

Think Big and Kick Ass

Donald Trump & Bill Zanker

Chapter 1 Do You Have What It Takes?

To Sum It Up

1. Winners in life have special qualities which set them apart from 98% of the population.
2. There is a formula you can follow to be a winner in life but you must be brutally honest with yourself.

Points to Remember

1. Dream Big - What you dream is what you will do. If you want to be big, set big goals
2. Be lean and hungry
3. Take action everyday and stay focus for the long haul
4. Suck up more and more knowledge so that you are good at what you are doing
5. Pride yourself for your ability to come out with creative solutions to tough problems
6. Be passionate about your work
7. Never take no for an answer
8. Learn to trust your guts
9. Hire the best people
10. Get even with people who do you wrong
11. Never stop focusing on your objectives even when things are good
12. Always get a prenuptial agreement

Chapter 2 Passion, Passion, Passion

To Sum It Up

1. Never do anything just for money, do it with love. To be successful, you have to love what you are doing
2. Find a career that you are passionate about. You need passion to overcome obstacles, recover from setbacks and make it through in tough time.
3. Give you goal substance and assign them a value that is not monetary.
4. To be a winner in life, find a passion, get out of your comfort zone and be a doer.
5. Learn to handle pressure to bounce back from failure and to never give up.

Points to Remember

1. Find your passion and love what you do. Do not do thing you don't like just for the money.
2. Do you best with passion and good thing will come to you.
3. Give you goal values that are not monetary.
4. Know that passion conquers fear.

5. Serve your passion by taking action everyday.
6. Take great joy in doing a great job.
7. Focus on the solution and not on the problem.
8. Handle pressure by not dwelling on negative thoughts and the opinions of others
9. Learn from mistakes and do not let them take you down.
10. Be mentally tough and never give up.
11. Push yourself out of your comfort zone.

Chapter 3 Basic Instinct

To Sum It Up

1. Never do anything just for money, do it with love. To be successful, you have to love what you are doing
2. Find a career that you are passionate about. You need passion to overcome obstacles, recover from setbacks and make it through in tough time.
3. Give you goal substance and assign them a value that is not monetary.
4. To be a winner in life, find a passion, get out of your comfort zone and be a doer.
5. Learn to handle pressure to bounce back from failure and to never give up.

Points to Remember

1. Find your passion and love what you do. Do not do thing you don't like just for the money.
2. Do you best with passion and good thing will come to you.
3. Give you goal values that are not monetary.
4. Know that passion conquers fear.
5. Serve your passion by taking action everyday.
6. Take great joy in doing a great job.
7. Focus on the solution and not on the problem.
8. Handle pressure by not dwelling on negative thoughts and the opinions of others
9. Learn from mistakes and do not let them take you down.
10. Be mentally tough and never give up.
11. Push yourself out of your comfort zone.

Chapter 4 Creating Luck

To Sum It Up

1. Some people are born luckier than others. It gives them an advantage over the rest. Most of the super-successful people work hard to create their own luck.
2. The harder I work, the luckier I become

3. One event can change the course of your life. If not become of that one event, Donald may not be writing this audio-book. He went for the dinner despite he hated to go. Yet he went because it was his job to go there. It was work, horrible hard work. He work hard, he got lucky. That is why he is here today.
4. You can make luck happen through hard work and intelligence.
5. Bad things can and do happen. Be prepared for the worst. If you work hard and smart, luck comes your way when you least expected.

Points to Remember

1. Some people are naturally luckier than others and that is just a small starting point.
2. You can create your own luck. The harder you work, the luckier you get.
3. The world does not owe you anything. You have to work for it. Good luck does not come overnight.
4. Be open to new information and idea. Be willing to take on new challenges. Always think positively and expect the best.
5. Do not let anything getting into your way. Protect your back by thinking negatively. Stay confident even when something bad happens. It is just a bump on the road. It will pass.

Chapter 5 Fear Factor

To Sum It Up

1. The world is a horrible place. Lions kill for food but people kill for spot. People try to kill you mentally, especially when you are on top.
2. We all have friends who want everything we have. They want our money, our business, house, car, wife and cat. Those are our friends. Our enemies are event worst. You got to protect yourself in life.
3. The same burning greed that makes people loot, kill and steal in emergency like fires and floods operates daily in normal in everyday life. It looks right beneath the surface and when you least expected, it raises it nasty head and bites you. Accept it. The world is a brutal place.
4. Always hope for the best in people and be prepared for the worst.
5. Be very careful when you hire people. If you do not watch your back, they will surely reap you off.
6. Do not worry about being like. It doesn't matter whether your employees like you or not. Be damn sure that they respect you.
7. I used to say, "Hire the best people and trust them." Now I know better. Now I say, "Hire the best people and don't trust them."

Points to Remember

1. Do not have illusion. The world is a brutal place full of vicious people. Everyone wants to kill the fastest gun. Lions kill for food, human kills for spot.
2. Get some respect and do not give a damn if people like you. Know your stuff and you will command instant respect. Always dress for respect.

3. Hire the best people and do not trust them. Only hire people with positive attitudes and get rid of the bad apples fast.
4. Inspire people with powerful team spirit.
5. Value loyalty above everything else.
6. Forgive people for their first honest mistake. Never forgive a crook.
7. Set high standard for people and expect they will fulfill them.

Chapter 6 Revenge

To Sum It Up

1. As a child your parents and teachers told you do not fight and try to get along with people. They meant well trying to protect you from the harsh reality of the world. In the world of grown up, things are different. Many bullies out there try to push you around. They can get very nasty. When a bully comes after you, do not fold open and play nice, do not lie down and take it. Get even. This not a typical advice. It is a real life advice.
2. Most business writers won't be so blunt and not so honest with you in getting even, they know it is the truth.
3. The same burning greed makes people loot, kill and steal in an emergency like fire and flood operates daily in normal day. When you least expected, it surface its nasty head and bite you. Expect it. The world is a brutal place.
4. Always hope for the best in people, be prepared for the worst. Be very careful when you hire people. If you do not watch your back, they will surely reap you off.
5. Do not been worry of being like. It does not matter whether your employees like you or not. Be damn sure that they respect you. I used to say, "Hire the best people and trust them." Now I know better. Now I say, "Hire the best people and don't trust them."

Points to Remember

1. Do not have illusion. The world is a brutal place full of vicious people. Everyone wants to kill the fastest gun. Lions kill for food, human kills for sports.
2. Get some respect and do not give a damn if people like you. Know your stuff and you will command instant respect. Always dress for respect.
3. Get the best people and do not trust them.
4. Only hire people with positive attitude and get rid of the bad apples fast.
5. Inspire people with powerful team spirit.
6. Value loyalty above everything else.
7. Forgive people for their first honest mistake. Never forgive a crook.
8. Set high standard for people and expect they will fulfill them.

Chapter 7 Big Mold

To Sum It Up

1. To be a big success in any field, you need to build momentum. Momentum is all about energy and timing
2. When you start anything new, you don't have no momentum. That is when things are hard. People are not calling you. You don't seem getting anyway. If you keep working towards your goals, one day at a time, pretty soon you will get into the flow of people and events. You get contacts, you gain credibility. You build a track record of success. Then things get much easier. Why? Because you have momentum.
3. Do not take momentum for granted. If you lose your momentum, all your success ends and things get into much more difficult again. It is dangerous to do anything when you have lost your momentum. Your timing is off. People and events are no longer in your favor. So watch out to never lose your momentum.

Points to Remember

1. When you start anything new, you don't have no momentum. With every action you take, every task you complete, you are building momentum. When momentum reaches a critical mass, everybody is on red alert and has your on their radar screen. When people see momentum, they want to be a part of it.
2. To get momentum, focus on a specific goal with passion and intensity. Specialized knowledge builds momentum. Getting an experienced mentor helps build momentum.
3. To keep momentum, keep challenging yourself. Remember to keep going. If you stop, you momentum will stop. Use adverse events and challenges to make you stronger. Never give up on yourself.
4. When you reach the top, keeps your momentum rolling by giving back to society.

Chapter 8 Never Take Your Eyes Off The Balls

To Sum It Up

1. To be a big success in any field, you need to build momentum. Momentum is all about energy and timing
2. When you start anything new, you don't have no momentum. That is when things are hard. People are not calling you. You don't seem getting anyway. If you keep working towards your goals, one day at a time, pretty soon you will get into the flow of people and events. You get contacts, you gain credibility. You build a track record of success. Then things get much easier. Why? Because you have momentum.
3. Do not take momentum for granted. If you lose your momentum, all your success ends and things get into much more difficult again. It is dangerous to do anything when you have lost your momentum. Your timing is off. People and events are no longer in your favor. So watch out to never lose your momentum.

Points to Remember

1. When you start anything new, you don't have no momentum. With every action you take, every task you complete, you are building momentum. When momentum reaches a critical mass, everybody is on red alert and has your on their radar screen. When people see momentum, they want to be a part of it.
2. To get momentum, focus on a specific goal with passion and intensity. Specialized knowledge builds momentum. Getting an experienced mentor helps build momentum.
3. To keep momentum, keep challenging yourself. Remember to keep going. If you stop, you momentum will stop. Use adverse events and challenges to make you stronger. Never give up on yourself.
4. When you reach the top, keeps your momentum rolling by giving back to society.

Chapter 9 I Love You, Sign This

To Sum It Up

1. Many people go into marriage with blinder on, thinking that nothing will ever go wrong.
2. Love is blind. The truth is there is 58% chance your marriage will fail and you land up divorce. Very few people plan for it because they are afraid to confront the subject when they are so in love. A pre-nuptial agreement is a horrible document. There is nothing nice about it but it is much better than the alternative.

Points to Remember

1. People's life get destroy because they do not have a pre-nup. 58% of marriage ends in divorce. Do not let love clouds your judgment.
2. There is nothing more terrible when a man and a woman who used to love each other crawling at each other over money and property. Both men and women need pre-nup. Nobody plans to get divorce. A pre-nup is a certainty agreement. It defines what happen in case of a divorce. A pre-nup is no the most romantic thing to do but you really need it.

Chapter 10 Think Big and Kick Ass In Business and In Life

To Sum It Up

1. No matter what you do, think big. Thinking big is the driving force for all the great achievements in modern life
2. Thinking big is what creating a lasting and loving relationship. Simply take a big goal and mold yourself to become a person who can accomplish that goal.
3. Most people are afraid to think big. They can't imagine themselves doing big thing because they don't have the knowledge, the experience, and the track record. You don't need these things to think big. You can start to think big without the trapping of success. Every big thinker has to start as a nobody. Just think big and it immediately distinguishes you from the vast majority of people.

4. How big you think determines how big a success you become. Everything else is secondary.

Points to Remember

1. Thinking big has led to human kind of all the great achievements. Focus on the top and you will get there.
2. It is easier to do thing on the large scale. Overcome the fear of thinking big. Old yourself into the person who can do big thing.
3. Adopt a big attitude to go along with your big thinking. Give yourself a big definition. Draw positive conclusion about yourself. Go first class all the way. Display a big attitude in your personal and social life as well.
4. Always think of yourself as someone important. Speak out like a big thinker. Hang out with other big thinkers. Put think thought into action right away.
5. Build confidence starting with small successes that lead to greater and greater success.
6. Take advantage of big trends. Keep away from negative people in business and in life.
7. Avoid sinking into dangerous self-criticism.
8. After every setback, start thinking big as soon as possible.