



Zig: The Autobiography Of Zig Ziglar

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"Zig Ziglar epitomizes determination, perseverance, excellence, and a loving Christian spirit more than anyone I know! The world would be a better place if more of us were just like him."

--Kenneth H. Cooper, M.D., The Cooper Clinic, Dallas, Texas

Zig Ziglar, the motivational speaker who has galvanized audiences around the world and written more than a dozen perennially popular books, brings that same unbounded energy and clarity of vision to this candid, inspiring account of his own life and the forces that shaped it.

Every year, Zig Ziglar travels all over the world delivering a resounding message of hope and commitment in forums ranging from high-powered business conferences and church leadership assemblies to youth conventions and educational gatherings. In *Zig*, Ziglar chronicles another kind of journey: his own transformation from a struggling, not terribly successful salesman to the sales champion of several different companies, and finally to his current position as one of the world's best-known and most highly regarded motivational speakers and trainers. As he describes his experiences, he brings to life the essence of his teachings: "You can have everything in life you want if you will just help enough other people get what they want."

At the heart of Ziglar's story are the people who taught him the importance of balancing a commitment to hard work with compassion for others. His first teacher was his mother, who raised him alone after the early death of his father, and introduced him to the principles and values he has honored for the rest of his life. Her lessons were reinforced by many others—from the men and women who became his business mentors to the friends and spiritual leaders who comforted and supported him when things got tough. Paying tribute to each of them, Ziglar zeroes in on the philosophy and traits that have enabled him to achieve success in business and in his personal life: discipline, hard work, common sense, integrity, commitment, and an infectious sense of humor.

Ziglar's speaking engagements and seminars along with a wide array of audio and video materials, books, and training manuals, have helped to trigger positive changes in small businesses, Fortune 500 companies, U.S. government agencies, nonprofit associations, religious organizations, schools, and prisons. At once engaging and enlightening, *Zig* provides a riveting portrait of the man who has achieved so much by embracing the simple but profound goal of helping others.

From the Hardcover edition.

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From Reader Review Zig: The Autobiography Of Zig Ziglar for online ebook

Sean says

Great read and insight on the life of Zig Ziglar. Even though he was basically naturally talented, he really threw away that talent for a long time. He failed because of ego and ignorance. When he started doing things for other people instead of himself, he finally found the super success that he had always desired.

My only disappointment with the book is towards the end it started to drag as he talked about his faith and politics.

Tracey Axnick says

Really a great book - listened to it on CD. Zig is motivating, funny, real and just wonderful. Truly moving and touching to hear him talk about his childhood in Yazoo City, MS in the Great Depression. He was one of 11 (12?) kids, raised by a young widow. Very uplifting and motivating book!

Don says

Maybe a little long on the early years. Interesting that he spent the first 27 years of his life chasing after the proverbial pot of gold at the end of the rainbow, but before things clicked. I don't think it's a coincidence that it coincided with making God first in his life.

Linda Callahan says

I have listened to Zig Ziglar and decided to hear do this book. It was insightful and I appreciated his outlook on life. A bit disappointed, but I am not sure why. Perhaps I would have liked to hear more of his ideas. But I enjoyed it...

E. Scott Harvey says

I love Zig Ziglar and his material! Highly recommend that you read anything you can get your hands on that Zig wrote!

Pat Murphy says

If you want to learn about the mental and emotional attributes of good salesmanship this book is great. It is

easy to read and makes sense. Ziglar comes across as a friendly, grandfatherly type as he advises you. I used to think I would never want to read such a book because I never wanted to be a salesman but it shows you basics and the fact that you can't really get away from sales in your life. You have to at least sell yourself at times. This book puts that in a good perspective.

Ken says

Zig Ziglar is one of the most amazing men of our time. He has a tremendous depth of life experiences to share with everyone. His advice can be adhered to by all ages.

I loved this book about a man I truly admire.

Bob Collins says

I've been reading and listening to Zig since the '80's. He's had a big influence on my life and I even attended an event in his house outside Dallas, when I attended his Born to Win seminar back in 1995. His autobiography is pure Zig, all the way. The ups and downs, the good times and the difficult times and a testimony that still inspires me.

Great book!

Kristin says

I love all the Zig motivational and sales books, this was quite a change because it talked about all the mistakes he made to getting where he is at today. Very informative and really gives you another look at Zig.

Jim Serger says

Found this book very fascinating--
I enjoy the history behind the man.

Tim Ralston says

Zig Ziglar is a man I put on a pedestal that is only shared by men like the wonderful late Mr. Rodgers. His life is an amazing testament to any business man interested in the business of what is good, right, and upstanding. His examples of how positive thought can not only change your outcome, but the outcome of those around you is compelling. Any person, especially any person in business, should read something by Zig Ziglar in their life. His books are outstanding, and this autobiography tells the powerful story of his life and how he found success... true success.

