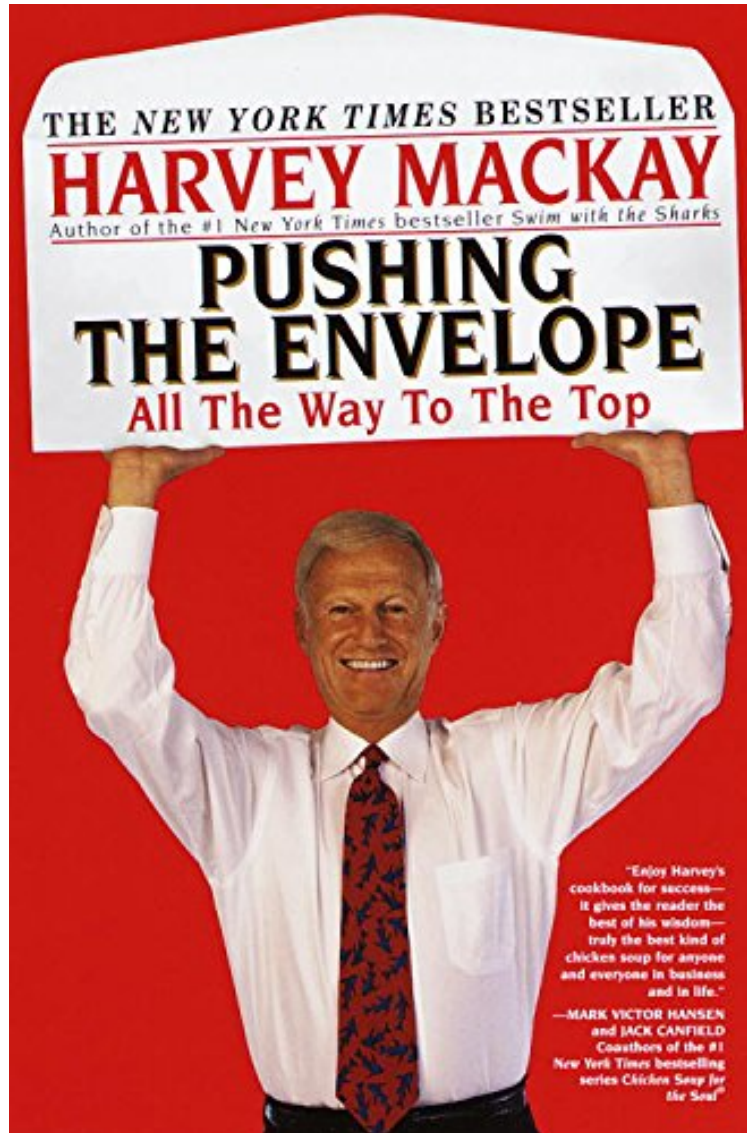


Pushing the Envelope: All The Way To The Top

Harvey Mackay

**Download PDF / ePub / DOC / audiobook / ebooks*



 Download

 Read Online

#459095 in eBooks 2007-12-18 2007-12-18 File Name: B0012D1DJQ | File size: 70.Mb

Harvey Mackay : Pushing the Envelope: All The Way To The Top before purchasing it in order to gauge whether or not it would be worth my time, and all praised Pushing the Envelope: All The Way To The Top:

0 of 0 people found the following review helpful. EnvelopeBy DoobroStill in the process of Reading this book. It's Easy to read because the chapters are short . I was half way thru the book in about two days . He has great ideas that probably worked in a time of paper products . With more people going paperless and the Postal Service cutting back on next day deliveries , its going to be harder to see envelopes as a needed item by his company, so he has his hands full to sell his own product . But he does have great logic about how to deal with certain types of individuals to sell to and what kind of people to have as employees .I just ordered the Swimming With Sharks Book from last week and

will tear into that one when it arrives . If you take at least one idea he has and make it successful, then its worth the price of the book .0 of 0 people found the following review helpful. I actually liked this book better then Swimming with the SharksBy Ross Dessell actually liked this book better then Swimming with the Sharks. I read the first 130 pages over a 2 week period while I was reading some Warren Buffet books and then I read the remaining 200 pages in one day. It's really that good.3 of 3 people found the following review helpful. Yes! Harvey Mackay is my Guru.By Kevin C. KropfHey --spell Harvey's last name correctly--anyone else catch that error?First let me say that I always hate finishing one of the Shark's books--that means I will have to wait a year to read the next one. His online site is a good snack, but I love a seven course meal of his best insights and keys to success.Some of the chapters seemed a bit too familiar, as in "Haven't I heard this from Harvey before?" but I love how he can put into perspective almost everything that happens to you in your professional career.Harvey is not shy about telling you his mistakes and what he has learned from them. That's the key, learn something from your failures as well as your successes.A must read for any young professional (as is Dig Your Well...) But like all his books--take notes and/or dog ear pages or risk forgetting some of the many nuggets included.Bravo Harvey, another job well done.

Pushing the Envelope is packed with triumphs, wit, and wisdom gleaned from Harvey Mackay and the super-successful people hersquo;s learned from over the years as a marketing whiz and bestselling author. nbsp; The man who taught us how to ldquo;swim with the sharksrdquo; is back with a boatload of tips and techniques for becoming more savvy and successful in everything you do. To Harvey Mackay, ldquo;pushing the enveloperdquo; means pushing the boundaries and pushing yourself to maximize your advantagemdash;to be better, faster, and smarter and to get the results you want, in business and in life. In his new book, Pushing the Envelope: All the Way to the Top, yoursquo;ll learn nbsp; bull; How to get the order bull; The art of negotiating the best deals for you bull; The essential qualities all leaders possess bull; Fail-safe ways to move up the corporate ladder bull; Business titansrsquo; secrets to achievement bull; The keys to balancing work and family bull; How to use laughter as a productivity tool bull; And much more! nbsp; Humor. Honesty. Fairness. The ability to get others to see your vision. Judgment. Guts. Respect for the bottom linemdash;and all the lines that lead to it. These are the values that have made Harvey Mackay the business and civic leader he is today. A born communicator, Mackay distills the lessons of his forty years in business into pithy, punchy chapters that cut to the heart of everyday problems and situations. nbsp; As usual, Mackay has his trademark, no-nonsense lists, including: bull; 5 ways to ruin a good sales force bull; 11 questions to ask a job prospect bull; 10 New Yearrsquo;s resolutions bull; 7 things not to do with a friend bull; 12 ways to ruin your next speech nbsp; Both practical and entertaining, charged throughout with Harvey Mackayrsquo;s inimitable style, humor, and entrepreneurial wisdom, Pushing the Envelope puts the fun, the creativity, and the challenge back in business. Whether yoursquo;re at the top of your company or determined to get there, this is one business book that will earn your stamp of approval.nbsp;Praise for Pushing the Envelopeldquo;What would our nation be without Minnesotans? Besides Post-it notes, the state has given us the sublimely American town, Lake Wobegon; the spectacularly American wrestler-turned-Governor, Jesse Ventura; and the quintessentially American businessman, Harvey Mackay.rdqo;mdash;The New York Times nbsp; ldquo;A refreshing delivery of advice.rdqo;mdash;USA Today nbsp; ldquo;Enjoy Harvey's cookbook for successmdash;it gives the reader the best of his wisdommdash;truly the best kind of chicken soup for anyone and everyone in business and in life.rdqo;mdash;Mark Victor Hansen and Jack Canfield, co-authors of the #1 New York Times bestselling series Chicken Soup for the Soulreg; nbsp; ldquo;Pushing the Envelope is from the heart, and his relentless efforts, along with the booksquo;s inherent business wisdom, are likely to push Pushing to the top of the bestseller lists. Nothing less will suit.rdqo;mdash;Associated Pressnbsp; ldquo;Mackayrsquo;s management techniques are phenomenally popular. Hersquo;s the author of two of the bestselling business books of all time.rdqo;mdash;Miami Herald

.com Inspirational business speaker, popular newspaper columnist, and bestselling author Harvey Mackay has been "moonlighting" for 40 years as president of Mackay Envelope Corporation, an \$85 million company that produces more than 17 million envelopes a day. With the help of imagery derived from this industry, he's now dispensing a new batch of lessons on life and business in Pushing the Envelope: All the Way to the Top. Its five sections--cleverly titled "How to Be A #10," "Licking the Competition," "How I Pushed the Envelope," "The Flap on Management," and "Going First Class"--offer practical advice on such topics as hiring, motivating, training, producing, and negotiating. Each short and highly focused chapter deals with one specific idea and concludes with a pithy aphorism dubbed Mackay's Moral, such as "There's much more to winning than finishing first" and "In negotiations, as in poker, a superior hand can be beaten by superior knowledge of your opponents." Interweaving experiences from a diverse lot including Sylvester Stallone, Ulysses S. Grant, Will Rogers, and Star Wars' Yoda with anecdotes drawn from his own career, Mackay presents a litany of solid suggestions that will prove as useful as they are fun to read. --Howard RothmanFrom Publishers WeeklyMackay (Swim with the Sharks Without Being Eaten Alive) is back, and his motivational material will be familiar and comforting to his fans. Mackay has never claimed to be an intellectual. Using the same approach he has in the past, the author, who is chairman and chief executive of a \$75-million envelope

company when he's not on the lecture circuit, tells true short stories (usually in approximately four pages with big type and margins), each of which makes a point about the business of life and is capped with a lesson dubbed "Mackay's Moral" ("Be like a postage stamp. Stick to it, until you get there"; "Even the Lone Ranger didn't go it alone"). To his credit, Mackay admits when he is revisiting familiar territory or expanding tales he has told before. This time, he concentrates more heavily on stories intended to inspire?there are countless vignettes of people who worked hard to overcome long odds?and provides more of his thoughts on what it takes to be a leader. As always, his homilies are entertaining, even if they rarely provide any groundbreaking bits of wisdom. Author tour. Copyright 1998 Reed Business Information, Inc. "Enjoy Harvey's cookbook for success--it gives the reader the best of his wisdom--truly the best kind of chicken soup for anyone and everyone in business and in life."--MARK VICTOR HANSEN and JACK CANFIELD; Co-authors of the #1 New York Times bestselling series; Chicken Soup for the Soul; "Harvey Mackay [is] . . . the quintessentially American businessman."--The New York Times "Harvey Mackay just might be the business world's ultimate motivator."--Sales Marketing Management Magazine "A refreshing delivery of advice."--USA Today From the Trade Paperback edition.