



# **There's Always a Way: How to Develop a Positive Mindset and Succeed in Business and Life**

*Tony Little*

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# There's Always a Way: How to Develop a Positive Mindset and Succeed in Business and Life

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Increase your business fitness and break world sales records

You can do it! You can increase your sales power. You can become more persuasive and effective in your business *and* your personal life. Most of all, you can learn the secrets of transforming fear, failure, and adversity into victory. Many people today recognize a powerful correlation between physical health and business success. Tony Little is living proof of this connection. Having worked his way up from poverty and sickness to become, as Jay Leno called him, "America's personal trainer," he is also the most successful and recognizable salesman on the planet today, selling a record-breaking 3 billion dollars worth of retail product on TV. Now, in *There's Always a Way*, Tony reveals how he's used the hard knocks in his own life to develop unique selling strategies that make him a living brand.

- Tony explains how to use fears and insecurities to sharpen one's selling game and build self-confidence
- Tony demonstrates dynamite secrets for self-motivation, overcoming negativity, and thinking out of the box
- Tony explains how to build a positive mind set, create a buzz, exploit humor, find a niche, set goals, ask the right questions, close the sale, make the customer into a star, achieve peak selling performance, and turn oneself into a lean, mean selling machine
- Having grown his business in a tough market, Tony explains how to stand out in these down times

*There's Always a Way* is a perfect read for goal setters, for movers and groovers moving up, for businesspersons who want to learn to win. Read it and be motivated to make every sales opportunity into a formula for success.

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