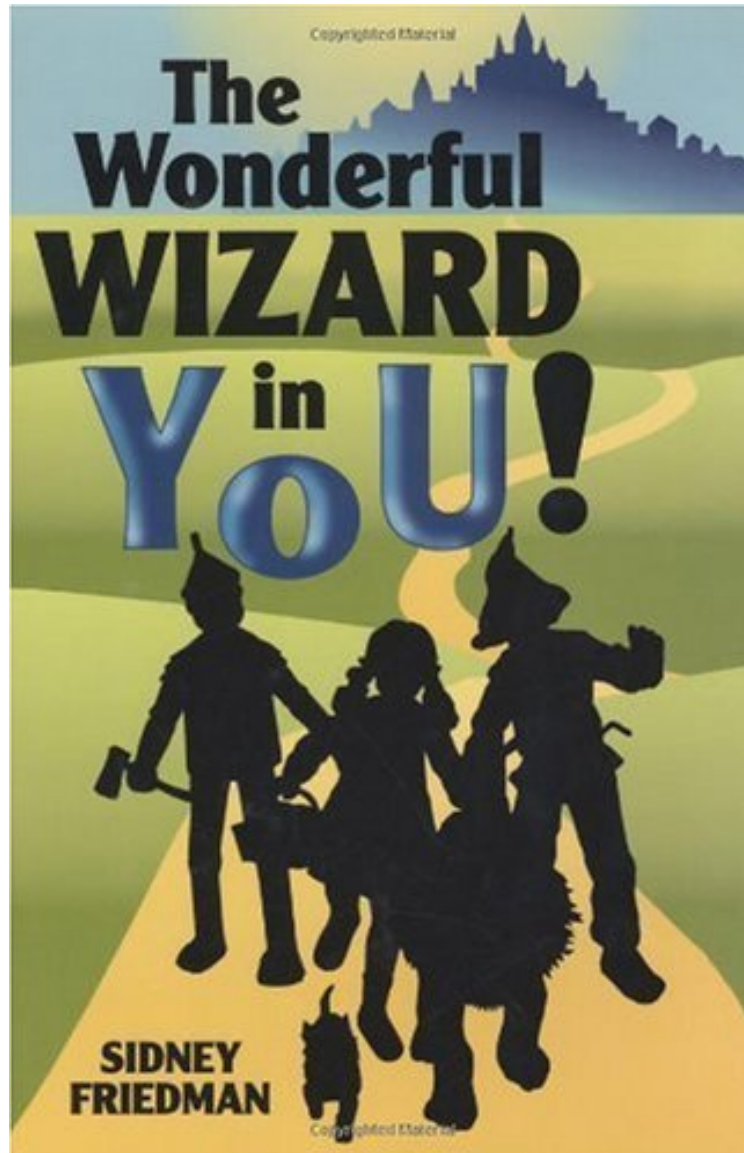


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Wonderful Wizard in You!, The

Sidney Friedman

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Sidney Friedman : Wonderful Wizard in You!, The before purchasing it in order to gage whether or not it would be worth my time, and all praised Wonderful Wizard in You!, The:

0 of 0 people found the following review helpful. A timeless book with timeless gems for all people committed to success in life!By Michael O. SchwagerIf you knew Sid Friedman, as I did (I was his publicist and friend) you would have known a person relentlessly committed to success. And Sid was a giant within his own industry, the insurance industry.He once told me, "I don't sell insurance; I sell love!".Sid was a great motivational speaker - and a great human being. He loved the Wizard of Oz story, and told me he wanted to write a book using that story as a metaphor for

success in life. I suggested a title similar to the one he used. And this book deserved to do better, except that Sid passed away rather suddenly from cancer. When I heard this - I cried. For he was a wonderful human being, who was so passionate about wanting to help people and make a difference. I urge you to read this book, as it is still available on . And his other books too. R.I.P. dear Sid. I've no doubt you are an inspiration to the big crowd up in heaven! With love, Mike Schwager Worldlink Media Consultants 5 of 5 people found the following review helpful. A must-buy By DE LA CRUZ JONATHAN We've all read books on how to succeed. And we know they say more or less the same things. Reading this book gave me a new inspiration and a different perspective on success. Sidney Friedman is an underrated author and speaker. He is not only a superstar in his industry, but a superstar on the international stage of business. Let his stories and insights inspire you to greater heights of success in any endeavour. You won't regret buying it.

How any salesperson may follow the yellow-brick road to success.

From the Inside Flap Glinda, the Good Witch of the North, knows that it is best to start at the beginning, even if you are simply following the Yellow Brick Road. You can start at the beginning--you just might need to be reminded of this simple fact from time to time. However, following the Yellow Brick Road isn't so easy, if taken literally. But if interpreted metaphorically, it becomes as easy as clicking your heels together three times. Author Sidney Friedman offers inspiration from The Wizard of Oz to illustrate his points and to help you make your sales skyrocket. In lieu of a Yellow Brick Road, Friedman advises following a written plan. He believes that the items on The Wizard in You Success Checklist are essential for anyone trying to achieve their goals. The items are:- Learn to Believe in Yourself- Develop a Perfect Clear Image of Your Goal- Begin Moving Forward- Be with People Who Believe in You and Support You- Learn to Respond, Not React- Get Yourself a Mentor- Commit Your Plan to Paper- Develop Self-Discipline- Avoid Avoidance- Improve Your Talent for Solving Problems- Continuously Refine Your Plan- Become an Expert at Patience and Perseverance- Ceaselessly Move Forward--and Never, Ever Let Up! Friedman explains how to follow each step of his Yellow Brick Road and offers anecdotes and advice from others in the form of "Words from the Wise." Throughout the text, Friedman shares his business experience with you by providing "Trade Secrets," "Insight from Oz," and "Wizard Wisdom." He even explains his strategy for living in a 62-week year. By following Friedman's practical, common-sense approach--his Yellow Brick Road--you, too, can reach the Wonderful Wizard and realize that the power to find your way home--or to find stratospheric sales--lies within you. The president and chairman of the board of Corporate Financial Services, Sidney Friedman believes that his success, much like Dorothy's, stems from his determination to reach his destination. "I don't think I'm very much better than most of the people in the business. The difference is, I finish every time. I do what I promise." From the Back Cover We're off to see the wizard . . . The Wonderful Wizard in You! "One of corporate America's most powerful people."--Forbes Using The Wizard of Oz as a framework, author Sidney Friedman explains how any salesperson can follow the yellow-brick road to substantial sales success. For instance, Dorothy's instinctive courage to dream, says Friedman, should serve as a model to be emulated by everyone in their professional and personal lives. Friedman knows that the wonderful wizard is in you, so listen to his wisdom and achieve the spectacular sales that can otherwise only be found somewhere over the rainbow. Sidney Friedman believes that work is fun. "I'm one of the few people you'll meet who likes to go to work on Monday morning," he says. He is president and chairman of the board of Corporate Financial Services (CFS), a financial-planning and consulting firm employing more than two hundred people. He also manages three other companies and speaks to audiences throughout the United States, Europe, and Asia. His other books include How Successful Do You Really Want to Be?, Never Let Up, and How to Make Money Tomorrow Morning. Just as Dorothy's wish to go home to Kansas comes true, so, too, will other children's wishes, thanks to Friedman--he is the founder of the Philadelphia chapter of the Make-A-Wish Foundation. About the Author Sidney Friedman believes that work is fun.