

ZIG ZIGLAR

what you will no longer accept. Through integrity, hard work, and service, you arrive at a point where you get what you want, rather than having to like what you get.

Zig Ziglar

Ziglar was born Hilary Hinton Ziglar in Alabama in 1926, one of 12 children. At school in Mississippi in the 1930s, he was nicknamed Zig. His father died in 1932 in the midst of the Depression, leaving the family in financial hardship, but Ziglar managed to go to college in Jackson, Mississippi, and the University of South Carolina.

*Ziglar spent many years as a cookware salesman in Mississippi, rising to become a top performer in his national firm. At 29 the Dale Carnegie Institute in New York City employed him as an instructor, so beginning his public speaking career. He partly credits his success to reading Norman Vincent Peale's *The Power of Positive Thinking*. Ziglar has appeared on speaking platforms with the likes of Peale, Colin Powell, Pat Boone, Ronald Reagan, and George Bush Sr., and he has been recognized for his role with young people in drug use avoidance.*

*His other books include *Courtship after Marriage*, *Over the Top*, and *Secrets of Closing the Sale*.*

Ziglar lives and works in Dallas, Texas.

Chronological list of titles

- Sun Tzu *The Art of War* (4th century BCE)
Baltasar Gracian *The Art of Worldly Wisdom* (1647)
Benjamin Franklin *The Way to Wealth* (1758)
Horatio Alger *Ragged Dick* (1867)
Orison Swett Marden *Pushing to the Front* (1894)
Wallace D. Wattles *The Science of Getting Rich* (1910)
Andrew Carnegie *The Autobiography of Andrew Carnegie* (1920)
Edward Bok *The Americanization of Edward Bok* (1921)
Russell H. Conwell *Acres of Diamonds* (1921)
Henry Ford *My Life and Work* (1922)
George S. Clason *The Richest Man in Babylon* (1926)
Robert Collier *The Secret of the Ages* (1926)
Napoleon Hill *Think and Grow Rich* (1937)
Florence Scovel Shinn *The Secret Door to Success* (1940)
Frank Bettger *How I Raised Myself from Failure to Success in Selling* (1947)
Claude M. Bristol *The Magic of Believing* (1948)
Les Giblin *How to Have Confidence and Power in Dealing with People* (1956)
David J. Schwartz *The Magic of Thinking Big* (1959)
Napoleon Hill & W. Clement Stone *Success through a Positive Mental Attitude* (1960)
John Paul Getty *How to Be Rich* (1961)
Catherine Ponder *The Dynamic Laws of Prosperity* (1962)
Muriel James & Dorothy Jongeward *Born to Win* (1971)
W. Timothy Gallwey *The Inner Game of Tennis* (1974)
Zig Ziglar *See You at the Top* (1975)
Kenneth Blanchard & Spencer Johnson *The One Minute Manager* (1981)
Tom Hopkins *The Official Guide to Success* (1982)
Anthony Robbins *Unlimited Power* (1986)

50 SUCCESS CLASSICS

- Warren Bennis *On Becoming a Leader* (1989)
Stephen R. Covey *The 7 Habits of Highly Effective People* (1989)
Chin-Ning Chu *Thick Face, Black Heart* (1992)
Donald T. Phillips *Lincoln on Leadership* (1992)
Sam Walton *Made in America* (1992)
John Whitmore *Coaching for Performance* (1992)
Brian Tracy *Maximum Achievement* (1993)
Nelson Mandela *Long Walk to Freedom* (1994)
Roger Lowenstein *Buffett* (1995)
Earl G. Graves *How to Succeed in Business without Being White*
(1997)
Robert Kiyosaki *Rich Dad, Poor Dad* (1997)
J. W. Marriott Jr. *The Spirit to Serve* (1997)
Spencer Johnson *Who Moved My Cheese?* (1998)
Cheryl Richardson *Take Time for Your Life* (1998)
Michael Dell *Direct from Dell* (1999)
Jim Collins *Good to Great* (2001)
David S. Landes *The Wealth and Poverty of Nations* (1998)
Thomas J. Stanley *The Millionaire Mind* (2000)
Margot Morrell & Stephanie Capparell *Shackleton's Way* (2001)
Jack Welch *Jack* (2001)
Robin Gerber *Leadership the Eleanor Roosevelt Way* (2002)
Jim Loehr & Tony Schwartz *The Power of Full Engagement* (2003)
Richard Wiseman *The Luck Factor* (2003)

Credits

Please note that the dates in brackets are the date of publication of these editions. Original publication dates are stated in each of the 50 commentaries.

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