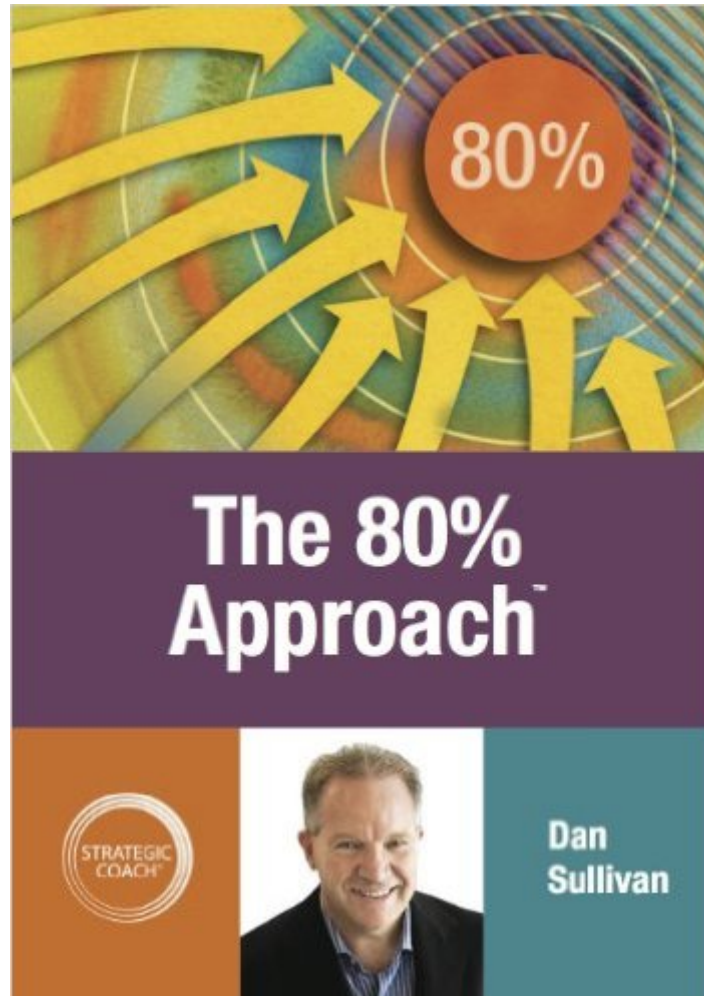


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# The 80% Approach



## Synopsis

The 80% Approach is a transformative way of thinking and acting that eliminates the paralysis of perfectionism and procrastination. The human brain is capable of extraordinary creativity and inventiveness. At the same time, it can work against itself in ways that leave many people feeling chronically guilty and dissatisfied in spite of living in a world of great achievements. With seemingly everything in the world to be optimistic about, many people are frustrated and non-productive throughout much of their lives due to the paralysis of perfectionism and procrastination that can affect all of us. In this small book, Dan Sullivan presents a remarkably simple concept and method that, if mastered, will effectively eliminate all perfectionism and procrastination in your life on a continual basis.

## Book Information

Audio CD: 40 pages

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ISBN-13: 978-1897239292

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Shipping Weight: 4.8 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (33 customer reviews)

Best Sellers Rank: #390,500 in Books (See Top 100 in Books) #39 in [Books > Books on CD > Business > Investing](#) #271 in [Books > Books on CD > Business > General](#) #3148 in [Books > Business & Money > Investing](#)

## Customer Reviews

I loved this book. Basically take a project 80% of the way and have someone else take it 80% of the remaining 20%. Continue to do that until the project is complete. This keeps you from getting overwhelmed by thinking you have to accomplish the whole project.

If you find yourself stuck and procrastinating this book will give you the inspiration to give yourself permission to move ahead without using perfectionism as your excuse for inaction. A valuable complement to Steve Pressfield's indispensable book *The War of Art*.

This book is just as important as the Dan Sullivan Question. If you're an entrepreneur you know

what the struggles are. YOU are responsible for everything. Furthermore, YOU need to make sure everything gets done. But, I realized that I'm guilty of Perfectionism, which causes Procrastination. I thought to myself while reading this book, "No way I'm a perfectionist!" Of course, after reading on, I realized that indeed I am. My friend, who is also an entrepreneur, realized that he too, is a perfectionist. Read this short book to learn how perfectionism is so detrimental to your productivity, and ultimately, your success and happiness. This should be required reading for any entrepreneur. I cannot imagine how many BILLIONS of dollars this short little book could save not only solopreneurs but also big companies.

Dan Sullivan is a Master Coach and concept communicator. He not only tells you why, he shows you how and makes it all very clear. If you want to be more productive read this book - at least 80% of it!

The book isn't available in print evidently. I purchased the CD which makes reference to the "accompanying book" which was not included. I'm confused. Is the CD included in a book? Don't see it. Great info on the CD but would like to be able to see the material he refers to in the book on the CD.

I give this a heartfelt 80%!!! This has helped me (a perfectionist) do so much more. Now whenever I feel any type of pressure, I think of the 80% approach. Can I delegate? Did I give it 80%, instead of 100%. I get things done, and move on much quicker.

I've struggled with perfectionism and procrastination for years. This book clearly identified the drag that has created in my life and career. The tools within easily replace countless ineffective coaching sessions in my past which never created this clarity. Now I have a simple, easy-to-apply framework for accelerating my success, freeing myself from struggle.

The 80% Approach is a simple idea loaded with power to enable people to get out from being stuck in the mud to being agents of change and productivity. Get it, read it in about 40 minutes and start applying this approach today!

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