” Attitude Important?](#)

[Chapter 15 Ensuring Your Attitude](#)

[Chapter 16 Step Four—Feed Your Mind](#)

[Chapter 17 Habits and Attitudes](#)

[Chapter 18 Stop Bad Habits—Start Good Habits](#)

[Chapter 19 The Subconscious Mind](#)

[**Segment Six Work**](#)