



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

By Barbara Stanny

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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.

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Editorial Review

Amazon.com Review

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.

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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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Users Review

From reader reviews:

Jackie Gonzalez:

Now a day folks who Living in the era everywhere everything reachable by talk with the internet and the resources inside can be true or not need people to be aware of each info they get. How a lot more to be smart in having any information nowadays? Of course the answer then is reading a book. Reading through a book can help folks out of this uncertainty Information specially this Secrets of Six-Figure Women: Surprising Strategies to Up Your Earnings and Change Your Life book because this book offers you rich information and knowledge. Of course the data in this book hundred per cent guarantees there is no doubt in it you know.

Jaime Howell:

The book Secrets of Six-Figure Women: Surprising Strategies to Up Your Earnings and Change Your Life has a lot of knowledge on it. So when you check out this book you can get a lot of gain. The book was compiled by the very famous author. The author makes some research previous to write this book. That book very easy to read you may get the point easily after reading this article book.

Sandra Bland:

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