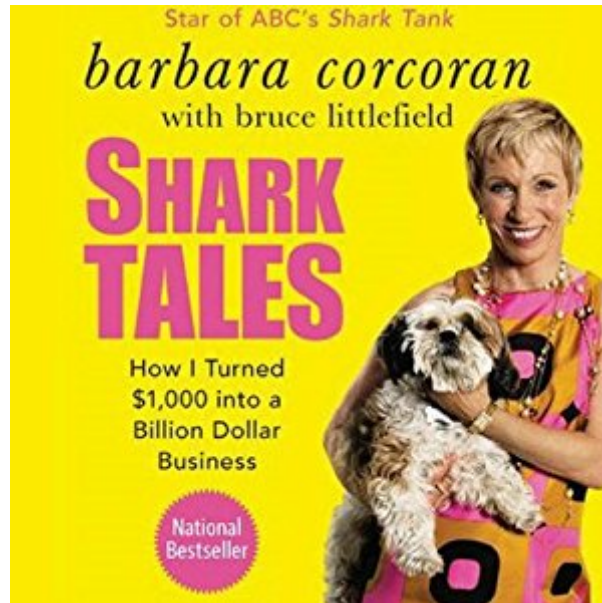


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# Shark Tales: How I Turned \$1,000 Into A Billion Dollar Business



## Synopsis

In *Shark Tales*, Barbara shares her hilarious stories about growing up, getting into trouble, failing miserably, and then starting over again. In each chapter, she comes back to one of her mom's unconventional lessons, and how it applies in the real world of business. Whatever your calling, the homespun lessons that work for Barbara will help you use what you've got to create success in your life. Whether you're just starting out, fighting your way up the career ladder, or re-entering the workforce, *Shark Tales* is an owner's manual to your most valuable asset. Growing up, author Barbara Corcoran shared one floor in a three-family house in New Jersey with her parents and nine brothers and sisters. She had few luxuries, but she was blessed with a mother who taught her to have self-confidence. Barbara's mom didn't know much about business, but she understood how the world works and how to make the most of what you've got. After failing at 22 other jobs, Barbara borrowed \$1,000 from a boyfriend, quit her job as a diner waitress, and started a tiny real-estate office in New York City. Today, with over \$2 billion in revenues, The Corcoran Group in New York's premier real-estate company, and Barbara is richer than her wildest dreams.

## Book Information

Audible Audio Edition

Listening Length: 5 hours and 3 minutes

Program Type: Audiobook

Version: Abridged

Publisher: Listen & Live Audio, Inc.

Audible.com Release Date: March 23, 2011

Language: English

ASIN: B004TEJQLM

Best Sellers Rank: #41 in Books > Audible Audiobooks > Biographies & Memoirs > Business Leaders #160 in Books > Business & Money > Real Estate #230 in Books > Biographies & Memoirs > Professionals & Academics > Business

## Customer Reviews

The subtitle caught my attention - How I Turned \$1,000 into a Billion Dollar Business. I was ready to learn the ins and outs of being a moneymaking entrepreneur. If you are looking for a good believable success story filled with business-building tips, then you'll want to make time to read *Shark Tales*. I thoroughly enjoyed every page! Barbara's book is a story of growing up in a big family and how she learned to stand out from the crowd - lessons that she readily applied to the business world. *Shark*

Tales is not only about Barbara Corcoran but also about her wise and resourceful mother, Florence Corcoran. Her mother taught her life lessons with wisdom and humor. Barbara took those lessons and applied them to her own life and business. Barbara credits her mother with showing her about thinking creatively and not giving up when the going gets tough. This book is written with a casual, fun and easy-to-read style. I highly recommend you have pen, paper and may be even a highlighter handy to capture the powerful business "aha's." I'm not exaggerating when I say that Shark Tales is filled with entrepreneurial pearls of wisdom. Here are some of my business-building "aha's" -

- If you can't reinvent yourself, repackage yourself.
- People always want what they can't have or believe they've miss out on.
- Don't allow yourself to be bullied by the big guys.
- Be organized and have a system.
- Everyone loves a deal.
- Don't give up before you've exhausted every opportunity.
- Stand out as an expert in your field.
- And there are so many, many more!

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