

# Brian Tracy 21 Great Ways To Start And Build Own Business

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Decide which business will be the most beneficial for you Identify your ideal customers Do fast, cheap, market research Make a profit selling your products and services Develop a complete business plan to insure long term success Avoid business failure Practice the Five Ps of marketing to keep your business fresh and in-demand Concentrate on sales and boost your profits Manage your time well, so that you can work to live not live to work! Use the Seven Key Success Factors to ensure your business will be at the top of its market! About the Author Brian Tracy is one of Americas leading authorities on the development of human potential and personal effectiveness. A dynamic and inspiring speaker, he addresses thousands of people each year on the subjects of personal and professional development, including the executives and staff of such firms as IBM, Arthur Andersen, McDonnell Douglas, and The Million Dollar Round Table. Prior to founding his own firm, Brian Tracy International, he had successful careers in sales and marketing, investments, real estate development, distribution, and management consulting. Tracy is the author of thirteen previous books including the bestselling book Maximum Achievement. He is also the author/narrator of numerous bestselling audiocassette programs, including The Psychology of Achievement and How to Start and Succeed in Your Own Business.a global authority on sales and customer service who leads more than 150 training programs and sales meetings annually for companies such as IBM, AT&T, Coca-Cola, Hilton Hotels, Inc. magazine, Siemens, and Cintas. He is the author of the syndicated sales column Sales Moves, which appears in eighty-five businessjournals across the United States and Europe and is read by more than 3.5 million people weekly.

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