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SALES Techniques - How To Convince A Customer To Buy From You How Thinking Brings Success - The POWER of Your Thoughts! Law of Attraction Rest In Natural Great Peace

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Tips from the Productivity Ninja on how to worry less, achieve more and love what you do. Results Think Less Achieve More

“Results: Think Less, Achieve More is total wisdom power. Understanding what Jamie Smart presents will allow you the insights and realizations that awaken your innate ability to create truly transformative results.” – Mark Howard, PhD, Three Principles Institute

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Results - Think Less. Achieve More.: Amazon.co.uk: Smart ...

Results - Think Less. Achieve More. by Smart, Jamie at AbeBooks.co.uk - ISBN 10: 0857087096 - ISBN 13: 9780857087096 - Capstone - 2016 - Softcover

9780857087096: Results - Think Less. Achieve More ...

Achieve the results you want by following the Clarity Coaching Model Improve your overall performance to gain better relationships with your colleagues, close friends and family Add more purpose to your life by allowing time for creativity and innovation

Results: Think Less. Achieve More eBook: Smart, Jamie ...

Jamie Smart hat mit "Results - Think Less. Achieve More." nach seinem Bestseller "Clarity" einen weiteren Klassiker geschrieben, der zu einem Paradigmenwechsel in der Erfolgs-Psychologie führen wird. Großartig! Uneingeschränkte Leseempfehlung.

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Results: Think Less. Achieve More by Jamie Smart

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5.0 out of 5 stars Results:Think Less Achieve More. 15 March 2017. This is an interesting and well written self help book which could help you to change your life in all areas. It concentrates on helping you to understand how your own thoughts help to create your own outer world. I think one of the most important points made in the book is that ...

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Just invest little period to gate this on-line proclamation results think less achieve more as skillfully as evaluation them wherever you are now. Results-Jamie Smart 2016-10-17 Life can be a bit overwhelming sometimes, right? It can be difficult to clear your mind of a million different anxieties and focus in on the one thing you need to get done.

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In a clear, engaging and practical way, Jamie lays out a crucial road map that will show you how getting results is far easier than you realize. Highly recommended." – Chantal Burns, No. 1 bestselling author of Instant Motivation "Results: Think Less, Achieve More is total wisdom power. Understanding what Jamie Smart presents will allow you the insights and realizations that awaken your innate ability to create truly transformative results."

"The book will use many of the examples, exercises and metaphors that have been tried and tested for many years, and that form the heart of the Certified Clarity Coach Training Programme"--

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In Jamie Smart's book, *The Profitable Coaches Scorecard*, he explores the key multipliers that you need in order to enjoy growing your professional practice, have an even bigger impact on your clients, and start experiencing the sort of success that you want in your life and in the world. Reading this book will inspire you to take the next step as you learn and grow through your own transformation as a professional. In the book, Jamie explains that the results of your own transformation - who you are and how you're showing up in the world - are the most powerful thing you have to share with your clients and grow your practice. His book will help you navigate this process of becoming a transformation professional who's having an exponential impact in the world.

LEARN TO CLEAR YOUR MIND AND THINK LIKE A WINNER We all have so much going on. A million different projects, to-do lists longer than your arm. We all worry about things - money, deadlines. With all this buzzing around in our heads it's often a nightmare trying to concentrate on one thing. What if someone could show you how to empty your mind of all the noise? If you could be shown how to de-clutter your mind and concentrate on one important thing? Well Jamie Smart, state-of-mind specialist, can do just that - with *Clarity* he will show you how to get real clarity of thought. You'll learn how to clear your mind and become less stressed and more productive - and as a result, more confident in your abilities. *Clarity* will help you to: □ Greatly improve your concentration and ability to think clearly □

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Reduce stress levels and increase productivity □ Grow your confidence and self-belief □ Find innovative solutions to problems and make progress on goals and dreams □ Trust your intuition and improve your decision-making □ Build stronger relationships through better communication

Praise for Clarity: "Thought-provoking, entertaining, and potentially life changing – highly recommended!" Michael Neill, Radio Show Host and Author of *The Inside-Out Revolution: The only thing you need to know to change your life forever* "A powerful, positive book that can help you to achieve more than you ever thought possible, in every area." Brian Tracy, Author of *Goals and Eat That Frog* "I highly recommend this book to anyone trying to deal with life stressors and find true wisdom and well-being." Mark Howard, Ph.D., Clinical Psychologist, [ThreePrinciplesInstitute.org](http://ThreePrinciplesInstitute.org) "Take your time reading this profound book. Jamie Smart is about to blow apart every circumstantial excuse you ever came up with. He's about to put the steering wheel back in your hands." Garret Kramer, Founder of Inner Sports and Author of *Stillpower* "The insights you'll get whilst reading Clarity will resonant in how you manage day to day but, more importantly, provide a framework for refreshing your priorities, goals and drive." Peter Lake, Group Business Development Director, JS Group "The world of leadership, sales and customer engagement has changed radically over the past ten years. People are more savvy, better informed and sick of the same old story. Jamie Smart cuts through the noise of the marketplace and shows you what really works. Profound, practical and instantly applicable; Clarity is essential reading if you want to make your mark in the 21st century." Paul Charmatz, Former

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Managing Director, Camelot "Jamie, you really hit the bullseye with this brilliant book; it's a must-read for everyone who wants clarity of mind." Joe Stumpf, Founder of By Referral Only and Author of Willing Warrior "Jamie Smart takes an outdated paradigm of success and turns it on its head. Pull up a chair, get a copy of Clarity and discover how you can experience an exponential increase in clarity and quality of life." Rich Litvin, co-author of The Prosperous Coach and Founder of The Confident Woman's Salon "Jamie Smart is brilliant! In his book Clarity, he has unlocked an insight into the real-life matrix. Be ready to have your world turned inside-out because, as Jamie so effortlessly demonstrates, this is how it works." Richard Enion, Dragon's Den Winner, BassToneSlap.com and R

This book will change how you think about yourself, your potential and the world. In Sweet Sharing, Ankush Jain uncovers the hidden beliefs and misunderstandings that keep us from experiencing life to the fullest--and shows us how to free ourselves from them. This book is not prescriptive. There are no techniques to practice or systems to follow. Instead, Ankush gently points readers towards a transformative understanding of how the mind really works. Using stories from his own life and from the lives of his clients, Ankush invites us to rediscover who we truly are. --"Without ego promises, this book, like its author, quietly delivers. A 'Sweet Sharing' indeed! It is transcendent in its simplicity, honesty and humility." ~ Keith Blevens, Ph.D., Clinical Psychologist, Three Principles educator, trainer and consultant --"Sweet Sharing is a beautiful, personal journey of Understanding.

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Ankush helps us find the wisdom to resolve everyday human issues. I recommend this book to any human being that wants to discover their own wisdom, love, and understanding." ~ Mark Howard, Ph.D., Clinical Psychologist, Three Principles educator, trainer and consultant --"Sweet Sharing is personal yet universal; simple yet deep. The stories and insights in this book show how transformation happens naturally when we wake up to how our human experience works. Ankush's stories will entertain you, and what he shares about how the mind works just might change your life." ~ Amy Johnson, Ph.D., author of The Little Book of Big Change: The No-Willpower Approach to Breaking Any Habit and creator of The Little School of Big Change --"Using engaging personal stories, Sweet Sharing points you to the simple but profound truth that can transform your life." ~ Jamie Smart, Sunday Times bestselling author of Clarity: Clear Mind, Better Performance, Bigger Results and Results: Think Less. Achieve More --"Ankush has written a provocative memoir of his personal journey, with strikingly honest revelations from both before and after experiences which radically changed his 'thinking' and therefore his life. Relationships, health, jobs and money are all put under the microscope, with simple and direct examples of how changing our thinking is possible." ~ Linda Quiring, author of Island of Knowledge --"Ankush Jain's book Sweet Sharing makes for sweet reading. Throughout the book Ankush sprinkles stories, anecdotes, and nuggets of wisdom that bring us back to our childlike sense of wonder and show us that our well-being, love, and resilience are always within us." ~ Amir Karkouti, author of What the F\*\*k are the Three Principles? and 18 Other Questions from So-

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Called Wisdom Ankush Jain is a life coach, public speaker and trainer based in the UK with clients from Australia to Canada. He is the founder of the Powerful Men's Group and since 2015 has run multiple sold-out Powerful Men's Immersions in the UK. He is also the host of the successful Relationship Series and Business Series podcasts and has created several YouTube channels and multiple online communities related to coaching and personal development. He is also a coach to other coaches--assisting them in developing their practices through deeply impactful coaching and an emphasis on service. Ankush lives in London with his wife Yamini. You can find out more about what he's up to at <http://www.ankushjain.co.uk>

For anyone tired of chasing ever-elusive desires, of doing more only to find that more needs doing, and of making more money only to need more money, best-selling author Chin-Ning Chu shows you that life was meant to be easy, if you know the secrets. From the best-selling author of *The Working Woman's Art of War*, comes an important and timely book about the side of success that most don't know about—the power of selective yielding, of surrendering to a successful destiny, and of getting what you want by not wanting it too much. Using Carl Jung's famous parable of the rainmaker as a framework, Chin-Ning Chu explains universal truths about the nature of effort, success, willpower, detachment, "creating luck," and more. Illustrating the four "secrets of the rainmaker" with rich anecdotes from history, personal experience, and popular culture, Ching-Ning explains how to

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create success by attaining inner harmony, how to partner effort with ease, how to make peace with time, and how to stop reacting and start restfully controlling the events of your life.

You can achieve anything when you know how to put your mind to it We all know that a positive mental attitude can work wonders... but there's so much more to it than that. With the right coaching you can move from positive attitude to determined success magnet! Mark Rhodes trains people every day on just how to achieve that level of concentrated resolve. In this book he'll show you how to build the mindset you need to achieve your goals and dreams and start to notice more opportunities and have the confidence to act on them. Whilst NLP based, no prior knowledge of NLP is needed! Mark keeps the science in the background. And don't worry, he doesn't ask us to trust the powers of the Universe and have 'faith' that it will work. Mark's steps are practical and actionable, using real examples. Think Your Way to Success will supercharge your performance, helping you to:

- Map out exactly what you want to achieve
- Find the confidence to act on opportunities
- Use visualization to get results
- Conquer your fears and phobias
- Beat the "I can't" virus and shake off limiting beliefs

Praise for the book: "I know that there are hundreds of people who are more focused and more successful today because of the help Mark has given them." Bev James, CEO of The Coaching Academy "The perfect antidote to negativity and a powerful reminder that attitude changes everything." Guy Rigby, Director - Head of Entrepreneurs, Smith & Williamson

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Limited, author of From Vision to Exit "This book shows the really important things about mind power so that you will be able to emulate Mark's success. Keep it with you and read it over and over again!" Ron G Holland, author of Talk & Grow Rich "Mark Rhodes has given NLP a new look... I recommend it to NLPers everywhere..." Dr Richard Bandler, Co founder of the field of NLP, Author of The Secrets of Being Happy

Life can be a bit overwhelming sometimes, right? It can be difficult to clear your mind of a million different anxieties and focus in on the one thing you need to get done. Bestselling author of Clarity and The Little Book of Clarity goes one step further with Results by using his Clarity Coaching Model to help you de-clog your mind so you can make better decisions, prioritise and focus on achieving those important goals. Develop a deeper understanding of why you act the way you do and awaken your inner potential. Jamie's transformational coaching techniques will help you improve in all areas of your life, from developing your listening skills during meetings at work to reducing the levels of stress in your life. These techniques will see you through three important changes - your personal transformation that will see you gaining confidence and understanding your own behaviour, your interpersonal transformation to guide you in having an impact on those around you, and lastly your commercial transformation to get your professional life moving in the direction you want. Results is full of helpful examples and exercises to get you on the road to the results you need. Learn how

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to: Prioritise and focus on the right goals at the right time Achieve the results you want by following the Clarity Coaching Model Improve your overall performance to gain better relationships with your colleagues, close friends and family Add more purpose to your life by allowing time for creativity and innovation Encourage others to follow in your footsteps! Praise for Results: "This book is going to wake up your innate ability to create results." – Sháá Wasmund MBE, author of the Sunday Times No. 1 bestseller Stop Talking, Start Doing "A visionary guide to success in the new transformation economy – simple principles, practical applications and bottom line results". – Michael Neill, No. 1 bestselling author of The Inside-Out Revolution and The Space Within "Results shows you how to unlock the potential of all individuals and every type of organization." – Eva Hamilton MBE, Founder and CEO, Key4Life "Results is a pleasure to read and full of deep insights into preparing ourselves for a more innovative way of thinking and organizing – it provides a guiding philosophy which puts our innate capacities at the heart of everything. It is a book that anyone interested in innovation – both inside and out – should read." – Paul Sternberg, Associate Dean and Head of Design Innovation, Ravensbourne University "There is a magic in this book, offering wisdom to everyone. Blink and you'll miss it. Blink and you'll get it." – Jim Lewcock, CEO, The Specialist Works "Jamie Smart has cracked the code for creating real results in a way that fits perfectly with who you really are." – Rich Litvin, Founder, 4PC and co-author of The Prosperous Coach "As an owner of a business a key success factor for me has been to focus on discovering and working with authentic people that enable me to continually

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deliver results. Without doubt the clarity principles and Jamie's insights have been an exponential multiplier for me in my business and personal life." – Chris Norton, Director, Mentor Group "Results provides a refreshing approach to personal and entrepreneurial transformation, and most importantly – to achieving results!" – Vlatka Hlupic, award-winning author of The Management Shift "We all know we can have our best ideas, have a clarity of insight, at unexpected times. In this book, Jamie Smart shows how we can have more moments of lucid clarity and how we can marry that clarity with a propensity to action to achieve results." – Peter Lake, Managing Director, Aztec Aspire "Jamie Smart's book connects the dots...so often missing...between understanding and excellent, creative actions that get results in the real world. A very stimulating book!" – Steve Chandler, author of Time Warrior "If you want to know what it really takes to get results and live your life to the fullest, this book is the answer. The human pursuit of success is never the problem. It's our understanding of how life works that gets in the way of our natural capacity to create, thrive and prosper as individuals and as a society. In a clear, engaging and practical way, Jamie lays out a crucial road map that will show you how getting results is far easier than you realize. Highly recommended." – Chantal Burns, No. 1 bestselling author of Instant Motivation "Results: Think Less, Achieve More is total wisdom power. Understanding what Jamie Smart presents will allow you the insights and realizations that awaken your innate ability to create truly transformative results." – Mark Howard, PhD, Three Principles Institute "Results: Think Less, Achieve More points you to the blueprint of where success truly comes

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from. This book will guide you to the source of life-changing insights. Well done, Jamie!” – Catherine Casey, M.A. Clinical Psychology, Principle Based Consultant  
“Results is an insightful and impactful book that flies in the face of the all too common shallow and ineffective self-help advice. This book has the potential to make a significant positive impact on your life.” - Simon Hazeldine, bestselling author of Neuro-Sell “In this compelling book, Jamie Smart de-mystifies what underlies true transformation and your ability to get results in any aspect of your personal and professional life. Put on your seat belt and be prepared to have your conventional way of seeing the world be rocked, while simultaneously being introduced to an exciting new way of perceiving yourself and your world!” – Dicken Bettinger, Ed.D., retired psychologist, global seminar leader, founder of 3 Principles Mentoring, and co-author of Coming Home “The power of a clear mind is pretty much universally understood when it comes to stillness, tranquillity and happiness. Yet almost never is it linked to achievement, excellence and consistent results. Until now. In this profound book, Jamie Smart walks us through the extraordinary (and innate) process of experiencing a shift of consciousness or change of heart, first. Then cultivating the outcomes of our dreams becomes as simple as one, two, three.” – Garrett Kramer, founder of Inner Sports and author of Stillpower and The Path of No Resistance

For many people, a successful work/life balance is frustratingly elusive. Monday mornings fill us with dread, as we face increasingly long hours, constant stress, and

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the struggle to maintain a decent quality of life. Work/life balance is typically seen as a time-management issue, but that's not it. Working harder in the little time you have won't help. What's needed is a change of attitude and approach, where you can stop tearing your hair out, and go home feeling happy, confident and stress-free. In the process, you will become much more productive, relaxed and an asset to your business. WORK LESS, ACHIEVE MORE shows you how. For many people, a successful work/life balance is frustratingly elusive. Monday mornings fill us with dread, as we face increasingly long hours, constant stress, and the struggle to maintain a decent quality of life. Work/life balance is typically seen as a time-management issue, but that's not it. Working harder in the little time you have won't help. What's needed is a change of attitude and approach, where you can stop tearing your hair out, and go home feeling happy, confident and stress-free. In the process, you will become much more productive, relaxed and an asset to your business. WORK LESS, ACHIEVE MORE shows you how.

First published 2008 under the title Get it Done!

'It is easier to complicate than to simplify' - this book takes up that challenge and aims to refine and clarify the theories in the original Results to produce a more succinct route to clarity and better results for the reader - because we all want to see results at home, at work and in life! Using transformational coaching techniques, examples, exercises and metaphors, Jamie talks the reader through

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the three key changes they need to achieve the results they are after and inspire others to do the same. Based on the principles of The Clarity Coaching Model, the reader will learn how to de-congest their mind to think more clearly, make better decisions and improve performance – achieving the 'flow' state attributed to the results of top-flight individuals. Clearer thinking removes the stress and anxiety from decision making and allows you to focus on your goals. Rather than a step-by-step process, the reader is encouraged to form a deep understanding of themselves to awaken their inner potential and improve their innate abilities including better listening, deeper connections, more motivation and greater innovation and creativity.

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