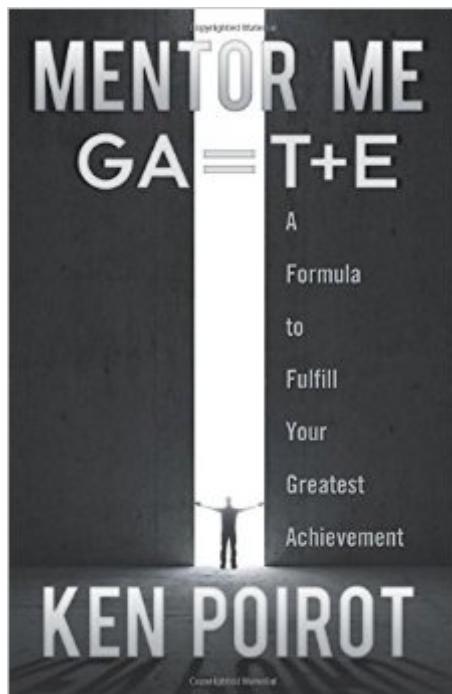


The book was found

Mentor Me: GA=T+E- A Formula To Fulfill Your Greatest Achievement



Synopsis

Happiness. Success. Motivation. Influence. Inspiration. We all want to have success and happiness in every area of our lives, as well as be a positive influence and inspiration to other people. But too often, we get lost in our resolutions to do just that, having no idea where to start or how to get there. Successful life coach Ken Poirot provides answers in this groundbreaking book, Mentor Me: GA=T+E-A Formula to Fulfill Your Greatest Achievement! In Mentor Me, you will discover: - How to formulate a plan to achieve your dreams - Your personality style and how it relates to the personality styles of other people - How to most effectively learn new information, motivate yourself, and others - The two most powerful words in the English language and how to put them to work for you - The best-and most effective-way to handle any conflict in life Mentor Me delivers what other books only promise: real world strategies, techniques, and information that produces proven results! Easy-to-implement directives and personal life illustrations combine to provide readers with the pathway to success they have only previously dreamed about. Begin reading and following the plan found in Mentor Me today and step-by-step, you will transform your life! Ken Poirot is a financial professional with over eighteen years' experience as both a successful financial advisor and sales manager. As the senior vice president and sales manager for Frost Investment Services, the brokerage department of Frost Bank (NYSE:CFR), he led his department to four consecutive years of double-digit revenue growth, increasing revenue by over 83 percent while substantially increasing the profit margin. During these same four years, the financial advisors he coached increased their individual production from an average of less than \$25,000 in revenue per month to over \$41,000. Additionally, he has consistently increased sales by double digits as a regional manager at various other firms, including Guaranty Bank and JPMorgan Chase. He is a coach, consultant, scientist, author, and public speaker, currently residing in the Houston suburb of Richmond, Texas.

Book Information

Paperback: 160 pages

Publisher: Dog Ear Publishing, LLC (May 2, 2014)

Language: English

ISBN-10: 1457527723

ISBN-13: 978-1457527722

Product Dimensions: 6 x 0.3 x 9 inches

Shipping Weight: 7 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars See all reviews (34 customer reviews)

Best Sellers Rank: #888,925 in Books (See Top 100 in Books) #38 in Books > Business & Money > Business Culture > Work Life Balance #212 in Books > Self-Help > Journal Writing

Customer Reviews

GA=T+E means "Greatest Achievement equals Time plus Energy." The book starts out by admitting it is a motivational book, and it mentions sales several times. The key advice is to write down specific goals and remind yourself of those goals constantly, then apply time and energy toward achieving the goals. Along the way the book mentions several very useful tools for dealing with other people. There is a quiz to help you identify your personality type, and a lot of good information about body language and the ability to use what you know about personality type and how a person learns to achieve the goal you want to achieve through the help of others. There are many books written over the decades that have similar advice. Maxwell Maltz's "Psyco-Cybernetics," Napoleon Hill's "Think and Grow Rich," and numerous books by Dale Carnegie all contain the same kind of advice. Napoleon Hill states you should write the goal on a piece of paper and put it in your wallet, post it on your shaving mirror, and constantly keep the goal in front of your eyes and you will achieve that goal. Maltz's technique is ready, fire, aim. The idea is that one should start moving toward the goal, while visualizing it very distinctly, and your automatic guidance system will take over and you will hit your target goal. Visualizing the goal as clearly and distinctly as possible - using every sense you have - is a key to Maltz's ideas. Mr. Poirot says much the same thing in a truncated fashion. The author is very helpful when he advises "know yourself" and then know others and how they are wired. Being able to disarm an angry person in a confrontation is important, and Mr. Poirot gives excellent advice there.

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