

Pushing the envelope: All the way to the top

Harvey Mackay

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A few years ago, I read this book and was overwhelmed by the simplicity of the author to guide us towards success in life by following very simple steps. Harvey Mackay is the author of two bestsellers, “Swim with the sharks without being eaten Alive” and “Beware the naked man who offers you his shirt” He is the founder and CEO of Mackay Envelope Corporation. In addition, he is a nationally syndicated columnist and was named by the Toastmaster International as one of the top five speakers in the world.

In this book, Mackay shares his wit, his common and not-so common sense, with everyone who wants to succeed.....at anything. Humor, honesty, fairness, the ability to get others to see your vision, Judgment and guts, the subjects are very interesting and his writing style is easy to follow without talking down to the reader. In it, Harvey tackles the mantras of success – how to obtain it and what contributes to extraordinary lifelong success.

Harvey Mackay '*Pushing the envelope*' means pushing the boundaries and yourself to gain an.....edge. The world is competitive - to be better, faster, smarter and to get the results you want in business and in life, you have to stick your neck out like a turtle.

Well said..

You'll never turn try into triumph.....without adding the umph!

The book in general reveals the secret to winning....**Hardwork**. It also suggests ways to become a differentiator by showing, enthusiasm, creativity and imagination. In one such chapter, Harvey says, '*All things come to those who go after them*'. The idea is Never, never to give up and keep on moving with perseverance towards your goal. He writes, "*Big shots are only little shots who keep shooting*".

Harvey Mackay shared all the tricks of the trade out of his own experiences. He advises on appearance, creativity, motivation, ways to move up the corporate ladder, customer service, the art and importance of detailing, knowing your friends and avoiding your enemies, negotiating tactics and shows you how to make every day count.

The quote, "*Don't wait for the funeral before you pay a compliment. You may not make it in time*" touched my heart. Not even about management and leadership skills he also talked about spirituality, life lessons and building relationships.

I loved everything about this book, reading it with both pleasure and amazement. The format of the book is delightfully engaging. Harvey has told his life experiences with such freshness, humour, intensity and power. The book is totally captivating and fun to read with lively, crisp and concise descriptions of how to succeed in life.