

# PDF | Secrets of Six-Figure Women: Surprising Strategies to Up Your Earnings and Change Your Life

by Barbara Stanny

UPDATED WITH A NEW PREFACE BY THE AUTHOR

# SECRETS OF SIX- FIGURE WOMEN

SURPRISING STRATEGIES  
TO UP YOUR EARNINGS AND  
CHANGE YOUR LIFE

BARBARA STANNY  
*Bestselling author of *Prince Charming Isn't Coming**

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According to the Department of Labor, the average woman in 1998 was bringing home less than \$25,000 a year. For every dollar that a man makes, a woman makes between 50 and 75 cents, and that is hardly news.

But what you may not know is that, quietly and steadily, the number of women making six figures or more is rapidly increasing. Currently, over fifteen million women make \$100,000 or more, and the number continues to rise at a rate faster than for men. And these women come from every industry - psychologists, dot com founders, consultants, freelance writers, and even part-timers.

What makes these particular women able to do so well in the workplace? Fueled by curiosity, Barbara Stanny, author of *Price Charming Isn't Coming: How Women Get Smart About Money* (Viking Penguin), set out to research this phenomenon. What she discovered was that, though the high-earning women she interviewed came from different backgrounds and had had greatly different work experiences, they all had certain characteristics in common.

*Secrets of Six Figure Woman: Surprising Strategies of the Successful High Earners* will be a ground breaking book for high earners who want to ensure their wealth, enhance their success, and learn from others who are in the same boat. It will also offer inspiration, guidance, and motivation to those who aspire to make more.

## Amazon.com Review

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

## Product Description

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