

## The Psychology Of Winning Denis Waitley Tutukakaore

Success can be yours with Denis Waitley's The Psychology Of Winning Become a total winner. The world's foremost producer of personal development and motivational audio programs now brings you a remarkable set of strategies that can change your life dramatically. There is often only a small difference between the top leaders in every field and those who merely do well. In The Psychology Of Winning, Denis Waitley offers simple, yet profound principles of thought and healthy behavior that guide men and women to the top in every field of endeavor...principles that give you the winning edge in every situation. Being a winner is an attitude, a way of life, a self-concept. It's a heads-up, full-speed-ahead way of living and being. It's an expectation of success that you can master with your personal coach, Denis Waitley. With Denis Waitley's expert training, you will finally be able to:

The Dinka have a connoisseur's appreciation of the patterns and colours of the markings on their cattle. The Japanese tea ceremony is regarded as a performance art. Some cultures produce carving but no drawing; others specialize in poetry. Yet despite the rich variety of artistic expression to be found across many cultures, we all share a deep sense of aesthetic pleasure. The need to create art of some form is found in every human society. In *The Art Instinct*, Denis Dutton explores the idea that this need has an evolutionary basis: how the feelings that we all share when we see a wonderful landscape or a beautiful sunset evolved as a useful adaptation in our hunter-gather ancestors, and have been passed on to us today, manifest in our artistic natures. Why do people indulge in displaying their artistic skills? How can we understand artistic genius? Why do we value art, and what is it for? These questions

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have long been asked by scholars in the humanities and in literature, but this is the first book to consider the biological basis of this deep human need. This sparking and intelligent book looks at these deep and fundamental questions, and combines the science of evolutionary psychology with aesthetics, to shed new light on longstanding questions about the nature of art.

America's Cup winner Dennis Conner shares his philosophy of success and offers his own tested tips for winning in a handbook that focuses on five specific areas--attitude, performance, teamwork, competition and goals

The first systematic collaboration between cognitive scientists and sports psychologists considers the mind–body relationship from the perspective of athletic skill and sports practice. This landmark work is the first systematic collaboration between cognitive scientists and sports psychologists that considers the mind–body relationship from the perspective of athletic skill and sports practice. With twenty-six chapters by leading researchers, the book connects and integrates findings from fields that range from philosophy of mind to sociology of sports. The chapters show not only that sports can tell scientists how the human mind works but also that the scientific study of the human mind can help athletes succeed. Sports psychology research has always focused on the themes, notions, and models of embodied cognition; embodied cognition, in turn, has found striking confirmation of its theoretical claims in the psychological accounts of sports performance and athletic skill. Athletic skill is a legitimate form of intelligence, involving cognitive faculties no less sophisticated and complex than those required by mathematical problem solving. After presenting the key concepts necessary for applying embodied cognition to sports psychology, the book discusses skill disruption (the tendency to

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“choke” under pressure); sensorimotor skill acquisition and how training correlates to the development of cognitive faculties; the intersubjective and social dimension of sports skills, seen in team sports; sports practice in cultural and societal contexts; the notion of “affordance” and its significance for ecological psychology and embodied cognition theory; and the mind's predictive capabilities, which enable anticipation, creativity, improvisation, and imagination in sports performance. Contributors Ana Maria Abreu, Kenneth Aggerholm, Salvatore Maria Aglioti, Jesús Ilundáin-Agurruza, Duarte Araújo, Jürgen Beckmann, Kath Bicknell, Geoffrey P. Bingham, Jens E. Birch, Gunnar Breivik, Noel E. Brick, Massimiliano L. Cappuccio, Thomas H. Carr, Alberto Cei, Anthony Chemero, Wayne Christensen, Lincoln J. Colling, Cassie Comley, Keith Davids, Matt Dicks, Caren Diehl, Karl Erickson, Anna Esposito, Pedro Tiago Esteves, Mirko Farina, Giolo Fele, Denis Francesconi, Shaun Gallagher, Gowrishankar Ganesh, Raúl Sánchez-García, Rob Gray, Denise M. Hill, Daniel D. Hutto, Tsuyoshi Ikegami, Geir Jordet, Adam Kiefer, Michael Kirchhoff, Kevin Krein, Kenneth Liberman, Tadhg E. MacIntyre, Nelson Mauro Maldonato, David L. Mann, Richard S. W. Masters, Patrick McGivern, Doris McIlwain, Michele Merritt, Christopher Mesagno, Vegard Fusche Moe, Barbara Gail Montero, Aidan P. Moran, David Moreau, Hiroki Nakamoto, Alberto Oliverio, David Papineau, Gert-Jan Pepping, Miriam Reiner, Ian Renshaw, Michael A. Riley, Zuzanna Rucinska, Lawrence Shapiro, Paula Silva, Shannon Spaulding, John Sutton, Phillip D. Tomporowski, John Toner, Andrew D. Wilson, Audrey Yap, Qin Zhu, Christopher Madan

"The perfect feel-good read."--Emily Henry, #1 New York Times bestselling author of People We Meet on Vacation Britta didn't plan on falling for her personal trainer, and Wes didn't plan on Britta. Plans change and it's unclear if love, career, or both will meet them at the finish line.

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Britta Colby works for a lifestyle website, and when tasked to write about her experience with a hot new body-positive fitness app that includes personal coaching, she knows it's a major opportunity to prove she should write for the site full-time. As CEO of the FitMi Fitness app, Wes Lawson finally has the financial security he grew up without, but despite his success, his floundering love life and complicated family situation leaves him feeling isolated and unfulfilled. He decides to get back to what he loves--coaching. Britta's his first new client and they click immediately. As weeks pass, she's surprised at how much she enjoys experimenting with her exercise routine. He's surprised at how much he looks forward to talking to her every day. They convince themselves their attraction is harmless, but when they start working out in person, Wes and Britta find it increasingly challenging to deny their chemistry and maintain a professional distance. Wes isn't supposed to be training clients, much less meeting with them, and Britta's credibility will be sunk if the lifestyle site finds out she's practically dating the fitness coach she's reviewing. Walking away from each other is the smartest thing to do, but running side by side feels like the start of something big.

There has recently been an escalated interest in the interface between psychology and economics. The Cambridge Handbook of Psychology and Economic Behaviour is a valuable reference dedicated to improving our understanding of the economic mind and economic behaviour. Employing empirical methods - including laboratory and field experiments, observations, questionnaires and interviews - the Handbook provides comprehensive coverage of theory and method, financial and consumer behaviour, the environment and biological perspectives. This second edition also includes new chapters on topics such as neuroeconomics, unemployment, debt, behavioural public finance, and cutting-edge work on

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fuzzy trace theory and robots, cyborgs and consumption. With distinguished contributors from a variety of countries and theoretical backgrounds, the Handbook is an important step forward in the improvement of communications between the disciplines of psychology and economics that will appeal to academic researchers and graduates in economic psychology and behavioral economics.

"This book could change the TGIF attitude to TGIM--'Thank God It's Monday.'" Ken Blanchard Author of THE ONE MINUTE MANAGER Now everyone, from secretaries to CEOs, from house painters to housewives, can learn to mix business with pleasure and make every job a labor of love. Here is a practical, down-to-earth guide that gives you a step-by-step, day-by-day unique 30-point program that will teach you how to take stock of your talents, avoid routine, take on greater challenges, and come to understand the true joy of working. From the Paperback edition.

In a series of essays, Nicholas Humphrey invites us to take another look at a variety of central and not-so-central issues, of contemporary psychology including: the evolution of consciousness, multiple personality disorder and cave art.

This book provides a critical overview of significant developments in research and theory on counterfactual thinking that have emerged in recent years and spotlights exciting new directions for future research in this area. Key issues considered include the relations between counterfactual and casual reasoning, the functional bases of counterfactual thinking, the role of counterfactual thinking in the experience of emotion and the importance of counterfactual thinking in the

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context of crime and justice.

Have you been traumatized by infidelity? The phrase "broken heart" belies the real trauma behind the all-too-common occurrence of infidelity. Psychologist Dennis Ortman likens the psychological aftermath of sexual betrayal to post-traumatic stress disorder (PTSD) in its origin and symptoms, including anxiety, irritability, rage, emotional numbing, and flashbacks. Using PTSD treatment as a model, Dr. Ortman will show you, step by step, how to:

- work through conflicting emotions
- Understand yourself and your partner
- Make important life decisions

Dr. Ortman sees recovery as a spiritual journey and draws on the wisdom of diverse faiths, from Christianity to Buddhism. He also offers exercises to deepen recovery, such as guided meditations and journaling, and explores heart-wrenchingly familiar case studies of couples struggling with monogamy. By the end of this book, you will have completed the six stages of healing and emerged with a whole heart, a full spirit, and the freedom to love again.

From an author with "Vince Lombardi power in a Bob Newhart personality" (The Washington Post): the real keys, the seeds, necessary to develop a truly meaningful life. In *Seeds of Greatness*, Denis Waitley shows how to nurture the greatness within you to develop a system that allows you to do in months what many psychologists take years to accomplish. Based on the ten attributes, or

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seeds, that can lead to a fulfilling life, Denis empowers you to change your life for the better. His secrets will allow you to combine positive attitudes with your natural abilities, choose your goals and follow steps to attain them, understand others and be understood by others, set higher goals, and more.

"How Art Works explores puzzles that have preoccupied philosophers as well as the general public: Can art be defined? How do we decide what is good art? Why do we gravitate to sadness in art? Why do we devalue a perfect fake? Could 'my kid have done that'? Does reading fiction enhance empathy? Drawing on careful observations, probing interviews, and clever experiments, Ellen Winner reveals surprising answers to these and other artistic mysteries."--Jacket.

For the past several years the Division of Applied Mathematics at Brown University has been teaching an extremely popular sophomore level differential equations course. The immense success of this course is due primarily to two factors. First, and foremost, the material is presented in a manner which is rigorous enough for our mathematics and applied mathematics majors, but yet intuitive and practical enough for our engineering, biology, economics, physics and geology majors. Secondly, numerous case histories are given of how researchers have used differential equations to solve real life problems. This book is the outgrowth of this course. It is a rigorous treatment of differential equations and

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their applications, and can be understood by anyone who has had a two semester course in Calculus. It contains all the material usually covered in a one or two semester course in differential equations. In addition, it possesses the following unique features which distinguish it from other textbooks on differential equations.

Imprint. Denis Waitley, a distinguished motivator, teacher and US air force pilot, has spent most of his life showing people how they can win He creates the formula to develop the qualities of a total winner - self-awareness, self-esteem, self-control, self-motivation, self-image, self-direction, self-discipline, self-dimension ...

Empires of the Mind is a revolutionary book that offers answers to men and women interested in "reengineering" their jobs as well as their corporations. Providing dozens of specific techniques and tools for maximizing personal potential, Denis Waitley uncovers the key foundations of authentic self-leadership and delivers career-enhancing strategies on how to thrive on risk and adversity, inspire yourself and others to maximum performance, become more powerful by sharing power, and much more. With Empires of the Mind, you learn how to get ahead and stay ahead in a fast-paced world where the only rule is change. Takes a fresh look at the theme of Napoleon Hill's Think and Grow Rich and



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presents a new fable with a young writer setting out to interview business leaders and other influential figures about the importance of persistence.

### The Psychology of Winning

A successful yacht-racing competitor details the characteristics of typical winners, pointing out how competitiveness can sometimes become self-defeating and arguing that the most successful competitors in sports are those who focus on competence

Downsizing. Risk taking. Change. These words reverberate through the economic climate of the nineties and illustrate exactly why goal setting is more imperative than ever. In *The New Dynamics of Goal Setting*, bestselling author Denis Waitley carries you beyond standard goal-setting routines to a new methodology for success. With his innovative Flextactics program, he demonstrates powerful techniques for recognizing and achieving goals in business and life, and his Twenty-One-Day Action Plan promises immediate results. Waitley shows you how to:

-- Thrive on risk as a part of life and find hidden opportunities -- Excel in competitive environments -- Eliminate time-wasting activities...and much more. Whether you are changing careers or revitalizing a current job, *The New Dynamics of Goal Setting* is the key to success. Originally published in 1992, this is a wide-ranging text concerned with the principles and practice of neuropsychological assessment in adults. It combines a flexible hypothesis testing approach to assessment with information on specialised test batteries. The book covers the major areas of memory, language, perception, attention, and executive dysfunctions, and includes chapters on dementia, alcohol, drug and toxic conditions, stroke and closed head injury. Assessment of dysfunction in cases involving claims for compensation and chapters on

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specialised assessment techniques, including automated test procedures, are provided. The book presents a sound introduction to this complex area and gives guidelines for the clinician who may need concise information on a specialised topic.

Rocío Esquibel is a girl growing up in a Southern New Mexico town with her mother and sister. She defines her neighborhood by its trees—the willow, the apricot and the one they call the marking-off tree. Rocio knows she was born in the closet where she and her sister now take turns looking at the picture of Jesus whose eyes light up in the dark. But at night she enters a magical realm, and in her imaginary Blue Room, she can fly. At first she is a mesmerized observer of the lives of older girls and their boyfriends, but as she finds a job at the local hospital, and discovers a passion for drama and stories, Rocio begins to make her own choices in love and work. Alive with the taste of tamales and the lyrical tang of the Esquibels' talk, *The Last of the Menu Girls* becomes a rich celebration of Chicano culture, and a universal story of finding one's way in the world.

How does a champion think? An authority on high-level achievement, Denis Waitley has studied the amazing similarities in the mental strategies of great champions in both business and sport. Distilling years of research into the psychology of winning, Waitley shows how you can make these mental traits your own and outlines a 21-day program for doing so. Among the topics covered in *The New Dynamics of Winning*: Focusing your mind for peak performance anywhere, anytime; How paying the price prepares you for success. How to use stress to your advantage; Prevalent self-destructive beliefs; The psychology traits of those who become winners. A guide and an inspiration to achieving your personal best, *The New Dynamics of Winning* offers clear, no-nonsense advice on what it takes to succeed in any field of endeavor.

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Bestselling author Denis Waitley offers timeless and timely advice on how to apply his philosophy to the digital age and attain personal and professional excellence today. ". . . a compelling game plan for winning at life . . ." - MEHMET OZ, M.D., Emmy-winning Host, The Dr. Oz Show "Denis Waitley has played a pivotal role in helping grow a small cellular nutrition products company into one of the largest, most respected direct sales companies in the world, with annual revenues surpassing \$1 billion, while creating millions of customers globally. For over twenty-five years his psychology of winning principles have been ingrained in the DNA of our corporate culture through his inspirational, practical teachings as our primary spokesperson. We look forward to The New Psychology of Winning, combining timeless wisdom—gained from of his fifty-year career as a pioneer in the personal development industry—with fresh, new insights and strategies to lead and succeed in this fast forward digital age." - KEVIN GUEST, CEO and Chairman of the Board, USANA Health Sciences, Inc. Denis Waitley, bestselling author of Seeds of Greatness, The Psychology of Winning, and The Winner's Edge, is one of the most respected and listened to voices on high performance achievement. In The New Psychology of Winning he offers timeless and timely advice on how to apply his philosophy to the digital age and attain personal and professional excellence today. The world has changed to be almost unrecognizable since he recorded his original bestselling classic in the 1970s—going from the late industrial age to the digital age and beyond. How has this digitization affected Denis's original message? How have the current trends in the marketplace affected those seeking entrepreneurial success? How does this change affect our personal and professional life today? In his patented, authentic, accessible, personable style, Denis will answer these questions and show you how you can be a twenty-

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first century winner!

Seize the advantage in every trade using your greatest asset—“psychological capital”! When it comes to investing, we're usually taught to “conquer” our emotions. Denise Shull sees it in reverse: We need to use our emotions. Combining her expertise in neuroscience with her extensive trading experience, Shull seeks to help you improve your decision making by navigating the shifting relationships among reason, analysis, emotion, and intuition. This is your “psychological capital”—and it's the key to making decisions calmly and rationally during the heat of trading. *Market Mind Games* explains the basics of neuroscience in language you understand, which is the first tool you need to manage the emotional ups and downs of the trading. It then provides you with a rock-solid trading system designed to take full advantage of your emotional assets.

A good personal development book is one that guides us to flourish in all areas of our lives. It is inspirational, motivational, and transformational all at the same time. It provides great advice, personal and spiritual growth, and solid scientific facts from applied psychology to teach us how to achieve happiness and success. It is a book that lives long after the pages are done, by providing the help needed to continue to make positive changes. That's exactly what you will find in the newly released book "The Mind is the Map" by Christina Reeves and Dimitrios Spanos. The book provides new thought and wisdom into some very big questions. “Why do I make the same mistakes over and over? How often do I react to people and situations based on old habits of perception, thought, emotions, and behavior?” Many of us are unaware of the hidden mechanism within us that creates depression, anxiety, unhappiness, relationship issues, family issues, and low self-esteem, even though it's happening all the time, in all of us.

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We need to understand the law of attraction as it relates to our life force energy to create positive thinking that supports personal growth and transformation. To live freely, we need to live our lives with emotional intelligence, untangling our self from who we think we are. So much of achieving happiness is about knowing ourselves. In an enjoyable dialog format, the authors guide us to higher levels of understanding who we are. The book is enhanced by beautifully designed graphics illustrating the topics discussed. At the end of each chapter is a self-help section with tips and tools for self-discovery, self-reflection, journaling and meditation that enable readers to understand the workings of their mind and emotions. These questions help identify our patterns and provide a pathway to resolve depression, anxiety, stress and unproductive habits while simultaneously building self-esteem and confidence. For business and industry leaders, the ideas and processes within these pages will help you achieve top performance capacity, leading to business success as well as personal success. Expect and allow miracles and synchronicity to show up in the most amazing ways and you will undoubtedly experience a few “ah-ha” moments, and in the most intelligent way, you will begin to understand that whatever path lay before you on our journey—whatever puzzles you must take apart and put back together—the secret of life has to do with the awakening and freeing of what has been unseen and asleep. It is also one of loving compassion; a never-ending story of how we can embrace each other, and forgive ourselves, as we find our place in our world. This inspirational book explores:

- The science and psychology of how the Mind functions
- How to live in Awareness, Consciousness and Thought
- The Practice of Emotional Intelligence
- Spirituality as it relates to our thought, emotions, and behavior
- How to Change negative patterns
- How to Experience more positive control in your life
- How to understand our often-

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hidden belief systems -How our conditioned habitual perceptions affect our choices and our experiences Our self help book is perfect for: -Emotional Intelligence experts or self help gurus -Mental Health professionals or anyone interested in Applied Psychology -Those interested in Eastern Philosophy and Religion -Those seeking personal growth or personal transformation -Those seeking spiritual growth or a spiritual transformation -Anyone looking for an edge - for business success or personal success -Anyone interested in New Age Thought, Consciousness, and Meditation -Anyone interested in energy healing and/or alternative medicine -People experiencing family issues and/or social issues -Anyone suffering from mental illness or mental health issues -Anyone whose struggling with anxiety or depression, especially when counseling has failed

'This book represents a major contribution to the literature of several professions. Presenting an account both rich and broad, the author provides a summary and overview of 'hope' from philosophical, nursing, psychotherapeutic and research perspectives.' Ian Townsend, Associate Lecturer in Counselling, Blackburn College Engendering 'hope' is at the heart of counselling and psychotherapy but, until now, little attempt has been made to actually explain how and why it may be fostered. Understanding the central role of hope in healing and personal growth is an essential element of counsellor training and practice. It forms the basis of the therapeutic relationship and is integral to the very aims and motivation of counselling. Keeping theory firmly grounded in real-life practice, this book explores: -The nature of hope and how it is conceptualised from different theoretical perspectives. -The common psychotherapeutic practices which engender hope and how they translate into effective practice -The role of the counsellor in the process -How to manage expectations and work effectively with clients

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suffering with severe and enduring psychological challenges -Hope measures, and how to be a research-informed practitioner. Packed full of case examples, practical exercise and points for reflection, this book is essential reading for any training or practising healthcare professional looking to understand the role of hope in the process of change.

Offers strategies for women on employing a winning attitude to achieve success

Drawing on group position theory, settler colonial studies, critical race theory, and Indigenous theorizing, *Canada at a Crossroads* emphasizes the social psychological barriers to transforming white settler ideologies and practices and working towards decolonization. After tracing settlers' sense of group superiority and entitlement to historical and ongoing colonial processes, Denis illustrates how contemporary Indigenous and settler residents think about and relate to one another. He highlights how, despite often having close cross-group relationships, residents maintain conflicting perspectives on land, culture, history, and treaties, and Indigenous residents frequently experience interpersonal and systemic racism. Denis then critically assesses the promise and pitfalls of commonly proposed solutions, including intergroup contact, education, apologies, and collective action, and concludes that genuine reconciliation will require radically restructuring Canadian society and perpetually fulfilling treaty responsibilities.

P.E.P.E Inc has generated this book with, not only, the aim of disseminating knowledge through networks within the professional silos of distinctive disciplines but to generate a space and platform for generic concepts and practices that can be examined and incorporated across many disciplines. All 3 editors are from QUT.

Presents a groundbreaking investigation into the origins of morality at the core of religion and

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politics, offering scholarly insight into the motivations behind cultural clashes that are polarizing America.

**Finding Meaning in Work and Life** Denis Waitley is a world-renowned expert and motivational speaker on human performance and potential. The 7th edition of *Psychology of Success* is designed to help students identify and develop successful habits meaningful to each of them individually. The text is also designed to make success easier to actualize, and calls on the use of self-awareness and critical thinking strategies for students to examine their dreams, values, interests, skills, needs, identity, self-esteem, and relationships

A volume of original essays on horror and fantasy writing as a genre and one of the few critical guides to the subject. *Creepers* concentrates on the rich and neglected vein of British 20th century horror and fantasy, tracing its influences from 19th century vampire-gothic to Christmas ghost tale and exploring the historical, formal and aesthetic concerns of this diverse group of writers.

Advice on how to transform high expectations into real outcomes, concentrate on desire and the rewards of success instead of fear and failure, and how to visualize and act out winning situations to guarantee success.

Written by a leader in the field of low vision research, this book discusses the role of vision in reading, focusing on the reading performance of people with normal, healthy vision and people with impaired vision. The author describes the influence of physical properties of text on reading performance and the implications for information processing in the visual pathways. Providing an overview of seminal research, this book explores: different forms of low vision that affect reading, text characteristics that optimize reading for those with low vision, and principles



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underlying the legibility of text and guidelines for displaying text. Special topics include the role of the magnocellular pathway in reading and dyslexia, Braille reading, and fonts for highway signs. An accompanying CD contains reprints of the seminal series of articles by Gordon E. Legge and colleagues on the psychophysics of reading in normal and low vision, published between 1985 and 2001. This volume will be of interest to researchers and professionals in the area of low vision, including graphics engineers, HCI scientists, human factors specialists, low-vision rehabilitation specialists, ophthalmologists, occupational therapists, special education teachers, as well as cognitive scientists and perceptual psychologists. It is also suitable for advanced students with a background in the topic.

Women have unintentionally become their own worst enemies through their engagement in “fat talk”—critical dialogue about one’s own physical appearance, and “body snarking” or criticism towards other women’s bodies. Not only does this harsh judgment pervade our psyches and societies, it also contributes to the glass ceiling in a variety of professions, including politics representing feminist activism. This book reviews and analyzes the origins and effects of fat talk and body snarking, and provides potential solutions that include evidence-based personal therapies and community interventions.

Using techniques from hypnosis, neurolinguistic programming, the Bible, and the greatest salespeople in history, Hogan empowers you to improve all areas of your life.

Have you ever wondered what you'd do if your life was turned upside-down? This is what I did... A painter's heartfelt love story suffused in kindness, humour and travel that will dust you in happiness and touch you with loss.

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