

BRIAN TRACY

MILLION

PROVEN POWER PRACTICES TO

DOLLAR

DOUBLE & TRIPLE YOUR INCOME

HABITS

SECOND EDITION

Million Dollar Habits

Brian Tracy

Dedication: This book is dedicated to my three fine brothers- Robin, Dalmar and Paul – each of them remarkable in his own way, each of them possessed of fine qualities, buttressed by great habits, and destined for wonderful things.

Table of Contents

Introduction	You Are What You Do
Chapter One	Where Your Habits Come From
Chapter Two	The Master Program of Success
Chapter Three	Becoming A Person of Value
Chapter Four	The Habits You Need To Succeed
Chapter Five	The Habits of People Who Become Millionaires
Chapter Six	The Habits That Get You Paid More and Promoted Faster
Chapter Seven	The Habits of Top Businesspeople

Chapter Eight The Habits for Marketing and Sales Success

Chapter Nine The Habits of Personal Effectiveness

Chapter Ten The Habits for Getting Along Well With Others

Chapter Eleven The Habits for Health and Well Being

Chapter Twelve The Habits of Character and Leadership

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The Focal Point Coaching Process

The Focal Point Telecoaching Process

Index

About the Author

Introduction – You Are What You Do

“Habit my friend, is practice long pursued, that at last becomes the man himself.”
(Evenus)

Thank you for reading this book. In the pages ahead, you are going to learn a proven and practical series of strategies and techniques that you can use to achieve greater success and happiness in every area of your life. I am going to share with you the so-called “Secrets of Success” practiced by every person who ever achieves anything worthwhile in life. When you learn and practice them yourself, you will never be the same again.

The Great Question

Many years ago, I began asking the question, “Why are some people more successful than others?” This question became the focal point of a lifelong search, taking me to more than 80 countries and through many thousands of books and articles on the subjects of philosophy, psychology, religion, metaphysics, history, economics, and business. Over time, the answers came to me, one by one, and gradually crystallized into a clear picture and a simple explanation.

It is this: *“You are where you are and what you are because of yourself. Everything you are today, or ever will be in the future, is up to you. Your life today is the sum total result of your choices, decisions and actions up to this point. You can create your own future by changing your behaviors. You can make new choices and decisions that are more consistent with the person you want to be and the things you want to accomplish with your life.”*

Just think! Everything that you are or ever will be is up to you. And the only real limit on what you can be, do and have is the limit you place on your own imagination. You can take complete control of your destiny by taking complete control of your thoughts, words and actions from this day forward.

The Power of Habit

Perhaps the most important discovery in the fields of psychology and success is that fully 95% of everything that you think, feel, do and achieve is the result of *habit*. Beginning in childhood, you have developed a series of conditioned responses that lead you to react automatically and unthinkingly in almost every situation.

To put it simply, successful people have “success habits” and unsuccessful people do not. Successful, happy, healthy, prosperous men and women easily, automatically and consistently do and say the right things in the right way at the right time. As a result, they accomplish ten and twenty times as much as average people who have not yet learned these habits and practiced these behaviors.