



Million Dollar Habits: Proven Power Practices to Double and Triple Your Income

Brian Tracy

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95% of what people think, feel and do, is determined by habits. Habits are ingrained but not unchangeable—new, positive habits can be learned to replace worn-out, ineffective practices with optimal behaviors that can cause dramatic, immediate benefits to the bottom line.

In *Million Dollar Habits*, Tracy teaches readers how to develop the habits of successful men and women so they too can think more effectively, make better decisions, and ultimately double or triple their income. Readers will learn how to organize their finances, increase health and vitality, sustain loving relationships, build financial independence, and take a leadership role to turn visions into reality.

Million Dollar Habits: Proven Power Practices to Double and Triple Your Income **Details**

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Author : Brian Tracy

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From Reader Review Million Dollar Habits: Proven Power Practices to Double and Triple Your Income for online ebook

Joe says

Another excellent Brian Tracy book about focusing on what is important and discarding much of the rest.

With the right goals, focus, mindset and action results can be accelerated.

Critical success factors

- 1) health and energy
- 2) attitude and self confidence
- 3) persuasion
- 4) clear and concise communication and planning communication in advance
- 5) time management

Never criticise. Next time let's update that template with the current address

Always think on paper and write out your goals

If someone is criticising you only say two things:

Tell me more

An example?

Valentine Eco says

The "Million Dollar Habits..." by Brian Tracy is an amazing book. It's most suitable for young adults making new entries into their careers. The book is loaded with relevant information on saving money and investing, starting new businesses, leadership and character, sales and marketing, leading a healthy lifestyle, etc. There's no doubt that the principles contained in the book will go a long way in making one a self-made millionaire.

Jason Dang says

Pretty good book overall. I like the action orientation it has. It has motivated me to put more effort into my job, not just for self-gain but for integrity and better customer service. The book is weak on finances (suggests mutual funds and only 10% savings though he does say start low and keep going as high as you can). There's a lot of things that I intuitive know about careers but he articulates it explicitly in this book. I haven't read much of his work as I heard there's a lot of repetition. I'd recommend this to someone young and starting out.

Vaishali says

Just short of 5-stars, but only because I'm too familiar with Brian Tracy... the one author whose words no one can afford to miss. A practical refresher applicable to any phase of life.

Notes :

"If you want to increase the amount of money you are receiving, you must increase the value of what you are giving for the money.

"Small differences in ability can translate into large differences in results."

"Here's a rule : Until you get into the Top 10% of your field, you will never be really successful, and you will never be really happy... It is relatively easy to stay at the top of your field once you get there."

"Pay the price of success in advance... Pay even more of the price today, so you can enjoy more of the rewards tomorrow."

The Four "R"'s

1. Restructure

"Outsource everything except the 1 or 2 things you do especially well that customers are willing to pay for. Focus on developing new business."

2. Re-engineer

"Constantly look for ways to increase your efficiency and cut your costs. Reduce the amount of time it takes for you to produce a specific result."

3. Re-invent

"Imagine the entire business burned to the ground overnight. What would you start up immediately? Start up second? Not get into again?"

4. Reorganize

"Better use the resources of the company to increase the return on equity/time/money."

"Be prepared to completely change what you were doing. Spend more time on higher value activities."

"Set priorities - stop doing things of low value."

"As a high achiever, you no longer think in terms of weeks and months. You think in terms of minutes and hours. And you make every minute count."

"Better, faster, cheaper, easier."

"Get results for which people will gladly pay."

"Long-time perspective sharpens short-time focus."

"Becoming a millionaire today has never been easier."

"Discipline yourself immediately."

"All long-term money is patient money."

“People who become financially independent are focused intently on increasing the length of time that they can enjoy their current lifestyle without ever working again.”

“Casualness leads to casualties.”

“Feedback is the breakfast of champions.”

“Your job is to consciously, clearly, definitely decide upon and develop the specific habits that can guarantee you higher levels of success, happiness, and achievement throughout your life.”

“Everything you do is largely a habit of one kind or another.”

“Be patient. Give yourself a year to develop a new habit.”

“Before you can have more, you must first be more.”

“Just as you can develop the habit of courage, you can develop virtually any other habit or discipline you need to accelerate your life and leverage your talents.”

“Your job is to multiply yourself times other people’s ideas, other people’s knowledge, other people’s energies, and other people’s money. Everything else must be set aside and made secondary to your desire to live your life to the full and achieve everything that is possible.”

“Your key question is always ‘How do I get the most out of myself?’ ”

“Get more and more done with less and less time, and be paid more and more with less and less effort. This is the real key to success.”

The Habits

1. Continuous goal setting

"Always think on paper... continually making lists of the things you want and the things you will have to do to achieve them."

2. Time management

"Successful people are simply those who do more things of higher value more of the time... every given moment."

3. Thorough preparation

"I have personally spent as much as 8 hours preparing for a 15 minute meeting, and it was worth every single minute of those 8 hours. Over prepare."

4. Continuous learning

"You learn a little bit at a time, at every opportunity. This is the only way your brain can absorb and retain information."

5. Action-oriented

"Move fast. Do it now. Do it immediately. The faster you move, the more you step on the accelerator on your own potential."

“Start work on the most valuable use of your time and stay at it single-mindedly until the task is complete. If you can do this, you can conquer the world. If you cannot, you will always have to work for someone else who can make you do it.”

Keys to great success in life are explained by :

- Acceleration
- Leverage
- Multiplication
- Return on Energy
- Economic/market value add
- Return on investment

3 Forms of IP that a person brings:
(from “Intellectual Capital” by Thomas Stuart)

-
1. Core competency
 2. Knowledge of company’s products, systems
 3. Network of contacts, especially customers and suppliers

From John Kotter’s “Power and Influence Beyond Formal Authority” :

“Power and influence did not come from having a position, and having subordinates whom you can give orders. True power and influence came from being able to call on people over you have no control at all.”

“The more you give of yourself with no expectation of return, the more it will come back to you in the most unexpected ways.”

“Everyone in your life is a customer in some way... if you don’t give them a minimal level of attention, satisfaction, and occasional moments of delight, you are going to have serious problems.”

“The very best managers and companies treat the employees exactly the way they want the employees to treat the customers.”

“The more you like yourself, the better you do.”

“Everyone you meet has a sign around their neck that says ‘Make me feel important.’ ”

Behaviors for Building High Performance in Others

1. Acceptance of others..... Action: Smile
2. Appreciation Action: Say thank you
3. Admiration Action: Recognize
4. Approval Action: Praise
5. Attention Action: Listen & question
6. Agreeableness Action: Let it go

7. Positivity Action: Be optimistic

"The person who asks questions has control."

"Everything we do in life is either to protect our self-esteem or to enhance it."

"Become an expert in relationship management. Imagine that relationships in life are flowers, and you are a gardener. Continually go through your garden of life collecting more flowers - more relationships - in everything you do."

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Carsten Hansen says

"Million Dollar Habits: Proven Power Practices to Double and Triple Your Income" by Brian Tracy is an interesting book that presents to you an overview of which habits the author thinks relevant for you to gain a positive mindset in order to achieve your goals and what you may otherwise want in life.

Just as when you were little and learned how to walk, this book teaches you step-by-step to believe in yourself and how to make things happen in your life. Some of the habits are decidedly more relevant than others and some are just sound advice, such as get enough rest, eat healthily, take your vitamins, groom yourself and such.

I have really enjoyed it and am learning to think and see things in a more positive way.

Sharathkumar says

"Take control of your habit. Take control of your life."

It is one of the well written motivational books. I absolutely loved it. Out of all the motivational books, I have read has one thing in common - that is the power of attraction. It means you can attract what you think most of the time. As the famous saying goes, "You reap what you sow".

The book covers all the aspects our life and how we can change the bad habits and become a better person. In your personal life or in your professional life how you could develop certain habits which would make you a better person.

Overall, it is a nice book with lot of useful ideas and concepts which can be applied in day-to-day life

Lucy says

This book was kindly sent to me to review. However, all opinions are my own.

This book has a great focus on 'habit', the habits that successful people use and what they are so that you can apply them to your own life. I really liked the use of quotations and famous figures in this book.

Additionally, I loved how Tracy (the author) stated a habit and then backed this up with information from

psychology, for example. However, references to the bible may not be for some. I felt that some of the points made were really interesting and something different to what I have heard or read before. Furthermore, there are questions for you to answer in relation to your own life which may help you actually implement some of the things that Tracy talks about. I was surprised by how much information was actually in this book, I appreciated that it did not ramble on about the same point but rather had just the right amount of writing and then introduced another. Overall, this was an interesting book and if you would like to read about different theories relating to success, you may want to read it.

Geoffrey says

I liked how this book touched on all aspects of the lifestyle of a successful person. While the definition of successful can certainly vary, the theme here is a long term healthy and wealthy life. The only downside is that you can get into more detail of each section, work habits, entrepreneurial drive, diet, exercise, etc. by reading a series of other books that focus on each. This was mildly pleasurable to read although not inspiring per se.

Wayne Heinz says

Largely a regurgitation of the positive thinking/new thought woo, mixed with a grab bag helpful advice (goal setting, time management etc) that is so generally stated as to be worthless. The book is full of factual errors that make me doubt the veracity of any one claim. The worst section of the book is the chapter on staying healthy; much of the information is outdated and wrong.

If the author were to cut out all the needless repetition, clichés and slogans only 10% of the book would remain. It is a good book for really pushing your speed reading speed.

Jess Macallan says

I received an e-copy of the updated version of Million Dollar Habits via NetGalley in exchange for an honest review.

3.5 stars

I've read and enjoyed other books by Brian Tracy, and this book is similar in nature--the focus is on the power of your thoughts and your ability to create the right habits that lead to success. This book is easy to follow and contains smart and concise action steps and ideas. I liked the section on comfort zones and how they can be an obstacle to improving ourselves. In order to uplevel, we need to first identify our limiting beliefs and improve them. He also recommends the use of affirmations and outlines the various laws (law of attraction, law of habit, law of concentration, etc.)

For readers who enjoy personal growth and empowerment books, they won't find anything new in this one. However, it's an easy read and might be a timely reminder of your untapped potential. The action exercises at the end of each chapter offer helpful journal questions that also prompt readers to act after reflecting. I also appreciated how he broke topics down into specific steps including areas like creating new habits, goal setting, steps onto the fast track, habits for business success, marketing success, and more. This book systematically helps you go through your personal and professional practices so you can clean up habits that

aren't working and replace them with habits that will.

I wasn't impressed with the section on nutrition, which little to no references, as well as a few cringe-worthy tidbits. I agree with the suggestion to avoid processed foods but would prefer to see nutrition information given by nutrition experts. The food and supplement suggestions given by the author might work for him, but they aren't appropriate for everyone.

Wayne Falgout says

You have never read a book written by Brian Tracy, you are missing out. Million Dollar Habits is a book you can not only use in business but also your personal life. The motivation and new habit lessons begin in the very first chapter. It's most definitely a book that will not collect dust on a book shelf, It will be read over and over as I implement these Million Dollar Habits into my daily life.

Lubna Ghaznawi says

I'm just using this book for self-motivation to think. It does not tell me anything new .. very basic! It can be said that it's a waste of time if you're looking for prespectives or new information. The good things about the book are: 1- It sums up almost all the contents of self development & motivation books. 2- It's well written and well structured. 3- It has good summary at end of chapters.

Greta Koch says

It feels like a summary of everything else you might have read before on self management. It is the first book I have read of this author.

He is bold in his statements what needs to be done to be successful, does not reference to any studies, but if you have read more books you do not need these references. For example, one becomes professional in his field in 5-7 years, Pareto principle 80/20... I liked that it is a summary but on some topics it is very basic and is not supported bu strong arguments, like 'be responsible', 'be polite' etc.

Cara says

I got this book because I heard the author speak at an online publishing seminar, and he said out of all the books he's written, this is his favorite. He related the story of one reader who was a truckdriver when he read the book. Because of what he read, he saved up to buy a truck so he could double his income. Over time, he kept buying more and more trucks until he owned a huge trucking company. Hell yeah!

This book is totally that inspirational. It was just what I needed to read at this time in my life. I think the author's main point was that our lives are made up of our habits, so if we can change our habits (especially our habitual thinking), we can be and do anything we want. That is awesome, but the main things I got out of it were much simpler than that.

1. Successful people think "What do I want? How can I get it?" a lot. They focus on that and think about it most of the time. Since you can choose what you think about, you can do that, too. And man, when you think about what you want and how to get it all the time, it's pretty damn inspiring.

2. If you don't have enough self-confidence, two quick ways to build some are to do something to be proud of and to say to yourself, "I like myself." Easy and effective.

The author also gives some advice that I don't necessarily agree with, such as work as hard as you can all the time so you can get ahead, and pinch every penny so you can become a millionaire. What's the point of becoming a millionaire if you're always pinching pennies? I'd rather have a lot less money but enjoy everything I've got.

Overall, though, a very good book. It's gotten me thinking about what I want the most, my values, and who I want to be. If nothing else, that's been super inspiring, but I think it's also helped me do better.

Notes:

p. 134 continually re-evaluate the 7 Ps: product, price, promotion, place, packaging, positioning, people.

p. 238 Action exercise: How would you change your goals and actions if you could not fail?

Eric says

Setting aside its off-putting title and excessive emphasis on making money/staying thin, this book nonetheless delivers many constructive life ideas in inspiring fashion, providing a detailed array of "strategies and techniques" without relying on platitudes. Using short bursts of peppy text with wide-ranging headings on topics including "Fearless and Spontaneous," "Benevolence," "Take Regular Vacations," and "Practice Excellent Dental Hygiene," Mr. Tracy doles out a wealth of cognitive and capitalistic wisdom that would make Napoleon Hill dance the 'Dougie.' Those not looking to "double or triple" their income will nonetheless find much relevant material, including the author's take on "The Habits of Character and Leadership" in the final chapter.
