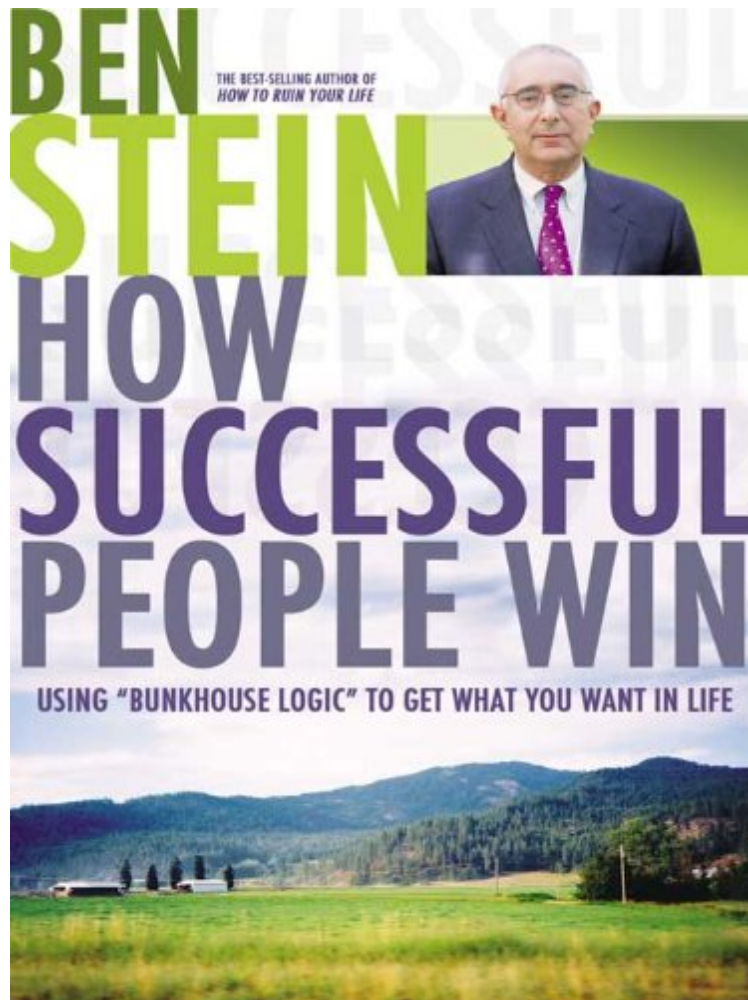


How Successful People Win: Using Bunkhouse Logic to Get What You Want in Life

Ben Stein

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Ben Stein : How Successful People Win: Using Bunkhouse Logic to Get What You Want in Life before purchasing it in order to gage whether or not it would be worth my time, and all praised How Successful People Win: Using Bunkhouse Logic to Get What You Want in Life:

9 of 9 people found the following review helpful. Saddle Up...Long Ride Ahead, But It's Worth ItBy Steve RBen Stein has the smarts. Unlike most famous actors, he's gotten by on more than his, er, good looks. He worked hard for what he has. He knows practical economics better than many economics professors (his dad was one). He's been a teacher, journalist, and a lawyer. And he's spent his entire life actively observing successful people. So when he speaks (or writes), I'm willing to listen. And Stein speaks the truth...like it or not.Others have touched upon most aspects of this short book, which is of course about being a success. "Success" here is defined as "getting what you want in life." The

book is broken into five parts, with the meatiest being Part IV ("Preparing for the Game") and Part V ("The Rules of the Game"). The binding theme is "bunkhouse logic": an emphasis on activity, mobility, and performance--not excuses. This is something cowboys have known for a long time. You gotta work HARD for success. And then you gotta get up early the next morning and do it again. If I'm going to allow someone into my head to do a little lifehacking--and pay for it to boot--then for my money I want to hear what works, no matter how tough it may be. Stein doesn't disappoint me. If your idea of success is the sort you get from late night infomercials ("Lose weight with no money down!" "Get rich eating nothing but chocolate!") this book will disappoint you. (Remember what dear Wesley told Buttercup? "Life is pain, Highness. Anyone who says differently is selling something.") Stein emphasizes what truly successful people have always understood: Success = Work. Hard work, and lots of it. This lesson (really, the heart of the book) is summed up in Part V, Rule #4: 'Life is a Process, and the Process Never Ends.' Successful people (not lottery winners and trustafarians) know that with success, "there is no sudden leap into the stratosphere of no cares and no worries. There's only advancing step by step, slowly and tortuously, up the pyramid toward your goals." Again, this may not be what you want to hear, but Stein offers enough wisdom and anecdotes (and a dab of his trademark dry humor) to demonstrate that true success in life is not about easy money but about hard work and steady progress. And that's the true joy of success.

1 of 1 people found the following review helpful. One of the most useful books I have ever read
By Customer
This is possibly the most useful book I have ever read. I first read it over 20 years ago (when it was called simply "Bunkhouse Logic") and continue to reread it again and again. I have literally given away dozens of copies to young people starting their careers -- including my own adult children. I have followed its advice for decades and it really works. Stein has boiled down so many painfully learned lessons into clear, understandable principles. His most basic premise -- look at life the way it really is, not the way you think it should be -- is worth the price of the book many times over. One can only wonder why this book is not a textbook in every high school and college in the nation.

0 of 0 people found the following review helpful. Great book really gets to the basics of how to ...
By Jason
Great book really gets to the basics of how to succeed. I read it every year or so. This book has gotten me from a miserable 11.00hr job to making over 30k a month owning my own business. My dog ate my old one so I bought a few more to have one for myself and give the other as a gift.

How Successful People Win is a serious self-help book using as its central metaphor the life of the cowboy and his behavior as he leaves his bunkhouse. Based upon a lifetime of observation of the successful and how they got that way, Ben Stein suggests that you imitate the determination, inner mobility, activity, flexibility; and the refusal to indulge in self-pity; of the cowboy in order to get what you want out of life. The idea is that if you never indulge in making excuses, refuse to let other people's hangups get in your way, and move deliberately toward clearly thought-out goals, you will get where you want to go. Just as the cowboy refuses to allow himself to get sidetracked by trivia, so can you refuse to allow life's inevitable challenges and distractions mar your own success and happiness. The choice is yours.