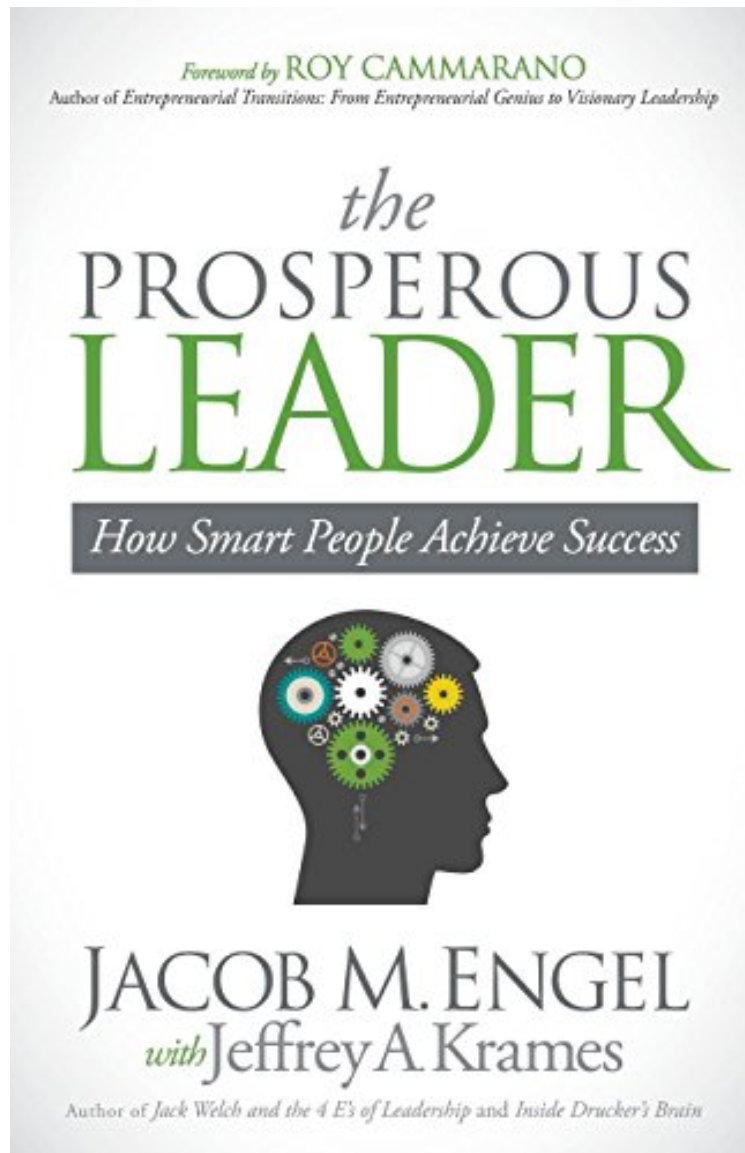


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The Prosperous Leader: How Smart People Achieve Success

Jacob M. Engel

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Jacob M. Engel : The Prosperous Leader: How Smart People Achieve Success before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Prosperous Leader: How Smart People Achieve Success:

2 of 2 people found the following review helpful. " This insane and volatile world would be so much better off with just a few more Jacob EngelsBy CustomerI've been the President of CMS Companies for 44 years, a business devoted exclusively to the ultra-high net worth market.." Inc Magazine" once called it "The Ultimate Investment Club for Entrepreneurs." I've known Jacob Engel for about 30 years: as a client, as a friend, as an advisor, and now as an

author. He succinctly and convincingly wrote what he's "preached" to me over these decades....and he's right! It's a "must read" for someone who aspires to hone his or her leadership skills, to achieve success, but in the "right" way. Jacob is a role model for those of us who want to believe that "ethical entrepreneurs do indeed earn more!" This insane and volatile world would be so much better off with just a few more Jacob Engels. If you follow his recipe, you'll become one of our much-needed prosperous (and ethical) leaders. 3 of 3 people found the following review helpful. The book all smart people should read! By Wade Danielson In his book Engel gives you 24 simple, actionable steps to realistically analyze your personal strengths and weaknesses so you can create your own path to economic success. The goal of the book is to help you maximize your strengths while developing the actual skills you need to strengthen your own leadership and management abilities. The book is purposely set up to be read as a pick and choose resource. I had Jacob on my podcast, The Entrepreneurs Library, to give a deep dive on The Prosperous Leader. With Jacob's experience he gives amazing insight on how to uncover and truly maximize your strengths all while improving your skills in becoming an effective leader. If you would like to hear a review from the author himself check out episode 143 at theELpodcast.com/books or on iTunes. 1 of 1 people found the following review helpful. Aspiring entrepreneur By Charles Wise Thank you Mr. Engel for your wonderful publication. As a start up entrepreneur I find myself as your student in every chapter of this book. (I'm not retiring yet... I'll just have to refer back to the last phase of this book later on in my life ;) Your book has very powerful hands on techniques that combine business and interpersonal growth concepts. It's a relaxed read with realistic and doable steps to achieve set goals. In my opinion this book is for every individual who wants to obtain success and is willing to go out of their comfort zone to do the work to reach prosperity. Thank you for your inspiration. Looking forward for your next edition!

An actionable, easy-to-understand guide that gives you the tools you need to succeed and achieve prosperity, Jacob Engel's debut articulates twenty-four steps for those starting or leading a business or organization or looking to move up to the next level in their current situation. Outlining the many different theories that abound today, Engel combines them with real life stories of how ordinary yet committed people applied each of these principles to achieve success. Combined with the six of organizational growth and development that demonstrate a clear correlation between the style of the entrepreneur and whether or not prosperity can be realistically achieved, you will be able to chart your own path as you learn the skills you need to improve your own leadership and management capabilities. In doing so, you will examine your own unique individual strengths and weaknesses so that you can maximize the former while mitigating the latter, giving you the power to take control of your own success.

About the Author Jacob Engel served in every capacity in his family's industry-leading business including COO before founding his own training and seminar institute. He has successfully trained several hundred businessmen to date in cultivating individual strengths, leadership abilities, and in reinventing themselves. Excerpt. copy; Reprinted by permission. All rights reserved. My father was a true role model---not only for our family, but also for our community and beyond. He made it out of the horrors of the Holocaust and went on to create and (re)build a legacy that not only was a legend in his lifetime, but that even now, almost 20 years later, still remains! I recently read a great book "Give or Take" by Adam Grant. He divides people into 2 categories, Givers and Takers. In reading his description of a Giver, he portrayed my father perfectly! Barry Engel was born in 1928 in Tokay, Hungary---a pastoral town known for its wonderful vineyards and excellent wine. His boyhood was no different than that of any other boy growing up in Eastern Europe in the late 1920s and early 1930s. His family enjoyed a life of relative wealth and prominence. That is, until Hitler came to power in Germany and conquered country after country, eventually threatening even the world powers. By the time England and the United States intervened, 6 million Jews and millions of others had been murdered in the infamous death camps. Barry's own father, Jeno (Jacob) Engel, had been rounded up in Budapest and sent to the Auschwitz Death Camp, from which he never returned. After the Allies brought the Third Reich to its knees and liberated the camps, the survivors tried returning to their homes to start new lives. For most of them, this hope could not be realized, as they discovered they were not really welcome in their own countries either. After attempting to settle in several countries, my father came to New York, with no money, language or family. (His mother and siblings would come later.) Years later, he would jokingly reminisce that even the clothes on his back, which he'd bought right before leaving Hungary, he had to throw out, because it made him look like a "Greenhorn", which was a label that immigrants tried very hard to avoid. My father was able to find a job on the Lower East Side, working for a spice-importing company called "Schoenfeld Sons". The owner of the company, Mr. Schoenfeld, encouraged him to go out on his own, so my father opened a spice shop in Brooklyn with his mother and eventually his younger brother. He told Mr. Schoenfeld that one day, he would bring in a million dollars a year in sales.