PDF The 10X Rule: The Only Difference Between Success and Failure By Grant Cardone



Achieve "Massive Action" results and accomplish your business dreams!

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From the Inside Flap Extreme success, by definition, lies beyond the realm of normal action. If you want to achieve extreme success, you can't operate like everybody else and settle for mediocrity. You need to remove luck and chance from your business equation, and lock in massive success. The 10X Rule shows you how! Success is your duty, obligation, and responsibility, and this book gives you step-by-step guidance on how to achieve phenomenal success for yourself! With The 10X Rule, you'll learn to establish the amount of effort needed to guarantee success and ensure that you can continue operating at this level throughout your life. Most people desire success and have great ideas but they come up short on the amount of action required to get their lives to the exceptional levels they deserve. Four degrees of action exist, and in order to achieve your dreams, you must learn to operate at the fourth degree of action: Massive Action. The 10X Rule will dissolve fears, increase your belief in yourself, eliminate procrastination, and provide you with an overwhelming sense of purpose. The 10X Rule compels you to separate yourself from everyone else in the

market—and you do that by doing what others refuse to do. Stop thinking in terms of basic needs, and start aiming for abundance—in all areas of your life. The 10X Rule guides you toward the frame of mind that all successful people share. Aim ten times higher than you are right now—and if you come up short, you'll still find yourself further along than if you had maintained your life's current status quo. The 10X Rule teaches you how to: Reach goals that you previously thought were impossible Correctly set goals and guarantee their achievement Create unprecedented levels of happiness and satisfaction in every area of your life Use fear as fuel to move you into action Get everything you want and never have to settle Dominate your competition and become a role model for success

From the Back Cover Praise for 10x Rule "Love this book. The 10X Rule is dead on right! It boldly takes on the biggest issue most people skip and then wonder why they didn't reach their goals: WORK!"—Larry Winget, New York Times bestselling author of Your Kids Are Your Own Fault and The Idiot Factor "Grant Cardone is the master at showing people exactly what they MUST do to create the success they desire! This book is like a nuclear weapon for the reader!"—Barry Poznick, Executive Producer of How'd You Get So Rich? and Are You Smarter Than A 5th Grader? "If you don't think goal setting is important in life, don't waste your time reading The 10X Rule. If you do . . . Grant has set a new benchmark on the subject with his new book. Give it to a friend or colleague and it will make a huge difference in their life." —Bill Jenkins, National Sales Director, Kawasaki Motors Corp., USA "In The 10X Rule, entrepreneur Grant Cardone shows how to achieve success no matter your background, genetic make-up, or personal connections. In his view, success stems from working ten times harder than anyone else and displaying a 'domination mentality.' It's a how-to book on how to gain the moxie, chutzpah, and relentless drive necessary to succeed."—Gary Stern, coauthor of Minority Rules: Turn Your Ethnicity into a Competitive Edge; journalist for The Wall Street Journal and Investor's Business Daily "Grant Cardone has hit the nail on the head with The 10X Rule—telling you the real reason people succeed greatly in any area of life!"—Brian tracy, Chairman and CEO, Brian Tracy International; bestselling author of over 45 Books About the Author Grant Cardone is a New York Times bestselling author, international sales expert, sales trainer, and motivational speaker. He has created three multimillion-dollar companies, including Cardone Training Technologies, Cardone Group, and Twin Capital Management. He lives in Los Angeles with his wife Elena Lyons and their daughter Sabrina. For more information, please visit www.grantcardone.com.

Customer Reviews Most helpful customer reviews 151 of 159 people found the following review helpful. I liked the book, with a couple of caveats By Ted Anderson This book is probably better suited to sales professionals than it is for would-be entrepreneurs. The central thesis of the book is that extreme effort is the key to success and that we should never rest nor give up on our goals. While it is certainly true that, all else being equal, hard work will win out over mediocre effort, there are a couple of caveats: 1. Extreme effort will not turn a bad idea into a successful business. Suppose that an entrepreneur wishes to open a microbrewery centered around his recipe for broccoli-infused beer. If prospective customers strongly dislike the taste of the product, no amount of effort will make this recipe a commercial success. Hard work is necessary to become a successful entrepreneur, but it is not sufficient. Even good business ideas generally suck at the beginning, and it is crucial to modify and fine-tune ideas based on market feedback. Sometimes, the best course of action is to give up on an unsuccessful idea in order to free up time and resources to pursue more promising opportunities. Just like in poker, the trick is knowing when to throw more chips into the pile and when to fold. A sales professional who is promoting a product in an established market is different from an entrepreneur trying to become the next Elon Musk. In the former case, hard work is sufficient to be successful. 2. Extreme effort is best expended over short bursts of time rather than as a 24/7/365 lifestyle. Working 18-hour days is not sustainable over the long term. Your health will suffer, as will your mental focus. Success is like a marathon with periodic short-term sprints at key

moments. It is physically impossible to sprint for the entire race. 642 of 677 people found the following review helpful. Motivational, but Redundant By Jeff Eskow I like Grant Cadone very much, and thought You're Either First or Your Last was pretty powerful. When I heard about the 10X Rule, I ran out to buy it. While the concept is powerful, and I HAVE learned a thing or two from the book, I thought it was terribly redundant. If you are into Sales Motivation books, there is Nothing groundbreaking here. The second to last chapter has a list of 32 qualities of sucessful people...and if you pay attention you will see that he repeats himself several times. I was able to consolidate the list down to about 24 items, maybe less. Dont spend \$20.00+ on this book. Just do this: Understand and accept that no matter HOW bad the economy is, people ARE making money. Set VERY high goals for yourself...make a powerful and convincing plan of action...and you'll be on the way to being successful. The higher you set the bar, and the harder you push yourself, the further along the track you will get. The folks who DON'T plan and DON'T try are the ones whining about beinbg losers. Don't be a loser. 0 of 0 people found the following review helpful. Read, Apply and Repeat. The power is with You. By Vlad Ivanov Great book. Gets right under your skin. I got it as an audio book and have enjoyed it so much to the point that I'm thinking going through it again. There is no "discovery" and there is no magic in the content - if you are responsible for your own actions - this book most likely is going to help you BIG time. If however, you want to sit and do nothing - save your money and buy a comic book. This book is not motivational - the book makes you think, plan and act at your own will. If you want that additional push from the cliff and ready to fly - buy this book. Read and apply. See all 866 customer reviews...

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