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# Get Smart: How To Think And Act Like The Most Successful And Highest-Paid People In Every Field

## Get Smart!



How to Think and Act Like the  
Most Successful and Highest-Paid  
People in Every Field

**Brian Tracy**

Best-selling author of *Fat That Frog!*



## Synopsis

An accessible guide to training the brain to work effortlessly in your favor - from the international best-selling author of the productivity classic *Eat That Frog*. In business and in life, you must be smart to get ahead. As things shift and change quickly, you need to tap in to your brain - learn how to think smartly - in order to make sure that you maximize your opportunities. In *Get Smart!*, internationally acclaimed business guru, speaker, author, and productivity expert Brian Tracy has laid the groundwork on how to easily reconfigure your negative thinking patterns and habits and reprogram your brain to achieve its maximum potential. In this invaluable book, listeners will encounter: The latest brain research on how to think in order to get results Practical, easy-to-understand advice and immediately actionable steps and exercises How to train the brain to think correctly and help to create a brilliant future Tapping in to the power of positive thinking How to harness the true potential of the human mind And so much more Whether your goal is making more sales, coming up with better business plans, or simply finding ways to make extra money or have more residual income, this book will serve as your personal express elevator going straight to the top!

## Book Information

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## Customer Reviews

And here's the complete observation by T.S. Eliot: "We shall not cease from exploration, and the end of all our exploring will be to arrive where we started and know the place for the first time." In the Introduction, Brian Tracy points out that "on average" people use only 2% of their mental

ability. I am among those who question that estimate as being too low but, whatever the percentage is, human mental ability tends to be underdeveloped and thus underutilized. "The natural tendency for most people is to slip into a comfort zone of easy thinking and decision-making based on old, false or incomplete thinking. Many people use far less of their mental potential because they become lazy in their thinking, jump to simple conclusions, assume causation when two events occur close together, and do what they've always done rather than to challenge the ideas [especially assumptions] or consider entirely different approaches. Years of television watching, failure to read, learn, and grow, non-stop electronic interruptions (email, social media, messaging and phone calls) make a person incapable of functioning fast and efficiently." Tracy then adds, "Your mind is like a muscle. To develop it so that it functions at a higher level, you must place demands on it, the same as lifting weights for muscle building. Get Smart shows the reader a series of simple, practical, powerful ways of questioning and examining a situation to assure the best choices and decisions. By challenging the reader to think with greater clarity, the reader challenges his/her mind and makes it stronger and more resilient" like a muscle subject to vigorous physical exercise.

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