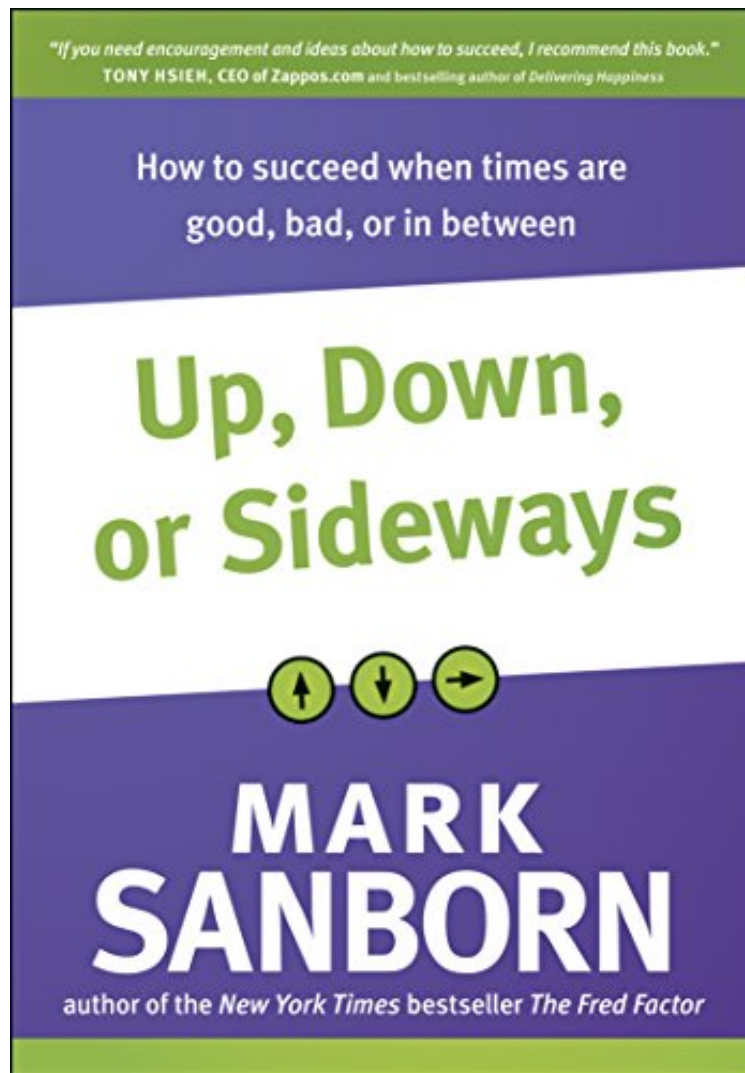


(Download ebook) Up, Down, or Sideways: How to Succeed When Times Are Good, Bad, or In Between

# Up, Down, or Sideways: How to Succeed When Times Are Good, Bad, or In Between

Mark Sanborn

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**Mark Sanborn : Up, Down, or Sideways: How to Succeed When Times Are Good, Bad, or In Between** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Up, Down, or Sideways: How to Succeed When Times Are Good, Bad, or In Between:

1 of 1 people found the following review helpful. Inspiration for dealing with opportunities and challengesBy John GibbsThere are things you can do to help you succeed even in challenging times, and they are in fact the same things that you should do regardless of whether conditions are good or bad, according to Mark Sanborn in this book. The things that you can do can never guarantee success, but they do increase the odds in your favour.The book is divided into three sections titled "See", "Think", and "Do". The first section discusses how to see opportunities in daunting

waves; the second discusses mindsets that help deal with challenges and take advantage of opportunities; and the third discusses things which can be done to create sustainable success, including:

- \* Create products, services, experiences and ideas that other people value
- \* Keep your pipeline filled with relationships, valuable projects and potential customers
- \* Take care of the people you value and who value you
- \* Keep learning as much as you can about the people you serve and those who serve you
- \* It is not enough to be different; you need to be different and valued
- \* Protect what you value by building reserves
- \* Practise gratitude, which is the antidote for negative thinking
- \* Embrace discipline and consistently act on your intentions

Like the author's other books, this one is short, entertaining and easy to read. There is nothing particularly surprising about most of the advice given, but much of it relates to the things which we tend to forget or neglect to do in the busyness and stresses of daily life. In my view the book is a handy and helpful source of inspiration for dealing with opportunities and challenges.

0 of 0 people found the following review helpful. Timeless Truths for Business and Life

By A. Pelsner

Where are you in life right now? Are you in a good place and moving up? Are you in a so-so place and holding steady? Are you having troubles and finding things around you sinking? Up, Down, or Sideways reveals timeless principles for living that apply to you no matter where you are.

Mark's audience is primarily the business community, but his principles relate to all areas of life. Even as a stay at home mom and homeschooling mom found this book a welcome reminder of how I need to think and act. It helped me evaluate my definition of success and how I measure my success.

I enjoy Mark's simple (but not simplistic) writing style. Up, Down, or Sideways is a quick and easy read at 165 pages, but it is packed full of timeless truth for life and business.

Disclaimer: I received a free copy of this book through the Tyndale Blog Network in exchange for an honest review.

1 of 1 people found the following review helpful. Keep this book by your side

By Laura Steward

I bought this book because was written by Mark Sanborn. I am writing this review because of the profound effect the words had on me. Reading this book gave me a new way at perceiving my life and business beyond just up and down. Sideways. Beyond that new perception the author gave me new tools and questions to improve and increase the Up, move easier through the down and shift out of sideways to up. I highly recommend this book.

In Up, Down, or Sideways, Mark Sanborn, author of the bestselling book *The Fred Factor*, prepares you for life's inevitable cycles of up and down—and, too often, sideways. We tend to be surprised when downturns hit us and treat them as the exception—and when times are good, we act as if they will never change. In this book, Mark shows us what we should always be doing to be prepared for these cycles and events in our lives in order to make the most of them. Mark tells his own story of a downturn he experienced. Then, he identifies the principles and practices that will help you discover opportunities in both good times and bad, in up and sideways years. Mark provides timely wisdom that can't be ignored no matter where you are in your personal or professional life.

"If you need encouragement and ideas about how to succeed, I recommend this book."—Tony Hsieh, CEO of Zappos.com and bestselling author of *Delivering Happiness*