



People Tools for Business: 50 Strategies for Building Success, Creating Wealth, and Finding Happiness

Alan C. Fox

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Mastering the art of working well with others is the key to success. Whether you are just entering the workforce or have been running a business for years, this book will help you build the career—and life—of your dreams.

MAKE A CAREER OUT OF BEING HAPPY

Based on the countless lessons gleaned from a distinguished and highly profitable business career, Alan shares the tools you need to create that success in your own career and life—success that is both meaningful and long lasting.

People Tools for Business is organized into 50 chapters. Each tool is illustrated with insightful stories and amusing anecdotes from Alan's successful career and life that are relevant and relatable.

Some of the useful People Tools in the book include:

1. Be A Contrarian. Whether it's selling when everyone else says "buy," or speaking your mind when it's against the status quo, being a contrarian often pays off.
2. Budget, Don't Fudge It. If you intend to be successful in business, or in your personal life, it's crucial to have a plan, especially a financial plan.
3. Multi-Goaling. Recent studies have shown that multi-tasking actually diminishes your efficiency. That's why Fox suggest "multi-goaling": the simple art of making sure that everything you do kills (at least) two birds with one stone.
4. Advertise Your Mistakes. Ironically, being vulnerable and admitting that you're not perfect will make you a stronger leader.
5. The Dreaded Annual Review. Performance reviews don't have to be a terrible task for all involved. Fox shares five tips to make the annual review a breeze.

YOU ARE THE SOLE PROPRIETOR OF YOUR LIFE

"This book is about business," Alan writes. "But it's also about the business of life. Running your life is very much like running a business, and this book is full of ideas and stories from my own life to help you."

These time-tested "tools" will give you useful shortcuts to help you solve job-related problems. The advice is universal and can also be used outside of the workplace to build better relationships and create a more fulfilling life.

BUSINESS ADVICE FROM THE BEST IN THE BUSINESS

Fox has used People Tools to build an extremely successful career and personal life—one that includes growing a \$1.5 billion commercial real estate company, launching a nationally renowned poetry journal, establishing a non-profit that provides funding to youth education projects, and raising a large and loving family.

People Tools for Business: 50 Strategies for Building Success, Creating Wealth, and Finding Happiness Details

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From Reader Review People Tools for Business: 50 Strategies for Building Success, Creating Wealth, and Finding Happiness for online ebook

Mohammed Al Zahrani says

What I liked about this book is that it's not boring at all. The book is very simple and easy to read. I certainly recommend it for anyone. The tools by Alan Fox are useful for everyone! Not only business guys! Despite the fact that I'm a very slow reader, I finished the book in a very short time.

Skjam! says

Disclaimer: I received this book as a Goodreads giveaway on the premise that I would review it. My copy is an uncorrected galley, and there may be changes in the final product.

Alan C. Fox is a successful real estate manager and entrepreneur (and poetry magazine publisher) and previously wrote a book titled People Tools. That book was a success, so he has written this sequel that focuses on business-related strategies. It's divided into fifty short chapters, each with an story or two illustrating the point.

Like many self-help books, some of the advice is obvious, or at least should be, like "show up on time" and "keep a sense of humor." Others are a bit more complex, such as the "glass staircase" to overcome the "glass ceiling." A few of the chapter titles are directly taken from the author's personal experience; see if you can guess what situation "Order a Pineapple Fluff" is useful in.

Most of the stories draw from the author's personal experience, but "Don't Run Out of Cash" may be more viable for people whose fathers can loan them \$6000 to start a business (more in today's money) than those who have to contemplate selling blood to eat today. Yes, Mr. Fox did have to let go of some of his three private jets during the last recession, but it's not quite the same.

That caveat in place, most of the advice in this book is solid, and the short, entertaining chapters make this an excellent book for busy folks such as executives and entrepreneurs. Consider it as a gift for the business-oriented person in your life. It goes on sale 9/30/14 as a trade paperback, no word on an audio edition, but I think it would work well that way as well.

Louis Prospero says

An insightful and inspiring collection of strategies and tools for your business and your life.

This book is a collection of 50 "tools" focused on success in business. The author has worked as an accountant, lawyer, real estate developer, and writer. His broad background has provided him with a variety of experiences from which he has drawn the tools he shares in this book.

The tools in this book span a wide range of topics, covering all manner of situations in which we often find ourselves in our professional lives. The tools and strategies include interpersonal/emotional tools such as “The Tin Woodsman” (effective compassion), “Leave Grumpy at Home” (trying to be happy at work), and “Wait Three Days” (calm down before you act) as well as practical tools such as “Budget, Don’t Fudge It” and “Don’t Run Out of Cash”, and many in between, such as “Toot” (speaking up for yourself and tooting your own horn when deserved), “The (Dreaded) Annual Review” and “The Magic Piano” (noticing and appreciating the magic all around you – one of my favorites).

If you’re not a fan of business books, don’t let the title of the book dissuade you from taking a closer look. While the tools in this book are primarily aimed at business people, most of them (if not all of them) have applicability in our personal lives as well.

My experience in reading this book was somewhat uneven. At times I considered putting the book aside because it wasn’t holding my interest, and then at other times I didn’t want to put it down. I think this is because of the diversity of tools offered in the book. As I read through the tools in this book I would occasionally come across one or two that I didn’t find especially useful or inspiring (and there were a few of these), but then within a few pages I would find a few that really resonated with me. I expect the experience will be similar for many readers, and I believe this book has a lot of offer nearly anyone and everyone.

Overall I really enjoyed this book. Based on my experience with this book, I’ve added the author’s first book (“People Tools”) to my Wish List, and will keep an eye out for future books by this author as well.

I would recommend this book to anyone looking for insights, strategies, and tools for improving their business and/or personal lives.

Disclaimer: I won a free copy of this book from the "12 Books" group as part of its monthly book discussion program.

Steve says

Pretty good book. I learned from some of the chapters, but the last chapter was really interesting. I liked the fact that the book keeps you engaged because the chapters are small and to the point.

Rhonda says

I saw the author on the Steve Harvey Show and like the title. I figured I need to read it. I pride myself on relationships with my customers but always like people who give back. And I have some time this weekend so downloaded it & reading it.

Joseph McGarry says

I received a free copy of this book from 12 Books Group in exchange for this review.

People Tools for Business is Alan Fox's follow up to People Tools. In this book, he explores 50 different

tools to help people in business and in life. He spent many years in the practice of law, and now is CEO of a company that manages more than \$1.5 billion of commercial real estate. He's not as famous as Donald Trump, and he doesn't have his own TV show, but from reading the book, he's been quite successful.

The book is divided into 50 chapters, each only a few pages long. This makes easy to read and digest each one. Some of the chapter titles are Applause, Leave Grumpy at Home, Toot, Don't Put Your Car Keys in the Trunk, and Ask for a Pineapple Fluff. The overriding theme of all of the chapters is that you only have one life, so live it to the fullest. Don't be afraid to take chances to get ahead. If it doesn't work, see what you can learn and try again.

The author uses many examples from his own experience. He talks about his successes, but more importantly, he talks about his failures, and his mistakes. There are times when even he fails to follow his own advice. This is actually refreshing. Too many books like this present the author as perfect, that they're ready for their wings and halo, or are handing down their wisdom from the top of Mt Olympus. If he's willing to admit he's not perfect, then I know I can follow at least some of these all the time. (By the way, when I saw the title Leave Grumpy at Home, my first response was, "Then who do I take? Happy? Sleepy? Doc? Dopey?" Lol) All in all, a good book.

It is with sadness that I report that this is the last book for the 12 Books Group. The founder of this group, Jacob Paulsen, was unable to manage the group, and could not find anyone else to take over. I have learned a lot from the books I've read in the series. I'd like to thank him now for the free books I've won in the monthly giveaways. I will miss the group.

Susan Beamon says

I received this book from 12 Books, a business book club at Goodreads for free.

I tend to read business books as self-help books, mostly because I'm retired and finally have the time to read. I find many of the books are better self improvement books than the ones marketed for that purpose. This slim volume exceeds most of the others I've read in that department. It has taken many strategies and boiled them down to their essences. A lot of his chapters have been made into entire books by other writers, without providing more insights than are here in two to four pages chapters. This book could easily become a meditative journal for those so inclined.

John says

He wrote some other ones, but I liked the ease with which I went through this one (28 hrs?)
Fantastic, Mr. Fox!
