

The Go-Getter: A Story That Tells You How To Be One

By Peter B. Kyne

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The Go-Getter: A Story That Tells You How To Be One By Peter B. Kyne

The classic motivational parable (over 500,000 copies sold worldwide) that shows you how to make your own opportunities in life, updated for the modern reader by bestselling business author Alan Axelrod

Ever since its first printing by William Randolph Hearst in 1921, *The Go-Getter* has inspired employees and entrepreneurs to take initiative, increase their productivity, and excel against the odds. Now, more than half a million copies later, Alan Axelrod, bestselling author of *Patton on Leadership* and *Elizabeth I*, CEO, updates the tale to address today's most pressing work issues.

In *The Go-Getter*, Bill Peck, a war veteran, persuades Cappy Ricks, the influential founder of the Rick's Logging & Lumbering Company, to let him prove himself by selling skunk wood in odd lengths-a job that everyone knows can only lead to failure. When Peck goes on to beat his quota, Rick hands Peck the ultimate opportunity and the ultimate test: the quest for an elusive blue vase. Drawing on such classic values as honesty, determination, passion, and responsibility, Peck overcomes nearly insurmountable obstacles to find the vase and launch hia career as a successful manager.

In a time when jobs are tight and managers are too busy for mentoring, how can you maintain positive energy, take control of your career, and prepare yourself to ace the tests that come your way? By applying the timeless lessons in this compulsively readable parable, employees at all levels can learn to rekindle the go-getter in themselves.

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Editorial Review

From Publishers Weekly
Although Kyne's tale of business smarts has been around for some time (it was first published by William Randolph Hearst in 1921), it doesn't feel dated. Indeed, lumber wholesaler Cappy Ricks's situation (he "had more troubles than a hen with ducklings") mirrors that of many business leaders today. It's a straightforward parable about a young war veteran who's handed an opportunity that will either make or break his career. If he accepts the job and pulls it off, he's a go-getter; if he fails, it's curtains. The kid's motto-"It shall be done"-sums up Kyne's point: even if you're unsure, say you can do it. Then figure out how to do it and make sure you succeed. Go above and beyond. The 82-year-old story gets some slight spiffing up by business book writer Axelrod (Everything I Know About Business I Learned from Monopoly), and the afterword is especially helpful in pinpointing Kyne's main ideas.
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Review

"Although Kyne's tale of business smarts has been around for some time, it doesn't feel dated. ... The 82-year-old story gets some slight spiffing up by business book writer Axelrod, and the afterword is especially helpful in pinpointing Kyne's main ideas." - Publishers Weekly

"*The Go-Getter* is a great book for motivating employees to take initiative and make decisions without constantly asking for management assent. ... What a revelation!" - Mark Hansen, The American Society of Safety Engineers

"Earle M. Jorgensen, who built one of the nation's largest steel distribution companies and helped persuade Ronald Reagan to go into politics ... kept stacks of a book called *The Go-Getter: A Story That Tells You How to Be One* [in his desk] and gave away signed copies to visitors." - The New York Times

From the Author
Dave says, "This classic book teaches a critical success principle. Success in any area of your life requires that you decide that you will not be denied from reaching your goal. Everyone on my team is required to read this book."

Users Review

From reader reviews:

Karen Wells:

This The Go-Getter: A Story That Tells You How To Be One tend to be reliable for you who want to be a successful person, why. The main reason of this The Go-Getter: A Story That Tells You How To Be One can be one of many great books you must have is definitely giving you more than just simple reading food but feed an individual with information that maybe will shock your previous knowledge. This book is handy, you can bring it just about everywhere and whenever your conditions both in e-book and printed kinds. Beside that this The Go-Getter: A Story That Tells You How To Be One forcing you to have an enormous of experience including rich vocabulary, giving you trial run of critical thinking that we realize it useful in your

day task. So , let's have it appreciate reading.

Henry Vance:

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Justin Oliver:

A lot of people always spent their free time to vacation as well as go to the outside with them friends and family or their friend. Do you realize? Many a lot of people spent they will free time just watching TV, or perhaps playing video games all day long. If you want to try to find a new activity this is look different you can read a book. It is really fun in your case. If you enjoy the book you read you can spent all day long to reading a guide. The book The Go-Getter: A Story That Tells You How To Be One it is rather good to read. There are a lot of those who recommended this book. They were enjoying reading this book. In case you did not have enough space to bring this book you can buy the actual e-book. You can m0ore quickly to read this book from the smart phone. The price is not to cover but this book has high quality.

Darrel Mason:

In this period globalization it is important to someone to obtain information. The information will make you to definitely understand the condition of the world. The health of the world makes the information better to share. You can find a lot of sources to get information example: internet, classifieds, book, and soon. You can see that now, a lot of publisher that print many kinds of book. The particular book that recommended to you is The Go-Getter: A Story That Tells You How To Be One this publication consist a lot of the information on the condition of this world now. That book was represented just how can the world has grown up. The language styles that writer require to explain it is easy to understand. The particular writer made some investigation when he makes this book. That's why this book appropriate all of you.

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