



Earn What You're Really Worth: Maximize Your Income at Any Time in Any Market

Brian Tracy

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One of the most important assets you have is your earning ability: your ability to do something that other people will pay you for. This asset can be valuable and increase each year, or it can be stagnant and flat. Your greatest financial responsibility is to organize your time and your work so that you earn the very most possible throughout your lifetime. *Earn What You're Really Worth* will show you how. This book will be the bible of career advancement for your indefinite future. These tested, proven strategies will save you years of hard work and thousands of dollars of lost income. You will learn how to organize your life to ensure that you are earning the very maximum at every stage of your career. *Earn What You're Really Worth* is for every person who works in any competitive industry, including staff members or executives who want to earn more money, people in job transition, students entering the workplace, and every unemployed person who wants to get back into the workforce.

Earn What You're Really Worth: Maximize Your Income at Any Time in Any Market **Details**

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AGC says

The many tips and principles to success that Brian Tracy talks about are so simple and obvious, yet so many people miss out on. This book really helped me focus on what's most important and how to advance in our careers and life. Although his background is mostly in business and sales, Tracy makes sure the information he conveys are transferable among all professions.

The book reads very easily (I finished this book in a day), and he repeats and repeats many ideals and principles, so by the end of the book, they should be well-ingrained in your mind. Also, the lists he puts down are worthy of jotting down and remembering.

Very useful for someone that feels like he's down on his luck, or someone looking to make a complete turnaround in his life and career.

Christopher Lewis Kozoriz says

Read an hour in your field every day. ~ Brian Tracy, "Earn What You're Really Worth"

I listened to this audio book in my car. The great thing is that Brian Tracy is the voice on the recording...at least on the program I had.

Brian Tracy shares strategies, skills and techniques for increasing your income and being more valuable in the marketplace. There is much gold in this program and if applied can help you fill your treasuries of wisdom and knowledge in respect to earning what you are really worth.

Kat says

This book started out good but that was about it. The more I read it the more it reminded me of Reinvention (see my review). It seems like he copied and pasted exact stories from Reinvention. (I don't know which one came first). Anyway like I said the beginning was great but the rest was not so great.

Brian Tracy is good at motivating people to be better employees but that is not what I am looking for right now. I thought this book would give me concrete ways to maximize my income not ways to work harder. I believe in working smarter not harder and Brian Tracy will definitely have you working yourself to death to be the perfect employee without a guaranteed promotion.

He offered great advice from what to wear to examples of resumes and other tips. But in the end this book was full of a lot of quotes from other people and repetition both from his other books and from previous chapters. He also had some stuff that was way to unrealistic. He might think up these things and they sound

nice "on paper" but average everyday people will find hard to get the time and energy to do (take at least one day off work each week and one week off each year? write down a problem and list 20 solutions? plan every hour of your day before you go to bed?) I mean get real.

He was also contradictory just as he was in Reinvention by pressing you to work yourself into the ground then reminding you that it doesn't matter because you will have 50 other jobs and 20 other careers in your lifetime anyway and everything you know now will be obsolete in 5 years

Melanie says

Some good tips, but fairly repetitive and a bit contradictory. Brian Tracy states that you should work at least an additional 2 hours each day, read for at least 1 hour per day a book related to your professional career, listen to audio programs daily, work through lunch, don't visit with colleagues and maintain a work life balance and be super friendly to everyone, oh and don't forget to volunteer for everything while maintaining the important relationships in your life. He goes so far as to state that he would not hire someone who indicated they would rather not work late into the night or work weekends. Hmmm, he must have more hours in the day than I do. That said, he does have some great ideas and if you take those and work with them you will certainly have the potential to get ahead.

Jordan says

Great book on how to take your game to the next level, but there is a large portion on finding a new job and it just wasn't relevant to me at this time

Sandra Soetanto says

To motivate you to keep moving, Brian Tracy's books are a great engine. Provide some facts and sayings, this book keeps telling the readers that in order to reach success (in this book, he associates success with earnings/income), someone should work extra hard to continuously improve themselves, to be able to stand out the crowd. Although the message is somehow general, the way he writes and convinces the readers with his witty sentences serve well as a reminder for the people on their learning stages and productive ages to keep on moving and gaining some knowledge in order to be able to survive the (more and more) globalized world.

Eric Elegado says

The first part of the book could really get annoying. He keeps on repeating the things he's already said and/or the things I already knew. But when the book reaches the practical part, I began to appreciate the topics. I'd say readers should hold on until the after-100 page maybe. The author offered practical tips on how you can really become a much better person with high value in the employment market. It wasn't very idealistic and I appreciate how I was challenged by the book to improve my own measure.

Lynn says

This book deserves being read over and over. Tracy puts conversational energy into the book, so you feel you're having a conversation with him. And not just any conversation, but an intense, high powered conversation on how he can help you.

I think this book is a Godsend. It's not something you should rush through. I read it twice randomly switching pages, and I still feel like I should re-read it again.

Joseph Young says

I was initially annoyed at the salesmanship at the beginning, the flawed logic, and half-false promises. However, the meat of the book mostly redeemed the introduction. The book provides decent feedback on how to succeed, mainly in an office environment. I did feel like parts were too geared towards sales, but I guess that's what makes many persons money. Overall, it provided several good techniques besides just the motivational, though reconciling the sometimes contradictory advice may force you to use just the parts that work for you.

Tony Bradshaw says

Brian Tracy seems to be about whole life not one specific thing. The book is full of advice about a well rounded life.

Some could say there are minor incongruities. For example, he suggests you gain a greater balance in your life by spending less time at work using evidence that someone went from working 60 hours a week making \$50,000 and then focused more and was able to make ?\$150,000? while working 30-35 hours a week. His arguments is that you give quality time at work and spend more time with loved ones (quantity).

1-2 chapters later he says that to make more you should spend 2 more hours at work than you currently do by showing up an hour earlier and staying an hour later. Both are great advice, but obviously in two different directions! Again, minor because some people's situations will be to have them work more to earn more and others could focus more and spend fewer hours at work AND EARN MORE!

If people follow Tracy's advice, they will see an increase in their earnings and see themselves as "their own boss!" A great read!

David says

Excellent. I read the book or should I say colored it. After highlighting the things to go bak to the page are very colorful. This will be a reference book as i begin to build a new career.

Hamza says

This is not a negotiation book, more like a general career advice and productivity book

Bill says

Unlike some of other of Tracy's books, this book seems hurried and thrown together with a lot of concepts from his earlier works.

Erika says

It's a bit repetitive but I think that is what makes the message stick.

Laura says

A little repetitive and not much substance. It does have action lists that are helpful. It's a very positive book and motivates that way.
