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Paul J. Meyer

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From the Foreword: This book is for all of us, because we all hunger to be more, to have more and to impact more. Paul J. Meyer has made it his life work to help people reach their full potential. That means a lot but what speaks even louder are the millions of voices who have been positively impacted by this man. Beginning at an early age, Paul began uncovering the gifts of life that we all are entitled to. He has come to see that you can lay claim to virtually anything we wish. "As a man thinketh in his heart, so is he," says an ancient writer. Inside this book, you will find truths that will challenge you to reach higher than ever before. You will be motivated. You will be encouraged. You will be given a lot. And you will see that you too have a fortune to share. In 1960, after an impressively successful insurance career, Paul took what he learned as a master salesman, manager, leader and motivator of others and began a corporation dedicated to "motivating people to their full potential."® That flagship company has grown into numerous organizations worldwide that have almost three billion dollars in combined sales. Other areas of interest have also developed into businesses owned by Meyer and his family, including publishing, education, printing, finance, legal insurance, antique cars, auto racing, aviation, manufacturing, real estate and much more. His entrepreneurial expertise has propelled him and his family to investments in numerous companies and ownership of more than forty corporations throughout the world. As Paul's friend for more than 50 years, I have observed that the greatest contributing factor to his long-standing success is his attitude. He is telling it like it is in this book. His positive attitude, combined with his success habits and infinite thirst for knowledge, sets him apart from the typical businessperson. These traits have not only sustained him through the dramatic ups and downs frequently characterizing the risks and rewards of business ownership but they have also catapulted him to phenomenal success. Paul J. Meyer's philosophy and attitudes have literally helped millions of people reach more of their full potential. The rewards earned by his achievements have been used by Meyer to help even more people. He accepts the abundance — and responsibilities — with the attitude of that of a steward. He views the riches of life as a trust and himself as the trustee. The beneficiaries of his inheritance are those who have used his writings to find purpose and success in their own lives. In addition, countless beneficiaries include individuals helped by one of the many foundations he and his family have established. As you read, you will see how Paul's conscious choice to feed his mind diligently and carefully with only the richest, most positive ideas available has created his indomitable attitude ... and his incredible fortune. And what he has gained, he generously shares with you. Inside this treasure book are valuable seeds of success. Plant these seeds in your own mind and soul and you will reap the happiness and success your Creator has designed you for when you seek it and work for it. It's yours, if you want it. Dr. W.M. "Bill" Hinson Vice Chairman of Haggai Institute

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