



Play to Win!: Choosing Growth Over Fear in Work and Life

By *Larry Wilson, Hersch Wilson*

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Packed with time-tested techniques and real-life case studies, this work and life field guide is based on the famous training program of the same name. Now you can put this powerful resource to work in your search for fulfillment in your professional and personal life.

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Editorial Review

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Larry Wilson is a case study in how the self-help business has "gone corporate." He founded Wilson Learning Corporation in 1965, sold that company, and in 1983 started Pecos River, a training and consulting firm specializing in "accelerating and facilitating individual and organizational change and growth." Pecos River is now Pecos River Change Management Division of Aon Consulting Worldwide, a firm that can trace its own lineage back to insurance tycoon and self-help maven W. Clement Stone's Combined Insurance Company of America. With a nod to Abraham Maslow and his theory of self-actualization, the Wilsons challenge readers to "thrive instead of survive," grow up emotionally and spiritually, and think in new ways. For them winning is not beating out others but avoiding the mindset of simply "playing not to lose." Presented effectively in low-key, straightforward fashion, this book is based on techniques Wilson's firm has developed and utilized in work with more than 500,000 persons. *David Rouse*

Users Review

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Kim Armstrong:

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