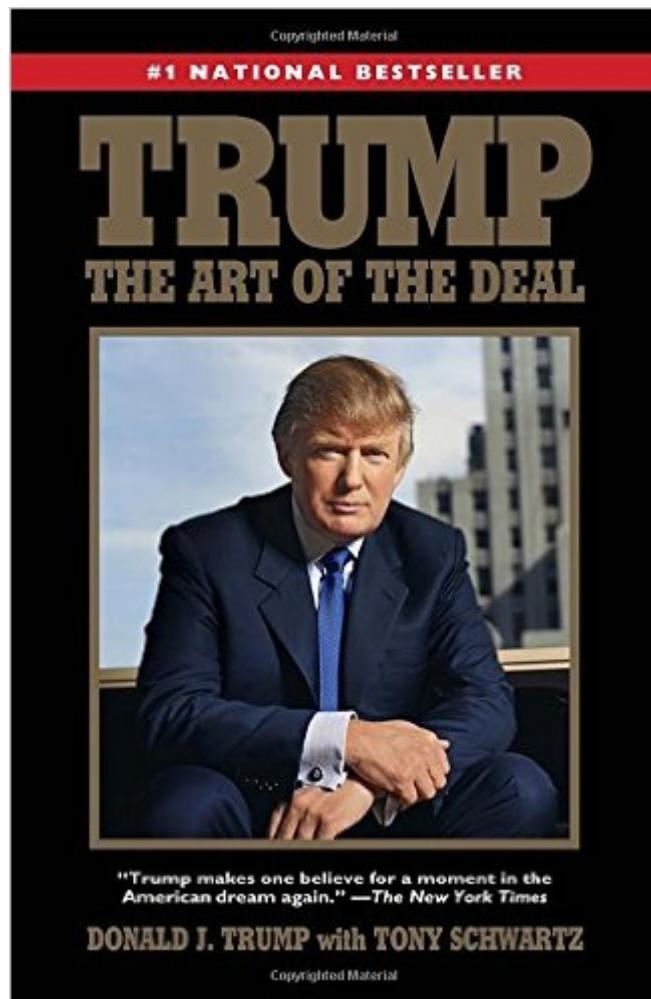


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Trump: The Art Of The Deal



Synopsis

President Donald J. Trump lays out his professional and personal worldview in this classic workâ "a firsthand account of the rise of Americaâ "Ms foremost deal-maker. â œI like thinking big. I always have. To me itâ "s very simple: If youâ "re going to be thinking anyway, you might as well think big.â •â "Donald J. TrumpHere is Trump in actionâ "how he runs his organization and how he runs his lifeâ "as he meets the people he needs to meet, chats with family and friends, clashes with enemies, and challenges conventional thinking. But even a maverick plays by rules, and Trump has formulated time-tested guidelines for success. He isolates the common elements in his greatest accomplishments; he shatters myths; he names names, spells out the zeros, and fully reveals the deal-makerâ "Ms art. And throughout, Trump talksâ "really talksâ "about how he does it. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneurâ "the ultimate read for anyone interested in the man behind the spotlight. Praise for Trump: The Art of the Deal â œTrump makes one believe for a moment in the American dream again.â •â "The New York Times â œDonald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.â •â "Chicago Tribune Â œFascinating . . . wholly absorbing . . . conveys Trumpâ "Ms larger-than-life demeanor so vibrantly that the readerâ "Ms attention is instantly and fully claimed.â •â "Boston Herald Â œA chatty, generous, chutzpa-filled autobiography.â •â "New York Post

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â œTrump makes one believe for a moment in the American dream again.â •â "The New York

Times Â ªDonald Trump is a deal maker. He is a deal maker the way lions are carnivores and water is wet.â •â "Chicago Tribune Â ªFascinating . . . wholly absorbing . . . conveys Trumpâ ™s larger-than-life demeanor so vibrantly that the readerâ ™s attention is instantly and fully claimed.â •â "Boston Herald Â ªA chatty, generous, chutzpa-filled autobiography.â •â "New York Post

From the Impresario of NBC's hit show The Apprentice TRUMP ON TRUMP: "I like thinking big. I always have. To me it's very simple: if you're going to be thinking anyway, you might as well think big." And here's how he does it: the art of the deal. Beginning with a week in Trump's high-stakes life, Trump: The Art of the Deal gives us Trump in action. We see just how he operates day to dayâ "how he runs his business and how he runs his lifeâ "as he chats with friends and family, clashes with enemies, efficiently buys up Atlantic City's top casinos, changes the face of the New York City skyline . . . and plans the tallest building in the world. TRUMP ON TRUMP: "I play it very loose. I don't carry a briefcase. I try not to schedule too many meetings. I leave my door open. . . . I prefer to come to work each day and just see what develops." Even a maverick plays by rules, and here Trump formulates his own eleven guidelines for success. He isolates the common elements in his greatest deals; he shatters myths ("You don't necessarily need the best location. What you need is the best deal"); he names names, spells out the zeros, and fully reveals the deal-maker's art: from the abandoned property that became the Jacob K. Javits Convention Center to the seedy hotel that became the Grand Hyatt; from the race to rebuild Central Park's Wollman Skating Rink to the byzantine saga of the property that became Trump Tower. And throughout, Trump talksâ "really talksâ "about how he does it. TRUMP ON TRUMP: "I always go into a deal anticipating the worst. If you plan for the worstâ "if you can live with the worstâ "the good will always take care of itself." Donald Trump is blunt, brash, surprisingly old-fashioned in spotsâ "and always, always an original. Trump: The Art of the Deal is an unguarded look at the mind of a brilliant entrepreneur and an unprecedented education in the art of the deal. It's the most streetwise business book there isâ "and a sizzling read for anyone interested in money and success. From the Hardcover edition.

--This text refers to the Mass Market Paperback edition.

Excellent book!

Nice, interesting read. Glad I bought it. It will help me in my business, at work, and in general relationships.

The book is engaging from beginning to end.

Worker

A classic read.

I read the book before he was elected. It explains a lot about the way he operates. I wish him well in the next four years.

Good guide to understanding of Trump on how he operates when it comes to deal-making.

Learned a lot about Trump and he dropped some pretty good gems

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