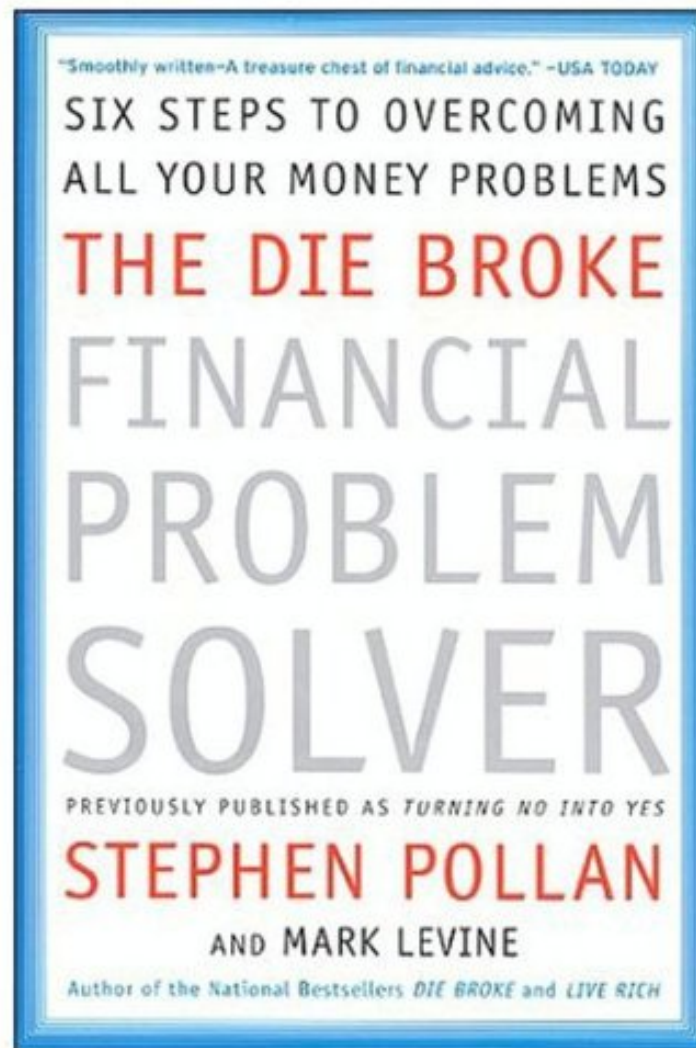


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The Die Broke Financial Problem Solver: Six Steps to Overcoming All Your Money Problems

Stephen M. Pollan, Mark Levine

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Stephen M. Pollan, Mark Levine : The Die Broke Financial Problem Solver: Six Steps to Overcoming All Your Money Problems before purchasing it in order to gage whether or not it would be worth my time, and all praised The Die Broke Financial Problem Solver: Six Steps to Overcoming All Your Money Problems:

0 of 0 people found the following review helpful. Five StarsBy mark manzoGreat book. It tell you the ground truth about money0 of 0 people found the following review helpful. One StarBy kingkongtoo wordy!0 of 0 people found the

following review helpful. Good collection of chronic NO situations and techniques to handle them By Saravanan Velrajan Were you turned down for a loan, a salary hike, or a promotion? Don't worry. This book has lots of simple techniques to be adopted to turn a NO situation into a YES situation. Most of the examples/content was fettered to career and financial situations. However, some of the techniques can be applied to other situations as well. If you are a gobbler, it would be hard to make most out of the book. Most of the concepts were conveyed through real life stories. If you miss the stories, you may miss important concepts. In essence, you can use the simple checklist proposed by the authors to approach all problems - determine the problem, handle one problem at a time, focus on the facts, become an expert, create an environment of trust turn NO into YES. The size of the font in this text could have been bigger. Overall, I liked this book very much. I am now exhilarated to read "Die Broke" also :)

If you're loosing sleep over your financial worries, help is here at last. Whether you're fretting over a mortgage that's been denied; a loan that's delayed; a marriage settlement that seems unfair; or a business that's struggling, this extraordinary book will not only help you rest easy, it will show you how to turn adversity into success. Here you'll learn the Pollan method for turning no into yes: how to determine your problem; how to make sure you're dealing with only one problem at a time; and how to create an environment of trust. With literally hundreds of scenarios to illustrate it's success, this unique and practical method will make you feel like you've got a coach, strategist, and motivator at your beck and call -- and will help you sleep well, knowing you're on the way to getting what you want.

.com The word no has figured prominently in our popular culture in the past two decades. "Just say no." "What part of 'no' didn't you understand?" The idea is that no is easily understandable and always definite, as if all social interactions were as simple as that of a parent laying down the law for a child. But as any child quickly figures out, the word no usually means there was a flaw in negotiating strategies, and is only a temporary setback. That's where Stephen Pollan steps in. As a financial and legal consultant, he coaches clients into favorable resolutions to their problems, whether they've been turned down for business loans, offered great jobs they have reservations about, or been fired from jobs they knew they were good at. In *Turning No into Yes*, he argues that the path from no to yes involves six steps: figure out the real problem; deal with just one problem at a time (often there are clusters of problems contributing to a rejection); focus on facts and put aside emotions; become an expert on the situation (in others words, know what people in your field make; why your superiors may have turned down your proposal; and who is really undermining your efforts behind the scenes); make sure the people you're dealing with really know and trust you; and, if it's still an issue after you've gone through those steps, get them to reverse their decision and tell you yes. The beauty of *Turning No into Yes* is that Pollan and his cowriter, Mark Levine, use real-world examples to demonstrate every point they're making. We see partners in an art gallery work out a sticky ownership issue; an NBA basketball player learn to become a true businessman; an editor at a magazine get the raise he deserves. Somewhere in this book you'll recognize yourself as well as a situation you've found yourself in--or will soon find yourself in. And once you've read it, you'll want to keep it on your shelf for the day when the situation you never anticipated comes to pass. --Lou Schuler From Booklist Financial and legal consultant Pollan and coauthor Levine, the team who wrote the best-sellers *Die Broke* (1998) and *Live Rich* (1998), have uncovered another gold mine of advice: problem solving. Using a six-step rational, fact-filled approach, they teach readers how to cope with all the downs in life, from the "I'm too old" job hunter's whine to the "I'll get taken to the cleaners" fear of a to-be-divorcing spouse. Actual case histories, of course, illustrate and illuminate points made, but the real learning comes from the 8 beginning chapters and 29 different life situations we all experience. One example is: What if I outgrow the commercial space I'm leasing? Pollan's advice concerning that question is: cut to the chase, for the issue is simply that the lease restricts your business' ability to change. This book defines "best practices in self-help books." Barbara Jacobs "If you don't read this book, you're going to DIE STUPID!" -- -- Dr. Laura Schlessinger, author of *Ten Stupid Things Men Do to Mess Up Their Lives* and *How Could You Do That?!* on *DIE BROKE* "If you don't read this book, you're going to DIE STUPID!" -- Dr. Laura Schlessinger, author of *Ten Stupid Things Men Do to Mess Up Their Lives* and *How Could You Do That?!* on *DIE BROKE* "If you're unhappy with conventional thinking about how we live and plan our lives, this book will speak to you." -- -- Scott Burns, *Dallas Morning News* on *DIE BROKE* "If you're unhappy with conventional thinking about how we live and plan our lives, this book will speak to you." -- Scott Burns, *Dallas Morning News* on *DIE BROKE* "Smoothly written.... A treasure chest of financial advice." -- -- USA Today on *DIE BROKE* "Smoothly written.... A treasure chest of financial advice." -- USA Today on *DIE BROKE*