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Million Dollar Maverick: Forge Your Own Path to Think Differently, Act Decisively, and Succeed Quickly

Alan Weiss
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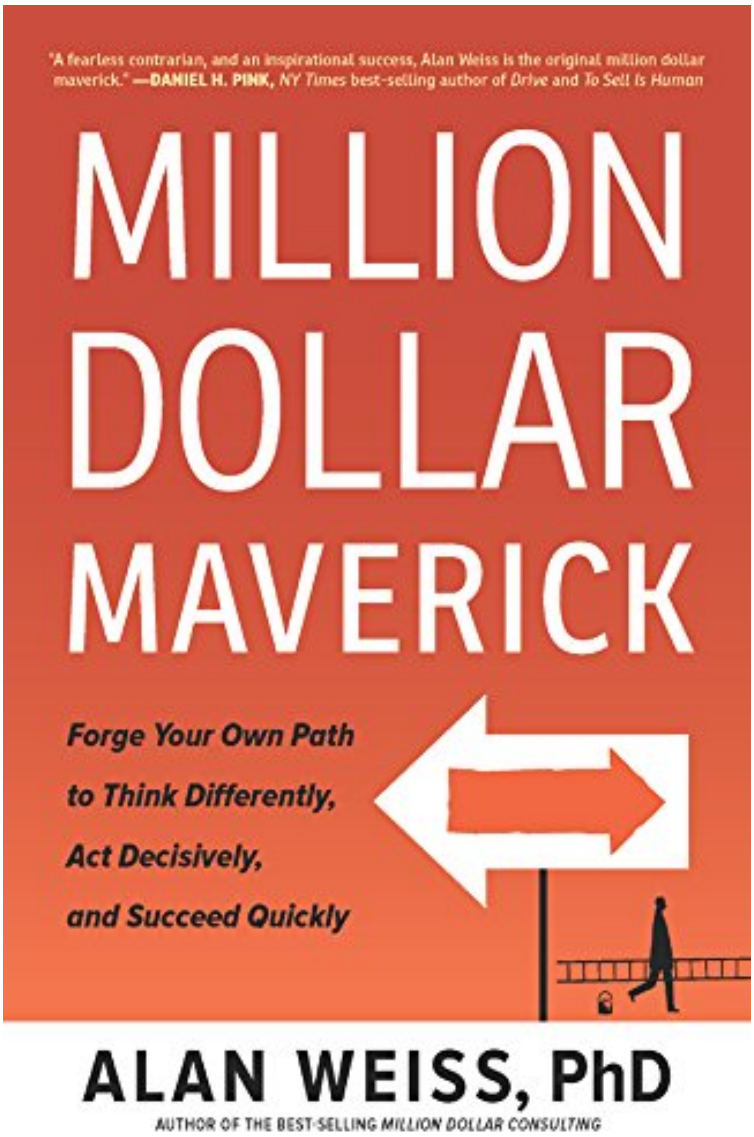

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Alan Weiss : Million Dollar Maverick: Forge Your Own Path to Think Differently, Act Decisively, and Succeed Quickly before purchasing it in order to gage whether or not it would be worth my time, and all praised Million Dollar Maverick: Forge Your Own Path to Think Differently, Act Decisively, and Succeed Quickly:

4 of 4 people found the following review helpful. the premise of the book is ldquo;a memoir covering what Irsquo;ve

learned and how Irsquo;ve applied it to create great success and a wondrous lBy Abbas SafaeiI believe, as the author explains in the introduction, the premise of the book is ldquo;a memoir covering what Irsquo;ve learned and how Irsquo;ve applied it to create great success and a wondrous life.rdquo; So, in an essence, I think, the audience of the book can go beyond consultants and even entrepreneurs. I havenrsquo;t finished the book, but Irsquo;ve enjoyed it so far.In terms of the contents, the book contains ten chapters on being different to stand out, losing the fear of failure, gaining influence, critical thinking skills, improving self-esteem, understand the difference between pain and suffering, control over our careers and being shameless in taking credits, effective use of language for business and life, examples of innovations such as ldquo;perpetual motion attraction machinesrdquo;, and feeling comfortable in your own skin (e.g., no guilt, no fear).I think some of the unique and intriguing ideas (and experiences the author had based on these ideas) are abundance mentality, shameless promotion, and the four levels of existence.The book contains several mindsets that are very useful in understanding and applying authorrsquo;s effective methods. Some of the ones Irsquo;ve found very interesting to know and apply in my own life are ldquo;we often face unexpected, inescapable pain, but we create our own suffering;rdquo; we need a self-esteem workout program on a regular basis, similar to a physical workout, we establish our doom or achievement loops, ldquo;if you find yourself debating things that are irrelevant in your current situation and success, yoursquo;re sliding back through open doors to previous levels,rdquo; and ldquo;we are often shocked into immobility by abject fears without basis or rationale. Hence, we canrsquo;t eliminate them and they self-perpetuate. We need to find the cause of our fears.rdquo;Also, I think, Alan Weissrsquo;s Thrive on self-mastery and taking control of onersquo;s own life would be a good companion to this book.2 of 2 people found the following review helpful. The First Sale Is To Yourself: Igniting Sustainable Entrepreneurial SuccessBy Dr. Maynard M. Brusmanldquo;Million Dollar Maverickrdquo; is written with wisdom and wit by Alan Weiss, PhD. a master storyteller and contrarian. The book is replete with metaphors and examples of growth mindsets to think differently, and practical case studies from his wealth of consulting and coaching experience to help entrepreneurs make their learning practical and actionable.I mentioned ldquo;Million Dollar Maverickrdquo; as a must read at a recent San Francisco Bay Area Consultant (BACN) meeting. Many of the consultants expressed a lack of confidence and self-worth in growing their solo practices. I suggested that reading ldquo;Million Dollar Maverickrdquo; might help them develop a healthy ego to guide self-promotion, face self-imposed fears by changing their internal narrative story building resilience, and shift from a poverty mindset to abundance thinking.The lessons learned from Dr. Weissrsquo;s life story and world-renowned consulting career - successes and failures can inform and inspire all coaches and consultants who are driven by purpose and passion to achieve success and not strive for perfection. You may need to get out of your comfort zone and be provoked to change habits, beliefs and even values that may no longer serve you.Although Dr. Weiss has brilliantly created a wealth of intellectual property that has improved the lives and businesses of countless people, I will most remember the emotional impact he has had on me as a human being. Dr. Weissrsquo;s advice can be tough for some, but has been a reality check for me when I need to challenge what I think is true which may not be. Itrsquo;s my own internal killer GPS app!I have experienced Dr. Weissrsquo; humanity, grace, kindness and compassion remembering his admonition in the book that when we experience pain suffering is optional. Moving forward and thriving is a much smarter choice for health, wealth and happiness.Alan Weiss has created a growing community of followers who focus on their self-development to learn, grow and get better increasing their competence in creating value in order to help clients achieve desired results.You can join Alanrsquo;s community of the best consultants and coaches in the world. ldquo;Million Dollar Maverickrdquo; can help you navigate your business challenges, gain influence, and achieve success doing it your way with a little Weiss advice mentoring.Dr. Maynard BrusmanConsulting Psychologist Executive CoachEmotional Intelligence Mindful Leadership Consultant2 of 2 people found the following review helpful. The Best of Alan Weiss: Get It NowBy Richard CitrinI've been working with Alan Weiss as my business coach for the past 6 years and I usually ascribe a great deal of my success to my work with Alan. His experience, encouragement, and directness always leaves me ready to act. So it was no surprise to me that Million Dollar Maverick provides an array of immediately accessible steps that any person, whether you are in business for yourself or are an employee of an organization or are a student can put into play.It all begins with understanding and believing in yourself but then the application of skills such as influence, critical thinking, resilience, communication and language, and putting the past behind you provides a blueprint for a successful and happy life. Alan's Million Dollar Maverick provides those insights and more.I started my consultancy work reading Million Dollar Consultant and now this book provides a bit of a bookend to in my own practice library. Knowing Alan, however, he already is cooking up new ideas to challenge each of us to grow into the people we were meant to be. This is a great book to start off with or to continue with in your journey. Whatever it is, pick up your copy and get out your yellow highlighter.

When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice.nbsp; In other words, it means striking out on your own, original path to success.nbsp; In Million Dollar Maverick, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they

love and are great at and find a way to sell it to people. They do not--contrary to "conventional wisdom"--chase money. They attract money. And most of all they think differently, act decisively--and, if talent and timing are with them, succeed quickly.nbsp; Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and "Million Dollar Tips," not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success

"A fearless contrarian, and an inspirational success, Alan Weiss is the original million dollar maverick.rdquo; – Daniel H. Pink, NYT best-selling author of Drive and To Sell Is Human“This breezy, engaging book is filled with pearls, emeralds, and diamonds of wisdom for anyone who wants to build a business, a life, or both.rdquo; – Daniel Gilbert, Edgar Pierce Professor of Psychology, Harvard University; author of the best-seller Stumbling on Happiness“Million Dollar Maverick continues Alanrsquo;s amazing work – it is pragmatic, immediately applicable, and fun! – Marshall Goldsmith, Thinkers 50 worldrsquo;s top rated executive coach and #1 New York Times best-selling author of Triggers and What Got You Here Wonrsquo;t Get You There “This book is another extraordinary demonstration of how thoughtfully and purposefully Alan Weiss approaches his work. He is a genius at interpreting complex ideas and principles in easy-to-understand examples and applies methods that help us achieve success and significance at work and in life. Donrsquo;t just read this book. Savor it.rdquo; – Nido Qubein, President of High Point University, chairman of General Harvest Bread Co., recipient of the Ellis Island Medal of Honor, member of National Speakers Association Hall of Famereg;“Alan Weiss has improved my health, wealth, and happiness far more than I could have ever dreamed was possible. His work is revolutionary.rdquo; – Colleen Francis, CEO of Engage Selling and author of Nonstop Sales Boom“Implementing Alanrsquo;s advice for more than ten years not only contributed dramatically to the qualitative and quantitative growth of my firm, it encouraged me to think differently—in a more holistic way and with an abundance mindset for which I am deeply grateful.rdquo; – Prof. Dr. Guido Quelle, Managing Partner of Mandat Consulting Group and author of Profitable Growth“Irsquo;ve listened to Alan Weiss speak three times, and I was extremely impressed three times. This third time was by far the greatest day of speaking Irsquo;ve ever attended… If yoursquo;ve never heard Alan speak, and pass up a chance to hear him speak, then yoursquo;re crazy. If you have not heard Alan Weiss speak yet, make sure that you do. Alan possesses two of the qualities that I most value: genuineness and sincerity. Alan is genuine and sincere. He keeps it realrdquo; – Steven David, Bloomberg“I have three masterrsquo;s degrees and a doctorate. These degrees were obtained at great effort, time, expense, and energy. I have just graduated from Alan Weissrsquo;s Million Dollar Consultingreg; College. In terms of showing me how to provide value in my life and the lives of others, this experience was of more value than any of my degrees. Let me amend that: It was more valuable than all of them put together.rdquo; - Dr. Sally Wright, Alliance Consulting"One of the most highly respected independent consultants in the country." – New York Post"One of the top motivational speakers in the country." – Providence Journal