



It's Called Work for a Reason!: Your Success Is Your Own Damn Fault

By Larry Winget

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It's Called Work for a Reason!: Your Success Is Your Own Damn Fault By Larry Winget

New York Times and *Wall Street Journal* bestselling author Larry Winget offers sharp, unapologetic—and invaluable—advice for succeeding in the work world

For all those who are frustrated at work, who seem to have no luck in business, who are underappreciated at the office, who are uninspired by their daily tasks, who just aren't finding the career success they desire, Larry Winget is ready to share his wisdom:

It's called work for a reason.

It's time for a swift kick in the pants from The Pitbull of Personal Development®, Larry Winget. Studies say that we actually work only half the time we are on the job. So then whose fault is it when we don't get the results we want? Stop making excuses for your lack of success and stop acting like someone owes you a living. Larry is here to ruffle your feathers and show you how to take responsibility for your results. Whether you punch a clock, own your own business, or manage other people, Larry's advice will work for you.

Find out why:

- Success is simple
- Teamwork doesn't work
- Our co-workers are really only "co-goers"
- Results are everything
- You don't have to love your job (but it helps!)

Remember the work ethic of your parents and grandparents and make yourself worth more than you cost. That's the way to get ahead, and there's no big secret that will get you there quicker.

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Editorial Review

From Publishers Weekly

With a writing style best described as full-throttle rant, the host of the A&E reality show *Big Spender* reveals the naked truth about careers, the employer/employee relationship, management skills, productivity and pay. Declaring at the outset that "there will be parts of this book you won't like," while daring readers to continue, Winget (*Shut Up, Stop Whining & Get a Life*) sets a high threshold for delivering a likable, useful book that will educate and promote behavioral changes. Yet he delivers. His brutal frankness about what's wrong with how businesses—big and small—operate offers a refreshing contrast to other career counseling and management books—even the gray area of ethics is delivered in black and white. In a section titled "What Happened to You?" he reminds readers of what it means to accept a job: "No work—no pay. No work—no job." Companies, as he repeatedly stresses, exist to make a profit, not to make their employees happy or feel fulfilled. Winget's advice is solid: delivering results is the most fulfilling career move one can make. (Jan.)

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Review

"Larry Winget simultaneously takes on everyone from smart-ass employees and motivational speakers to bad service, bad salespeople and bad bosses. It's not a fair fight. Winget has an unfair advantage - he tells the truth and doesn't give a damn if you like it or not. But like it or hate it, Larry will challenge you to be as amazing as you know you are."

—Joe Calloway, author of *Work Like You're Showing Off!*

"Thin skinned? No sense of humor? Don't read this book! I warned you. On the other hand, if you want to read a book that cuts through the normal fluff and challenges you personally, then pay attention: Larry Winget will irritate you to be a better employee and a better person."

—Mark Sanborn, CSP, CPAE, President, Sanborn & Associates, Inc., author of *The Fred Factor*

"Winget sets a high threshold for delivering a likeable, useful book that will educate and promote behavioral changes. He delivers...Winget's advice is solid: delivering results is the most fulfilling career move one can make."

—*Publishers Weekly*

About the Author

Larry Winget is one of the country's leading business speakers and a member of the National Speakers Association Hall of Fame. He is the author of the *New York Times* and *Wall Street Journal* bestsellers *You're Broke Because You Want to Be* and *It's Called Work for a Reason!*, and the *Wall Street Journal* and *Business Week* bestseller *Shut Up, Stop Whining, and Get a Life*.

Users Review

From reader reviews:

Bertha Buentello:

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