

# Secrets of Six-Figure Women: Surprising Strategies to Up Your Earnings and Change Your Life

Barbara Stanny

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# SECRETS OF SIX- FIGURE WOMEN

SURPRISING STRATEGIES  
TO UP YOUR EARNINGS AND  
CHANGE YOUR LIFE

BARBARA STANNY

Bestselling author of *Prince Charming Isn't Coming*

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I purchased this book for my Wife and she LOVED IT! Tells it like it is in easy to understand and make your way to becoming a six figure Woman

According to the Department of Labor, the average woman in 1998 was bringing home less than \$25,000 a year. For every dollar that a man makes, a woman makes between 50 and 75 cents, and that is hardly news. But what you may not know is that, quietly and steadily, the number of women making six figures or more is rapidly increasing. Currently, over fifteen million women make \$100,000 or more, and the number continues to rise at a rate faster than for men. And these women come from every industry - psychologists, dot com founders, consultants, freelance writers, and even part-timers. What makes these particular women able to do so well in the workplace? Fueled by curiosity, Barbara Stanny, author of *Price Charming Isn't Coming: How Women Get Smart About Money* (Viking Penguin), set out to research this phenomenon. What she discovered was that, though the high-earning women she interviewed came from different backgrounds and had had greatly different work experiences, they all had certain characteristics in common. *Secrets of Six Figure Woman: Surprising Strategies of the Successful High Earners* will be a ground breaking book for high earners who want to ensure their wealth, enhance their success, and learn from others who are in the same boat. It will also offer inspiration, guidance, and motivation to those who aspire to make more.

.com There are more high-salaried women in the workforce today than ever before, yet most females remain seriously underpaid when compared to their male counterparts. Motivational speaker and financial journalist Barbara Stanny decided to find out why by identifying the differences between those who draw the big bucks and those who don't. In *Secrets of Six-Figure Women* she reveals what makes the leading edge tick, as well as how others can use the information to boost their own paychecks and self-esteem. "For far too many women, financial limits have become a fact of life. The thought of making more is like climbing Mount Everest, a colossal, if not impossible task," writes Stanny. "That's exactly how I used to feel." By examining scores of top moneymakers, along with dozens of those earning below their potentials, Stanny discovered what works and what doesn't. After analyzing the subsequent lessons (i.e., you actually can boost your income without selling out, the requisite traits to do so can be developed by virtually anyone, money really can't buy happiness), she proposes specific strategies for maximizing their impact (intend from the start to succeed, stretch yourself, manage any payoff with care). Stanny professes throughout that she desires to offer "insight, hope and guidance to any of you who aspire to earn more." With this surprisingly practical and ultimately inspirational guidebook, she delivers. --Howard Rothman  
From Publishers Weekly  
There are more women earning more than \$100,000 today than ever before. But these high achievers have had a low profile, says Stanny, a motivational speaker and former journalist. In an attempt to reveal the inner workings of those money makers, she offers a concise, honest book based on interviews with over 150 high-earning women. The women's strategies are not revolutionary, and women seeking to earn more can certainly learn from them. Among the key tips: "stretch" (i.e., have the courage to do the things you think you can't) and "let go of the ledge" (i.e., rid yourself of an unfulfilling job, unpleasant relationship, inappropriate goal or damaging habit). Recognizing that a high income doesn't guarantee happiness, Stanny offers advice with the reader's personal well-being in mind. Copyright 2002 Cahners Business Information, Inc.  
From Library Journal  
Over 15 million women today are earning annual salaries of \$100,000 or more, and Stanny, a motivational speaker and former journalist, interviewed 150 of them to discover who they are and how they managed to break the salary ceiling. She also asks why the majority of women are still clustered in low-paying jobs. By exploring the motivations of these successful women, their decision-making processes, and the specific steps they took to increase their incomes, Stanny develops a set of principles for achieving both financial success and personal satisfaction. She shows why lack of education shouldn't hold one back, how to focus on values and overcome low self-esteem, and how to think in terms of trade-offs, not sacrifices. Though none of the women interviewed is well known, they have all learned that it's not just about making more money but about managing the money they have; economic advancement and personal empowerment go hand in hand. Every business and women's studies collection will want to own this inspiring work. Susan C. Awe, Univ. of New Mexico Lib., Albuquerque  
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