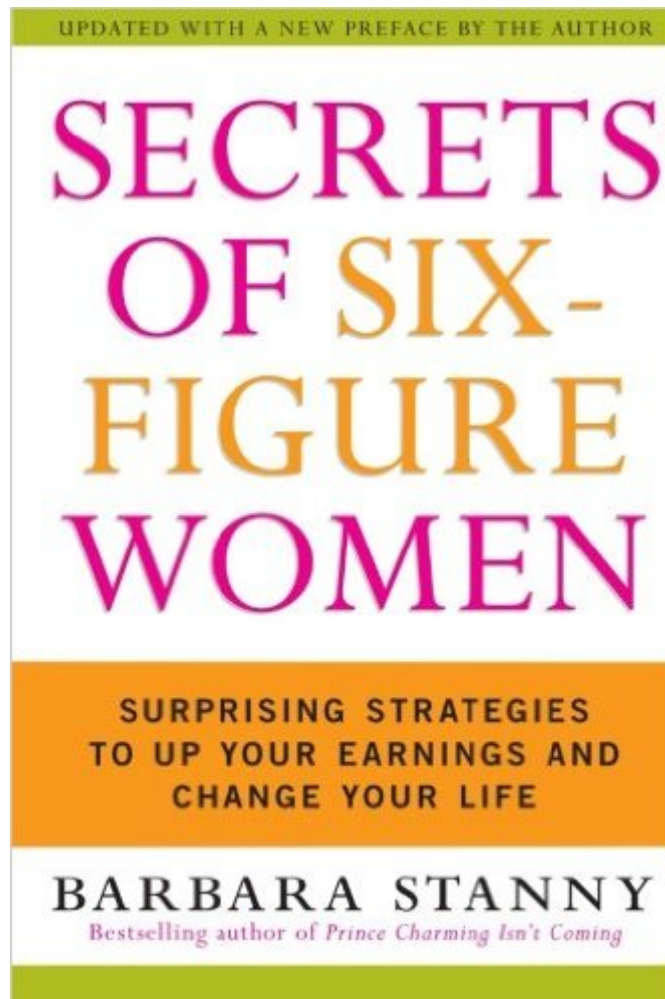


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# Secrets Of Six-Figure Women: Surprising Strategies To Up Your Earnings And Change Your Life



## Synopsis

Quietly and steadily, the number of women making six figures or more is increasing and continues to rise at a rate faster than for men. From entrepreneurs to corporate executives, from white-collar professionals to freelancers and part-timers, women are forging careers with considerable financial success. In *Secrets of Six-Figure Women*, Barbara Stanny, journalist, motivational speaker, and financial educator, identifies the seven key strategies of female high earners: A Profit Motive, Audacity, Resilience, Encouragement, Self-Awareness, Non-attachment, and Financial Know-How. Based on extensive research and hundreds of interviews, including more than 150 women whose annual earnings range from \$100,000 to \$7 million, Barbara Stanny turns each of the six-figure traits into a specific strategy for upping earnings. By rigorously fine-tuning them, readers can, step-by-step, climb the income ladder.

## Book Information

Paperback: 304 pages

Publisher: HarperBusiness; 2.1.2004 edition edition (March 2, 2004)

Language: English

ISBN-10: 0060933461

ISBN-13: 978-0060933463

Product Dimensions: 5.3 x 0.7 x 8 inches

Shipping Weight: 1.2 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (115 customer reviews)

Best Sellers Rank: #21,793 in Books (See Top 100 in Books) #74 in [Books > Business & Money > Personal Finance > Budgeting & Money Management](#) #278 in [Books > Business & Money > Business Culture > Motivation & Self-Improvement](#) #304 in [Books > Business & Money > Management & Leadership > Motivational](#)

## Customer Reviews

In the end, as Stanny says, it's not really about the money, it's about the satisfaction of being all that you can be - and age doesn't matter. When I bought the book, I already had a six-figure consulting job. But since it seemed like pure luck that I got the it, I had no idea how to replicate the job when the contract ends. Reading the book, I realized that, actually, it was not about luck. I got where I am the same way as all of the other women. I made room for "good luck" (which really means that, having left my job, colleagues, seeing that I was free, offered interesting little opportunities and I was available to take advantage of them). My intent was to have more satisfaction and money.

When the real opportunity came (the "good luck"), I recognized it and grabbed it, even as my colleagues walked away. When it required that I work beyond my comfort zone, I said yes. And, having done my research, I asked for more money than I had ever imagined. I think that, had I picked up this book two years ago, I would not have had the courage to walk away from a "good" job, even if it was making me miserable, or to have asked for the kind of money I eventually got. Those two things took outside support. But anyone can seek that support if she finds herself stuck. Now that I understand the relevance of what I did, I understand what to do next: simply do it all over again, but at the next level. This consulting job is only a step to my real dream. Having mentally let go of the job, the way forward is becoming clear, and the people I need are arriving on my doorstep. Amazing. Besides the process, I found the book to be full of gems. One pearl is that emotion follows action, not the other way around. Act, then feel good. Do not wait to feel good before acting. That small thing is adding quality to my life every day. This book is a keeper, and I intend to keep rereading it until I have wrung out every bit of value.

After finishing this book I felt inspired. I realized I fit into several of the under-earner traits that Barbara talks about in her book. Mostly I always undervalue my worth and honestly was afraid of being more and making more. In the last few weeks I started using her strategies and I've seen a change in the way I feel about money ... and all of the sudden more opportunities seem to be presenting themselves. It's too soon to know if it will boost my earning power ... but it certainly has changed the way I look at success and money. I'd recommend this book to anyone who not only wants to make more money ... but who wants to feel more successful in life.

There's a wealth of information for women in this guide to increasing your income. Barbara Stanny begins by explaining why so many women are low earners. (She illustrates her point well with interviews.) She then goes on to give seven strategies for overcoming the fear, lethargy, self-sabotage, and false beliefs that keep women stuck in low earning situations. Perhaps the most important lesson in this book is that a woman's ATTITUDE about her right and ability to earn more money is what will make the difference in her financial life. Eye-opening reading, with great practical strategies. Recommended. Reviewer: Linda Painchaud

This book is a genuinely fun read. I had trouble putting it down. Self-help books aren't supposed to be page-turners, but this one is. The point of the book is to outline the behaviors and thoughts that are common to all of the high-earning women who the author interviewed... But what makes it a fun

read are all of the inspiring stories of high-earning women with diverse backgrounds and occupations. They are generally women who start off giving up their lives (and/or incomes) either for their loved ones, or for their charities, or for their boss, and then making various breakthroughs that made them start taking care of themselves first and foremost, while still caring for their friends and family as much as (if not more than) before, and of course making more money too. Their stories will leave you feeling optimistic about your own professional future, regardless of your field and rank. There are also stories about women who were always proud, positive-thinking, successful people, whose stories are equally as inspiring. The "secrets" that the author outlines are so obviously essential to success, but so nebulous and elusive in our minds when we set personal goals, that it's invaluable that the author has pinpointed them, named them, described them, and turned them into strategies for success. And by showing the readers specific examples of how these behaviors were used in real people's lives, she gives the reader a concrete example to follow, to use as a starting point for the reader's own self-improvement. (And a sidenote: This book is not just for women. The strategies the author outlines can be applied to anyone's life, male or female, and the stories are probably just as inspiring for a man as for a woman.)

This book is written in a very casual style and very liberally sprinkled with quotes from a fairly large selection of the hundreds of women interviewed. It is easy to read and very thought provoking. While many of the ideas and strategies seem like common sense, a few of the strategies are ideas that women (and men) can benefit from employing no matter what their career and salary level. I enjoyed this book and gained a lot of insight. One of the strategies that especially caught my eye, called "The Trap", was given the motto "bite off more than you can chew, but not so much you choke." This idea involved stretching yourself but not too thin and also emphasized that some women can be too hard on themselves, extremely impatient or overly meticulous. This dealt with taking some risk and possibly get in over your head and not realizing you need to cut yourself some slack and instead pushing even harder until you snap. The author used many interviewees comments and experiences as well as her own to clearly illustrate both the danger and the handling of "The Trap". The bottom line of these strategies is that it is not what type of career you pick (all different fields from musicians and artists to CEO were represented), what company you work for (or not), what your education or your background is, but how you use your mental, emotional, physical and spiritual strengths and improve them by following the laid out strategies that will determine whether you can be a "six-figure woman" or man.

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