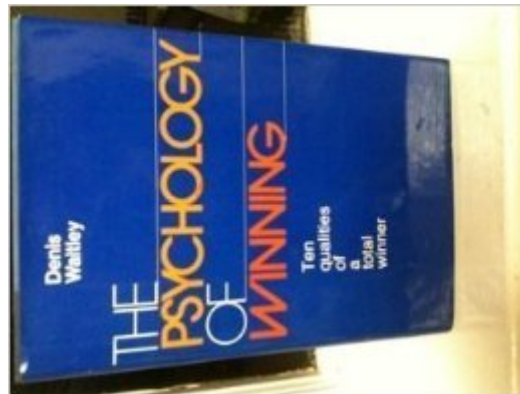


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# The Psychology Of Winning



## Synopsis

Success can be yours with Denis Waitley's *The Psychology Of Winning*. Become a total winner. The world's foremost producer of personal development and motivational audio programs now brings you a remarkable set of strategies that can change your life dramatically. There is often only a small difference between the top leaders in every field and those who merely "do well." In *The Psychology Of Winning*, Denis Waitley offers simple, yet profound principles of thought and healthy behavior that guide men and women to the top in every field of endeavor...principles that give you the winning edge in every situation. Being a winner is an attitude, a way of life, a self-concept. It's a heads-up, full-speed-ahead way of living and being. It's an expectation of success that you can master with your personal coach, Denis Waitley. With Denis Waitley's expert training, you will finally be able to: Transform your high expectations into real outcomes. Concentrate on your desires and the rewards of success, instead of fear and failure. Visualize and act out winning situations to guarantee your success. *The Psychology Of Winning* is your opportunity to think, behave and perform as a total winner every day of your life. --This text refers to an out of print or unavailable edition of this title.

## Book Information

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## Customer Reviews

Enjoying tapes, especially on self improvement, has become a part of my daily commute. I have become more critical of their content in the process. This is my second audio tape from this author and I must admit that he is among my least favorites. Mr Waitley's style is similar to that of a football coach with too many 'one liners' we have all heard while someone humms 'America the Beautiful' in

the background. It became irritating and difficult to maintain attention to his words. He is also too wordy to get his point across. I am sure there are people who appreciate this man's style and may find him dynamic. I found him less knowledgeable and making up for it with his cheerleading analogies. I won't buy any more of his tapes. I prefer Brian Tracy for the same subject matter.

Waitley presents material in an easy to read fashion. His points are excellent, and his book is indeed worthy of being on every individual's book shelf. Whether you have experienced anxiety, depression, low self esteem, negative thoughts, relationship problems, or difficulty in accepting the simplest of compliments--this book is for you. This author helps readers delve into our interpretations and live more functionally by thinking more rationally. Yes-- this is the time to smell the roses. It's not what we don't have--but rather what we do have! I recommend this book without hesitation, as being undoubtedly the best book I have ever read.

I'd listened to a sample tape of this when I was in high school (1991). I listened to the tape so much as a kid that it fell apart. I like it a lot. It's amazing what the power of a positive mind can do. The relentless grind of time had sort of worn me down. I feel like I have new wind in my sails and I'm starting a second small business and I stay positive for the majority of things throughout my day. I don't let things get to me and I don't dwell on all the bad stuff. You gotta have a dream to make a dream come true. I think this CD can help you in all aspects of your life. If you're reading this, you must be checking into the subject. Some samples of this were on youtube at one time. I think it's worth buying. Best wishes in all you do.

I first came across the works of Denis Waitley in late 1996, as I began my first steps towards entrepreneurship. It was via audio tape, which contained most if not all of the contents of this book, nonetheless, here was a complete stranger telling Me: I could succeed, I could achieve, I could do things - encouragement I was not getting from my immediate family, my peers, my "friends" at that time. Someone once said: You will become like the information you input into your mind and the people you associate with. If that's the truth, then, I am indeed one step closer to where I wish to be in my life, and YOU can be there, too.

I guess I've just read too many books of this type. There was nothing there that I hadn't already seen in one form or another. I guess the ones I've read have done their magic, since I can agree with Dr. Waitley on everything he says you need to do. It works! However, it doesn't hurt to hear it

again in someone else's words. If your "winning attitude" needs some support, this is an easy read.

Length: 10:00 Mins

• The term "Winning"™ may sound phony to you. Too materialistic. Too full of A's™, or luck, or odds, or muscle-bound athletes. True winning, however, is no more than one's own personal pursuit of individual excellence. You don't have to knock other people down or gain at the expense of others. "Winning"™ is taking the talent and potential you were born with, and have since developed, and using it fully toward a goal or purpose that makes you happy. • For every one of your goals, make a habit to repeat again and again, "I want to" "I can," "I want to" "I can."™ Develop a simple, new affirmative self-talk vocabulary about yourself. • Dr. Denis Waitley from The Psychology of Winning. No need to get all up in your stuff if the word doesn't appeal to you. Let's think of it as our "personal pursuit of individual excellence." • That approach reminds me of the fact that in ancient Greece guys like Socrates, Plato and Aristotle said that if we wanna experience consistent happiness we need to live with what they called "Aretē" • a word that literally translates as "excellence" or "virtue" but has a deeper meaning, something closer to striving to live at your highest potential. Love that. Winning as Aretē in action. Here are some of my favorite Big Ideas: 1. How Are You Taking It? - The #1 factor. 2. An Inventory BAG - Fill it up! :) 3. Stay on Target - & Score a hit. 4. How's Your Motive? - Is it yours? 5. Butterflies and Moths - Pretty and not so much. • Hope you enjoyed this quick look at The Psychology of Winning and lemme know if you make it out to Bali, :) More goodness "including Philosophers' Notes on 300+ books in our "OPTIMIZE" membership program. Find out more at brianjohnson . me.

I usually have the habit of highlighting books while reading, but i've never underlined a single letter in this book. Why? because every sentence is like a quote, i've read it 3 times... and every time i read it, i found something new. Buy it!!!

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