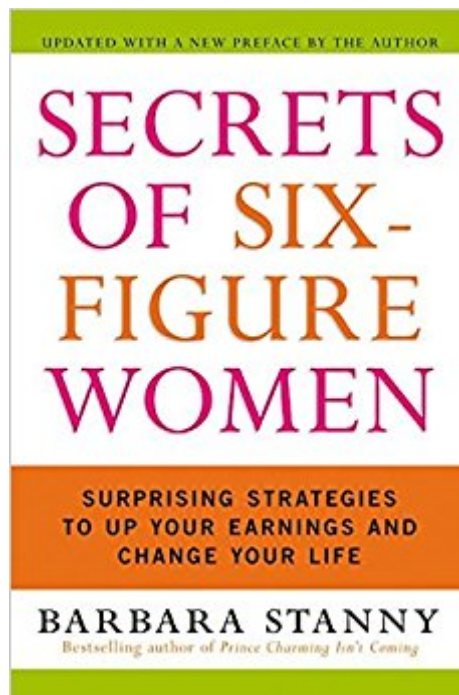




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# Secrets Of Six-Figure Women: Surprising Strategies To Up Your Earnings And Change Your Life



## Synopsis

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.

## Book Information

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## Customer Reviews

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 --This text refers to an out of print or unavailable edition of this title.

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. Copyright 2002 Cahners Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Because of this book, I am sure I will earn a little more but, even more important, I will be more comfortable while I'm doing it. This book is about women who earn from \$100,000 to \$7 million per year. Their combined average income is an impressive \$500,000. (See p. 16.) The book also examines perpetual underearners: "anyone who earns below her potential." (See p. 46 for more context about who is and isn't an underearner.) It was striking to me that the main difference between the high earners and the underearners was mostly attitude. After all, many underearners work as hard or are as gifted in their profession as the high earners. Some of the examples were of women who became six-figure earners late in life. These skills can be learned at any career stage. Next I want to read the author's more recent work, *Overcoming Underearning*, which I think may provide the step-by-step guidance some people were looking for in this *Secrets* book.

[http://www..com/Overcoming-Underearning-Five-Step-Plan-Richer/dp/006081862X/ref=reg\\_hu-rd\\_dp\\_img#\\_](http://www..com/Overcoming-Underearning-Five-Step-Plan-Richer/dp/006081862X/ref=reg_hu-rd_dp_img#_)

Love the interviews both on and off the record that she was able to obtain. A must read for any career minded person, whether female or not!

I grew up in a household of under-earners. This book hit home for me as I try to get childhood friends and family members out of that mindset. As a woman who has started her own business it is great to read how women set their rates! The chapter on money was my favorite. Thank you Courtney Sanders for recommending this book on Think and Grow Chick's podcast.

Not what I expected but insightful non-the-less. It opened my eyes and mind to the knowledge that women are all under-earners and although we know it, in some ways we are just okay with it because we're not sure how to free ourselves from this thinking and lifestyle. And it seems that the women who elevated themselves out of the under-earner status acclaimed that it was the simplest of choices that got them there. Nice read.

One of my favorite blogs (The Simply Luxurious Life) recommended I read this book. I am so thankful I did. Admittedly the content is not revolutionary or new but that doesn't make it any less life changing. I was sitting on a great idea for children's book. Like with any dream or venture you have your doubts or inhibitions. After I read Barbara Stanny's Secrets of Six-Figure I felt empowered to get the book published and change the direction of my life. And that's exactly what I did. :-)

You might feel exactly the same way. I don't read self-help much, but this book has changed my outlook on myself and what's possible. I'll be rereading it to solidify what I've learned.

I purchased this book for my Wife and she LOVED IT! Tells it like it is in easy to understand and make your way to becoming a six figure Woman

This is an excellent book. Barbara Stanny doesn't just theorize about money, she interviews women who are either high earners (\$100K to \$7 million per year) or under-earners. One of her most helpful findings is that under-earners don't work less hard than women who earn more, they just get paid a lot less for putting in all the hours and effort. Ms. Stanny also explores some of the psychological reasons that women might tolerate being under-earners, starting with some assumptions that poverty is somehow more noble or that focusing on attaining high earnings means sacrificing too much in

the rest of your life. Also useful was her finding that many of the high earning women decided to increase their financial security after a painful life event such as bankruptcy or burnout. Setting a clear intention to become a high earner was their first step in making it happen. If you are unhappy with your current earnings level, this book may offer life changing steps to do something about it.

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