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# 100 Ways to Motivate Others: How Great Leaders Can Produce Insane Results Without Driving People Crazy

*By Steve Chandler, Scott Richardson*



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100 Ways to Motivate Others is the culmination of many years of successful leadership coaching and training by best-selling author Steve Chandler and attorney Scott Richardson, and the natural follow-up to Steve's two previous best-sellers-100 Ways to Motivate Yourself and Reinventing Yourself. Chandler and Richardson have crafted a vital, user-friendly, inspirational guide for executives, managers, and professionals...and those aspiring to reach their level. Breakthrough concepts, such as "Don't manage people, manage agreements," abound in this book of short takes for the time-challenged leader. 100 Ways to Motivate Others draws on the success of live workshops, seminars, and personal coaching programs on communications and leadership. These seminars, done for such organizations as Banner Health, General Dynamics, Scripps Hospital, Wells Fargo Banks, Bristol-Myers Squibb, and M&I Banks, appeal to managers, teachers, parents, CEOs, and coaches everywhere.



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#### **Review**

This is one of the most digestible and charming audio lessons on getting the best from people in any setting...Chandler's practicality, his colloquial language, and his utter comfort with this material belie the thinking that went into these lessons, which effectively span the universe of motivational ideas across the ages. - Audiofile

#### **From the Back Cover**

"Steve Chandler lights you up with the glow of his internal neon.... What he proposes is so rock solid and reassuring."

--*The Arizona Republic*

"It's hard to believe that so much powerful, practical wisdom can be packed into such an easy-to-read book. It's a voyage into the pure essence of what really works."

--Ron Hulnick, president, University of Santa Monica

#### **About the Author**

STEVE CHANDLER is a keynote speaker and corporate leadership coach with a large number of Fortune 500 clients. He is also a popular convention speaker, (Arthur Morey of Renaissance Media said, "Steve Chandler is the most original and inspiring figure in the highly competitive field of motivational speaking.") Chandler's first book, *100 Ways to Motivate Yourself*, was named Chicago Tribune's Audiobook of the Year in 1997. Chandler's books, now in seven languages, have also become best-sellers around the world.

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