



Top Performance

By Zig Ziglar



Top Performance By Zig Ziglar

Zig Ziglar shows readers how to get the most out of themselves and others by developing people management skills. He reveals the qualities of good leadership and provides specific solutions for overcoming and correcting poor management practices. Rich with anecdotes and vivid illustrations, Top Performance provides specialized instruction for improving relationships with supervisors, coworkers, and subordinates to achieve maximum effectiveness in any profession.

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Editorial Review

From Library Journal

Readers of Ziglar's other how-to-succeed books will know what to expect: formulas and slogans by the dozen, illustrative anecdotes (often drawn from his own experiences), a few facts of behavioral psychology made easy, and some arrestingly provocative statements among them "You can have everything in life you want if you will just help enough other people get what they want!" As a rule, success-winning formula books tend to ignore the problems presented by the differences in people's individual capacities, with the result that they too easily assume the practice by everyone of a few simple principles will guarantee success. Ziglar's book is no exception to this rule, but, all things considered, it is a cut above most titles of this kind. A. J. Anderson, Graduate Sch. of Library & Information Science, Simmons Coll., Boston History Fairbank, John King. The Great Chinese Revolution: 1800 to the present. Copyright 1986 Reed Business Information, Inc.

From the Back Cover

Top Performance. You expect it of yourself. You expect it of those around you. So how do you make it a reality?

Maximize your leadership abilities and management skills with Top Performance. Inside, you will find winning ideas on how to:

- direct people's energies and stimulate their desire to excel
- manage people effectively-and get others to want your leadership
- overcome and correct poor management practices
- develop a healthy self-image
- establish standards for evaluating performance
- improve relationships and communication

These dynamic principles developed by a master salesman are applicable to the office, home, sports, church, or other organizations. Sprinkled with Ziglar's wit and helpful illustrations, these principles will propel you-and those around you-toward Top Performance.

"If anyone ever wanted a blueprint for success and leadership, Top Performance is the book to read."-Dave Liniger, CEO, RE/MAX International, Inc.

"Zig is the greatest motivator in the world. His philosophy has been the one I have tried to emulate the most."-Lou Holtz, head coach, University of South Carolina

"If they want the competitive edge, managers and doctors in the health services industry-in any industry-had better read Top Performance. No, they'd better learn to live Top Performance."-David M. Hunter, executive vice president, M. Bostin Associates

About the Author

Zig Ziglar, author of the best-selling **See You at the Top** is an internationally renowned speaker and authority on high-level performance. His I CAN course is taught in more than 3,000 schools, and hundreds of companies and businesses utilize his tapes, books, and videos to train their employees effectively. He has

taught his biblically based principles for becoming a more effective persuader and person to sales organizations, church groups, schools, and businesses. He has addressed thousands more through numerous television and radio appearances and his films. His Sunday school class held at first Baptist church, Dallas, is broadcast each Sunday morning, via satellite.

Users Review

From reader reviews:

Randy Johnson:

People live in this new time of lifestyle always attempt to and must have the time or they will get lot of stress from both lifestyle and work. So , when we ask do people have extra time, we will say absolutely of course. People is human not just a robot. Then we consult again, what kind of activity do you have when the spare time coming to a person of course your answer will probably unlimited right. Then do you try this one, reading textbooks. It can be your alternative throughout spending your spare time, the book you have read is definitely Top Performance.

Barbara Bell:

Do you have something that that suits you such as book? The book lovers usually prefer to select book like comic, small story and the biggest the first is novel. Now, why not striving Top Performance that give your enjoyment preference will be satisfied simply by reading this book. Reading addiction all over the world can be said as the method for people to know world far better then how they react toward the world. It can't be stated constantly that reading habit only for the geeky man or woman but for all of you who wants to always be success person. So , for every you who want to start studying as your good habit, you may pick Top Performance become your own starter.

Kristina Keene:

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Linda Meier:

That publication can make you to feel relax. This specific book Top Performance was colorful and of course has pictures on there. As we know that book Top Performance has many kinds or style. Start from kids until teens. For example Naruto or Private investigator Conan you can read and think you are the character on there. Therefore , not at all of book tend to be make you bored, any it makes you feel happy, fun and unwind. Try to choose the best book in your case and try to like reading in which.

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