

# harvey mackay net worth

**harvey mackay net worth** is a topic of interest for many who admire the successful businessman, author, and speaker. Harvey Mackay has built a remarkable career through his expertise in sales, entrepreneurship, and motivational speaking. Over the years, his financial achievements have reflected his dedication to business growth and personal development. This article explores the various aspects contributing to Harvey Mackay's net worth, including his career milestones, business ventures, and published works. Additionally, the article will provide insights into his investment strategies and philanthropic activities that complement his financial success. Readers will also gain an understanding of how Harvey Mackay's net worth compares to other prominent figures in the business world. Below is a detailed breakdown of the main sections covered in this comprehensive analysis.

- Early Life and Career Beginnings
- Business Ventures and Entrepreneurship
- Published Works and Literary Success
- Investment and Financial Strategies
- Philanthropy and Public Influence
- Harvey Mackay Net Worth Estimates

## Early Life and Career Beginnings

Understanding Harvey Mackay net worth requires a look into his early life and initial career steps. Born in 1932 in Minneapolis, Minnesota, Mackay demonstrated an entrepreneurial spirit from a young age. After completing his education, he entered the sales industry, where he quickly made a name for himself with his innovative approaches and relentless work ethic. His early career was marked by a series of sales jobs that laid the foundation for his later business success. These formative years were crucial in shaping his philosophy on salesmanship and business strategy, which would later become central themes in his career and writings.

## Initial Sales Experience

Mackay's first significant role was in the envelope business, where he developed his skills in direct sales and customer relations. This experience provided him with practical knowledge about market demands and how to build lasting client relationships, elements that would greatly influence his future business endeavors.

## Development of Sales Philosophy

During this time, Mackay began to formulate his sales principles, focusing on networking, persistence, and integrity. These core ideas would eventually become the hallmark of his professional identity and contribute significantly to Harvey Mackay net worth.

## Business Ventures and Entrepreneurship

Harvey Mackay net worth is significantly attributed to his entrepreneurial ventures, particularly in the printing and envelope manufacturing industry. He founded Mackay Envelope Company, which grew under his leadership to become a major player in its market. His ability to innovate and adapt to changing business environments played a critical role in expanding his company's reach and profitability.

## Mackay Envelope Company Growth

Founded in the 1960s, the company started as a small family business and evolved into a multi-million dollar enterprise. Mackay's strategic vision involved diversifying product lines, adopting new technologies, and nurturing a strong sales force. These efforts contributed significantly to the growth and valuation of the company.

## Business Philosophy and Leadership

Harvey Mackay's leadership style emphasized employee empowerment and customer satisfaction. His approach fostered a positive corporate culture, which helped retain talent and maintain high service standards. This leadership philosophy is frequently cited as a factor in his sustained business success.

## Published Works and Literary Success

Another major contributor to Harvey Mackay net worth is his success as an author. Mackay has published several bestselling books on sales, business, and networking. His most famous work, "Swim with the Sharks Without Being Eaten Alive," has been translated into multiple languages and sold millions of copies worldwide. His literary contributions have enhanced his reputation and provided additional revenue streams through royalties and speaking engagements.

## Key Publications

- *Swim with the Sharks Without Being Eaten Alive*
- *Beware the Naked Man Who Offers You His Shirt*
- *Pocket Full of Mackay*

- *Dig Your Well Before You're Thirsty*

These books focus on practical advice for sales professionals and entrepreneurs, combining Mackay's personal experiences with actionable strategies. Their widespread popularity has helped solidify his status as a thought leader in the business community.

## **Impact on Career and Income**

The success of his books has not only increased his visibility but also enhanced his income. Royalties from book sales and fees from keynote speaking engagements have become significant components of Harvey Mackay net worth.

## **Investment and Financial Strategies**

Beyond his business operations and authorship, Harvey Mackay has made strategic investments that have contributed to his net worth. His approach to financial management reflects the same principles he advocates in his business dealings: careful planning, risk assessment, and relationship building.

## **Diversified Investment Portfolio**

Mackay's investments span various sectors including real estate, stocks, and private enterprises. This diversification has helped mitigate risks and ensure steady financial growth over time. His investment choices often align with his personal values and business insights.

## **Financial Philosophy**

Harvey Mackay emphasizes the importance of financial education and disciplined saving. He advocates for preparing for the future by building multiple income streams and maintaining liquidity for opportunities. This financial prudence is a key factor in the accumulation of his wealth.

## **Philanthropy and Public Influence**

Harvey Mackay's net worth is also reflective of his philanthropic commitments and public influence. He has been involved in various charitable causes and community initiatives, using his platform to support education, entrepreneurship, and social welfare programs.

## **Charitable Activities**

Mackay has supported numerous organizations through donations and active participation. His philanthropic efforts focus on empowering individuals through education and business development, aligning with his lifelong passion for mentorship and leadership.

## Role as a Public Speaker and Mentor

In addition to philanthropy, Mackay's role as a mentor and speaker has expanded his influence. He regularly speaks at conferences, business schools, and corporate events, sharing his expertise and inspiring others. This visibility has enhanced his brand and contributed indirectly to his financial success.

## Harvey Mackay Net Worth Estimates

Estimating Harvey Mackay net worth involves combining the valuations of his business holdings, book royalties, investments, and other income sources. While exact figures vary depending on the source, it is widely accepted that his net worth is in the multimillion-dollar range.

## Factors Influencing Net Worth

1. Ownership stakes in Mackay Envelope Company and related businesses
2. Royalties and proceeds from bestselling books
3. Investment portfolio including real estate and equities
4. Speaking engagements and consulting fees
5. Philanthropic contributions impacting liquid assets

## Comparison with Industry Peers

Compared to other entrepreneurs and authors in the sales and business development sectors, Harvey Mackay's net worth places him among the respected figures who have successfully leveraged multiple revenue streams. His combination of practical business acumen and literary success distinguishes him in the competitive landscape.

## Frequently Asked Questions

### What is Harvey Mackay's current net worth?

As of 2024, Harvey Mackay's net worth is estimated to be around \$30 million, accumulated through his successful career as an author, businessman, and speaker.

## **How did Harvey Mackay build his net worth?**

Harvey Mackay built his net worth through founding MackayMitchell Envelope Company, writing bestselling books on business and networking, and his work as a motivational speaker and consultant.

## **What are some of Harvey Mackay's most popular books contributing to his net worth?**

Harvey Mackay is best known for his books 'Swim with the Sharks Without Being Eaten Alive' and 'Beware the Naked Man Who Offers You His Shirt,' which have contributed significantly to his net worth through sales and royalties.

## **Has Harvey Mackay's net worth increased recently?**

Harvey Mackay's net worth has seen steady growth over the years due to ongoing book sales, speaking engagements, and his business ventures, though exact yearly increases are not publicly detailed.

## **Does Harvey Mackay have any business ventures besides writing that affect his net worth?**

Yes, Harvey Mackay's primary business, MackayMitchell Envelope Company, has been a major source of his wealth, alongside his activities as a speaker and consultant.

## **How does Harvey Mackay's net worth compare to other business authors?**

Harvey Mackay's net worth is considered substantial among business authors, placing him in a well-respected position due to his combined success in entrepreneurship and authorship.

## **Additional Resources**

### *1. Swim with the Sharks Without Being Eaten Alive*

This book by Harvey Mackay offers practical advice on how to succeed in business and life by understanding the dynamics of competition and relationships. Mackay shares personal stories and strategies to help readers navigate the corporate world with confidence. It emphasizes the importance of networking, persistence, and negotiation skills in building wealth and influence.

### *2. Dig Your Well Before You're Thirsty*

In this classic guide, Harvey Mackay stresses the significance of proactive networking as a cornerstone of financial success. The book provides actionable tips on cultivating relationships before you need them, which can greatly impact your net worth and career growth. Through anecdotes and practical wisdom, Mackay demonstrates how connections can be leveraged for mutual benefit.

### *3. Beware the Naked Man Who Offers You His Shirt*

Mackay explores the art of persuasion and trust-building in business transactions, highlighting how these skills can enhance your financial standing. The book combines humor with insightful lessons on recognizing opportunities and avoiding pitfalls. Understanding these concepts is crucial for anyone looking to increase their net worth responsibly.

#### *4. The Mackay MBA of Selling in the Real World*

This book distills Harvey Mackay's extensive sales experience into effective techniques that boost revenue and personal wealth. It covers strategies for closing deals, understanding customer needs, and building lasting business relationships. Readers learn how mastering sales can directly influence their financial success and net worth.

#### *5. Use Your Head to Get Your Foot in the Door*

Focusing on career advancement, Mackay outlines how smart thinking and strategic planning can lead to higher income and asset growth. The book encourages readers to develop problem-solving skills and seize opportunities that enhance their financial portfolio. It serves as a roadmap for increasing one's net worth through professional development.

#### *6. Nice Guys Can Finish First*

Harvey Mackay challenges the notion that aggressive tactics are necessary for success, advocating instead for ethical business practices. This book illustrates how integrity and kindness can build a solid reputation and long-term wealth. It provides examples of how good relationships often translate into improved net worth and business longevity.

#### *7. Swim with the Sharks Without Being Eaten Alive Workbook*

A companion to the original book, this workbook offers exercises and practical applications to help readers implement Mackay's strategies. It is designed to enhance networking, negotiation, and sales skills, all of which contribute to building personal wealth. Using the workbook can accelerate the process of increasing one's net worth.

#### *8. The Harvey Mackay Success Library*

This compilation includes several of Mackay's best works, providing a comprehensive resource on business success and wealth building. It covers topics like networking, selling, and career growth, all essential for enhancing net worth. The library serves as a valuable tool for anyone serious about financial improvement.

#### *9. Harvey Mackay on Leadership*

In this book, Mackay addresses the leadership qualities that drive business growth and personal wealth accumulation. It explores how effective leadership can create opportunities and foster environments conducive to financial success. Readers gain insights into leveraging leadership skills to increase their net worth and influence.

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# Harvey Mackay Net Worth: Unveiling the Fortune of the Sales Legend

## Introduction:

Are you curious about the financial success of Harvey Mackay, the renowned author and motivational speaker known for his bestselling book, *Swim with the Sharks Without Being Eaten Alive*? This in-depth article delves into Harvey Mackay's net worth, exploring the factors that contributed to his substantial wealth, his career trajectory, and the business acumen that propelled him to success. We'll go beyond simple numbers, examining the lessons we can learn from his journey and how his principles translate to financial prosperity in our own lives. Get ready to uncover the secrets behind the empire Harvey Mackay built.

## 1. Harvey Mackay's Estimated Net Worth:

Pinpointing an exact figure for Harvey Mackay's net worth proves challenging. Publicly available information on the net worth of private individuals is often limited. However, considering his prolific career as an author, motivational speaker, and business consultant, coupled with his successful ventures and investments, it's safe to estimate his net worth to be in the tens of millions of dollars. This figure is a reasoned approximation based on his book sales, speaking engagements (commanding substantial fees), and likely investments, which are generally undisclosed.

## 2. The Pillars of Harvey Mackay's Financial Success:

Harvey Mackay's wealth isn't solely attributed to luck; it's a direct result of strategic career choices and a well-defined business philosophy. Several key pillars underpin his financial success:

**Bestselling Authorship:** *Swim with the Sharks Without Being Eaten Alive* is a phenomenal success story in itself. Millions of copies sold globally have generated substantial royalties for Mackay over the decades. This book alone has likely contributed significantly to his net worth.

**Highly Sought-After Speaker:** Mackay's motivational speaking engagements attract corporations and organizations worldwide. His commanding speaking fees, combined with the sheer volume of engagements he undertakes, constitute a significant income stream.

**Strategic Business Consulting:** Beyond his books and speeches, Mackay offers valuable business consulting services to a select clientele. These high-value engagements further contribute to his financial prosperity.

**Wise Investments:** While specific investment details remain private, it's reasonable to assume that Mackay's financial success includes shrewd investments in various sectors, contributing to wealth accumulation beyond his direct income streams.

**Entrepreneurial Spirit:** His career showcases a strong entrepreneurial drive, a willingness to take

calculated risks, and a focus on building lasting value. This inherent entrepreneurial spirit is a key ingredient in his overall financial achievements.

### 3. Lessons from Harvey Mackay's Career:

Harvey Mackay's journey offers invaluable lessons for aspiring entrepreneurs and individuals seeking financial independence. These include:

**The Power of Networking:** Mackay emphasizes the importance of building genuine relationships and networking strategically. This philosophy is evident throughout his work and is a cornerstone of his business success.

**Value of Continuous Learning:** Mackay constantly adapts to changing market dynamics and continues to evolve his skills and knowledge. This commitment to lifelong learning is critical in navigating the competitive business landscape.

**Integrity and Ethics:** His emphasis on ethical business practices and maintaining strong relationships underscores the long-term benefits of integrity in accumulating wealth.

**Effective Communication:** Mackay's mastery of communication, whether through writing, speaking, or consulting, is a crucial factor in his ability to connect with audiences and build his brand.

**Strategic Risk-Taking:** While cautious, Mackay has demonstrated a willingness to take calculated risks when opportunities present themselves, a key component of entrepreneurial success.

### 4. Beyond the Numbers: The Mackay Legacy

Harvey Mackay's impact transcends his net worth. His books have inspired millions, providing practical advice and strategies for achieving both professional and personal success. His motivational speeches have empowered countless individuals, boosting confidence and driving them to achieve their goals. His legacy extends beyond financial achievement to encompass a profound contribution to the field of personal and professional development.

#### Article Outline:

**Introduction:** Hooking the reader and providing an overview of the article.

**Harvey Mackay's Estimated Net Worth:** Providing an estimated figure and explaining the rationale.

**Pillars of Harvey Mackay's Financial Success:** Detailing the key factors contributing to his wealth.

**Lessons from Harvey Mackay's Career:** Highlighting valuable lessons for readers.

**Beyond the Numbers: The Mackay Legacy:** Discussing the broader impact of his work.

**Conclusion:** Summarizing key takeaways and reinforcing the article's central message.

#### Conclusion:

While the exact figure of Harvey Mackay's net worth remains undisclosed, his remarkable career trajectory offers a powerful testament to the rewards of hard work, strategic thinking, and a commitment to personal and professional growth. By studying his success, we can glean valuable



lessons that can be applied to our own pursuits of financial well-being and personal fulfillment. His journey serves as an inspiring example of how dedication, coupled with effective communication and ethical business practices, can lead to remarkable achievement.

#### FAQs:

1. Is Harvey Mackay's net worth publicly available? No, exact figures regarding his net worth are not publicly disclosed.
2. What is the main source of Harvey Mackay's income? His primary income sources are book royalties, speaking engagements, and business consulting.
3. How did *Swim with the Sharks* contribute to his wealth? The book's massive sales have generated substantial royalties over many years.
4. Does Harvey Mackay invest in the stock market? It's likely he has diversified investments, but specifics are not publicly known.
5. What are some key business lessons we can learn from Harvey Mackay? Networking, ethical practices, continuous learning, and effective communication are all vital.
6. How can I apply Harvey Mackay's principles to my own career? Focus on building strong relationships, mastering communication, and continuously seeking new knowledge.
7. What other books has Harvey Mackay written? He has authored several other books on business and self-improvement.
8. Is Harvey Mackay still actively involved in speaking engagements? While less frequent, he remains involved in motivational speaking.
9. What is Harvey Mackay's philanthropic involvement? Information on his philanthropic activities is not widely publicized.

#### Related Articles:

1. *The Secrets of Successful Networking: A Harvey Mackay Approach*: Explores his networking strategies.
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8. Overcoming Challenges: Harvey Mackay's Resilience and Success: Explores overcoming obstacles.

9. Building a Lasting Legacy: The Impact of Harvey Mackay's Work: Discusses his overall impact.

**harvey mackay net worth: Pushing the Envelope** Harvey Mackay, 2007-12-18 Pushing the Envelope is packed with triumphs, wit, and wisdom gleaned from Harvey Mackay and the super-successful people he's learned from over the years as a marketing whiz and bestselling author. The man who taught us how to "swim with the sharks" is back with a boatload of tips and techniques for becoming more savvy and successful in everything you do. To Harvey Mackay, "pushing the envelope" means pushing the boundaries and pushing yourself to maximize your advantage—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, you'll learn • How to get the order • The art of negotiating the best deals for you • The essential qualities all leaders possess • Fail-safe ways to move up the corporate ladder • Business titans' secrets to achievement • The keys to balancing work and family • How to use laughter as a productivity tool • And much more! Humor. Honesty. Fairness. The ability to get others to see your vision. Judgment. Guts. Respect for the bottom line—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. As usual, Mackay has his trademark, no-nonsense lists, including: • 5 ways to ruin a good sales force • 11 questions to ask a job prospect • 10 New Year's resolutions • 7 things not to do with a friend • 12 ways to ruin your next speech Both practical and entertaining, charged throughout with Harvey Mackay's inimitable style, humor, and entrepreneurial wisdom, Pushing the Envelope puts the fun, the creativity, and the challenge back in business. Whether you're at the top of your company or determined to get there, this is one business book that will earn your stamp of approval. Praise for Pushing the Envelope "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."—The New York Times "A refreshing delivery of advice."—USA Today

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this is the book that will inspire, instill hope . . . and give more than a glimpse into what makes these stalwarts strong. When Fortune magazine called Mackay “Mister Make-Things-Happen,” it was right on the money—getting this amazing group of people from various walks of life to talk openly about their abilities to bounce back shows him to be a master at getting people to divulge some of their defeats and their dreams. Hopeful, tough-minded, and filled with indispensable advice, *We Got Fired! . . . And It's the Best Thing That Ever Happened to Us* will show anyone how to turn a modern bummer into a major blessing. It's a rarity: a sure thing in our shaky times. Originally published as *We Got Fired!*

**harvey mackay net worth: Mistakes Millionaires Make** Harry Clark, 2016-10-18 Do Millionaires Really Make Mistakes? We're all fascinated by the brilliant entrepreneur who hits it big with the latest and greatest new idea. We're captivated by the amazing inspiration, the stunning growth, and finally, the huge profit. But what happens when huge risks and unforeseen pitfalls take enterprises down and ruin fortunes in a flash? The fall from the top is painful and inglorious. CEO coach, author, and speaker Harry Clark and the thirty ultimately successful entrepreneurs he interviewed for *Mistakes Millionaires Make* know that terrible fate all too well. They lived it. And they recount their experiences—involving losses from ten million to two hundred million dollars—and the catastrophic effects those losses had on them and their families. Whether you're a family-business owner or an investor, involved in a huge enterprise or the pizza shop around the corner, Clark's informative and often shocking accounts of entrepreneurial missteps will provide you with key insights into where these thought leaders went wrong, what they learned, and how they got back on their feet again. CEOs and their teams and families, business leaders, entrepreneurs, and anyone involved in a business of any type or size will benefit from the compelling interviews and the lessons learned about the pitfalls that snagged others. *Mistakes Millionaires Make* stands apart from the rest with its fortune-saving recommendations and insights into the risks that all entrepreneurs face every day. Even if you don't have millions, you'll walk away with practical advice for avoiding failure and living a better financial future in whatever business venture you undertake.

**harvey mackay net worth: The Aftershock Investor** David Wiedemer, Robert A. Wiedemer, Cindy S. Spitzer, 2013-10-28 From the authors who accurately predicted the domino fall of the conjoined real estate, stock, and private debt bubbles that led to the financial crisis of 2008, comes the definitive guide to protection and profit in 2013 and beyond. Based on the authors' unmatched track record of accurate predictions in their three landmark books, *America's Bubble Economy*, *Aftershock*, and *Aftershock Second Edition*, this new book offers what readers have been clamouring for: a detailed guide to how to survive and thrive in the next global money meltdown. Entirely updated with three new chapters, plus more actionable insights and detailed advice, *The Aftershock Investor* second edition spells out clearly and concisely exactly what smart investors need to know right now, before the worldwide Aftershock hits. Specifically, readers will discover that... This so-called economic recovery is 100% fake (see new Chapter 1) And is working to temporarily support our multibubble economy (Chapter 2) Based on massive money printing that will only make our problem even worse later (Chapter 3) When mounting future inflation and climbing interest rates will inevitably push us over the Market Cliff (new Chapter 4) Going over the Market Cliff will surprise most conventional investors (Chapter 5), Crash the stock market (Chapter 6) Diminish bonds (Chapter 7) Depress real estate (Chapter 8) Threaten insurance and annuities (Chapter 9) And make gold and other precious metals soar (Chapter 10) If you can keep your job or business before and during the Aftershock (Chapter 11) And be smart about spending, savings, and debt (new Chapter 12) You can learn now how to best protect your retirement (Chapter 13) And most importantly, how to defend yourself and your assets with an innovative, actively managed Aftershock investment portfolio (Chapter 14)... Before it's too late.

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own entrepreneurial journey, you will magically see yourself in her examples yet learn the skills necessary to turn a real profit, all while laughing out loud. Who knew business could be so much fun? --Publisher.

**harvey mackay net worth: Aftershock** David Wiedemer, Robert A. Wiedemer, Cindy S. Spitzer, 2015-06-17 Secure your financial future before the next big bubble bursts Aftershock provides a definitive look at the economic climate still ahead in 2015—and beyond—and details the steps you can take now to secure your financial future. Written by the authors who accurately predicted the financial crisis of 2008 and 2009, this book serves as both a warning and a game plan for investors looking to avoid catastrophic loss. This updated fourth edition has been expanded with new actionable insights about protection and profits in an increasingly confusing investment environment, and includes the latest data, updated charts and tables, and brand new coverage of monetary stimulus. With a look back at the domino fall of the conjoined real estate, stock, and private debt bubbles that triggered the last major crisis, this book paints a vivid picture of what to expect the next time the world's economy pops. You'll learn how to protect your assets before and during the coming fall, and how to capitalize on the opportunities everyone else is missing. The housing bubble has popped, toppling banks and sending shockwaves of stock market misery around the world. It may seem like the worst is over. It's not. This book shows you what's still to come, and how to ride the crest instead of being sucked under. Learn when, why, and how the global bubble will burst Understand the repercussions that will reach into your accounts Get up to date on the data, with expert analysis and insight Start protecting yourself now with a few smart investment moves The stock market, real estate, consumer spending, private debt, dollar, and government debt bubbles will burst, driving up unemployment, devaluing the dollar, and causing deep global recession. Aftershock helps you fortify your assets before the wave so you can enjoy clear skies after the storm.

**harvey mackay net worth: Aftershock** John David Wiedemer, David Wiedemer, Robert A. Wiedemer, Cindy Spitzer, 2014-03-31 Offers an analysis of recent economic developments and presents advice on how people can protect themselves and profit when a global economic meltdown occurs.

**harvey mackay net worth: Use Your Head to Get Your Foot in the Door** Harvey Mackay, 2011-01-04 Harvey Mackay hits the bull's-eye. An important book for important times in our lives. The Shark Man at his very best. -Larry King Harvey Mackay returns with the ultimate book on how to get, and keep, a job you truly love whether you're twenty-one, fifty-one, or seventy- one. In this era of downsizing and outsourcing, you can never be sure your job will still exist in five years-or five weeks. So you'd better think of your career as a perpetual job search. That demands a passion for lifetime learning and the skills for relentless and effective networking. Uplifting, amusing, and jam-packed with proven tips, Use Your Head to Get Your Foot in the Door will guide you through the toughest job market in decades. It's also the definitive A-to-Z career resource for the rest of your life.

**harvey mackay net worth: Living Your Dreams** Mark Victor Hansen, 2020-12-02 You have extraordinary possibilities hidden inside you! Let each of them excite you at the fiber of your being. Those possibilities, ideas, hunches, inklings, and inner nudges are called dreams... All types of dreams: To create wealth, health, happiness and outstanding relationships For yourself, your family and others Falling in love, marrying and living happily ever after Creating your own company Pursuing a superior education Being a visionary leader Gaining respect, fame, and fortune And more! In this powerful, life-changing book from Mark Victor Hansen, discover the proven concepts, powerful skills, easy-to-use techniques and step-by-step action items needed to define your dreams and live them—whatever they are! With a guidebook and a personal goal planner, readers will learn: Believe It to Achieve It Positive Self-Talk How to Turn Problems into Opportunities The Fundamental Secrets of Prosperity How to Gain Financial Freedom To Create a Dream Team Achieve Total Well-Being Develop a Winning Spirit 10 Instant Steps to Success No one knows more about how to live their dream than Mark Victor Hansen. Mark achieved his success when he was well into his 40s—knowing that dreams don't have deadlines. After reading this inspiring book, you'll know it too!

Now a sought-after dynamic keynote speaker and entrepreneurial marketing maven, Mark has spoken to over 6,000 audiences worldwide and is best known as the co-author of the Chicken Soup for the Soul series, and brand setting world records with over 500 million books sold.

**harvey mackay net worth:** Dig Your Well before You're Thirsty Harvey Mackay, 1999-02-16 Bestselling author Harvey Mackay reveals his techniques for the most essential tool in business--networking, the indispensable art of building contacts. Now in paperback, Dig Your Well Before You're Thirsty is Harvey Mackay's last word on how to get what you want from the world through networking. For everyone from the sales rep facing a career-making deal to the entrepreneur in search of capital, Dig Your Well explains how meeting these needs should be no more than a few calls away. This shrewdly practical book distills Mackay's wisdom gleaned from years of swimming with sharks, including: What kinds of networks exist How to start a network, and how to wring the most from it The smart way to downsize your list--who to keep, who to dump How to keep track of favors done and favors owed--Is it my lunch or yours? What you can do if you are not good at small talk Dig Your Well Before You're Thirsty is a must for anyone who wants to get ahead by reaching out.

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**harvey mackay net worth:** *Beware the Naked Man Who Offers You His Shirt* Harvey Mackay, 1996-08-27 FORTUNE magazine calls Harvey Mackay Mr.-Make-Things-Happen. No matter where you are in your career, he can help you ride the expressway to success. This collection of on-target how-to's, insights, and self-tests translates into immediate take-to-the-office results on EVERY page. Discover the secrets on servicing sales that are worth millions, add the missing ingredient--courage--to your career, learn how to love your job, take a manager's quiz that will revolutionize your style, and much, much more! From the autor of SWIM WITH THE SHARKS WIHOUT BEING EATEN ALIVE. Can Mackay do it again? The answer is a resounding yes. He joins Bob Townsend (UP THE ORGANIZATION) as master of brief, biting, and brilliant business wit and wisdom. Tom Peters A Selection of the Book-of-the-Month, Fortune and Macmillan Book Clubs

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