

Ideas from ***Get Paid More and Promoted Faster***
21 Great Ways to Get Ahead in Your Career by Brian Tracy
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Brian Tracy is a big guy in the professional and business success world on topics such as leadership, sales and strategy. Since I have been increasingly speaking to corporations I've been diving into business focused books. One of them was Tracy's ***Get Paid More and Promoted Faster: 21 Great Ways to Get Ahead in Your Career.***

The reading left me with some smart ideas and wondering why the heck more employees aren't sick in the corporate washroom. While Tracy offers 21 tips on how to climb the executive ladder, I add a warning to not do *them all*. Other wise you risk becoming distressed, sleep-deprived and divorced--if ever you had the time to fall in love in the first place. Here are two lists. First are his suggestions, which I believe if embraced without some restraint could have you *heart attacking* yourself. The second list is his best ideas for reaching the top.

Use with Caution

1. Start earlier. Work harder. Stay later.
2. Work one hour earlier and stay later than anyone else.
3. Keep fit by getting up one hour earlier to exercise.
4. Work all the time you are at work.
5. Cut back on breaks and lunches.
6. Volunteer for assignments and additional work.
7. Do your job faster and at a lower cost.
8. Develop a reputation for fast results.

Approved

1. Decide what you want for a dream job and life.
2. Research and target to work for your ideal company.
3. Tell your boss how he or she can better support and enable you to do a better job.
4. Dress and act successful. Read John Molloy's book, *Dress for Success*. There's one each for men and women.
5. Write down ten goals you would like to achieve in the next 12 months. Be specific.
6. Ask, "How can I satisfy customers' needs?"
7. Concentrate on results. Evaluate what is most important to accomplish.
8. Become a problem solver. Look for ways to improve your job and the organization for which you work.
9. Find ways to assist others.

10. Invest in yourself continually. Read for an hour each day, study, attend seminars, and listen to educational audio programs.

Who am I to approve or give caution? No one any smarter than you. Decide what fits for you in a life that feels full and satisfying. Tracy gives us a hint that he has time to goof off and have a sense of humour when he says, “Most of your happiness, and your unhappiness, comes with hair on top, and talks back.” My hope is, that when you talk back to yourself, you do it with good care for yourself and your loved ones. Then when you reach success, you will be intact.

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