

# Book Review - Over the Top

**Author - Zig Ziglar**

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**Reviewed By Dr.Meenal Dhotre\***

Zig Ziglar, an International Bestseller Author has presented this book after 20 years after his best-selling book 'See You at the Top'. At the beginning of the book itself, author has mentioned twelve goals that he expects the readers to gain from this book. This book gives a guideline to the readers on how to be happy, healthy, prosperous and secure and ultimately how to keep hope alive in life.

The book is spread across fifteen chapters with apt titles. For example first chapter is titled as 'What or where is the top?' and last chapter has a name 'Finishing well'. Thus, this book takes the readers through a complete journey of identifying the top, initially how to survive, moving from survival to stability, then from stability to success and finally from success to significance.

Author believes that people can be identified not by their geographical differences or by the color of their skin but by the size of their hopes. People can reach anywhere they want to reach if they have enough hope in life. In the first chapter itself, author has given a list of fifteen points to help understand individuals what is or where is the top.

Author opines that enthusiasm and positive thinking are important but they alone cannot take anyone over the top. He suggests that along with an excitement, persistence, confidence one needs the skills to go over the top and stay there. However, having necessary skills but lack of right attitude will not take anyone over the top. Author comments that "if you have the right skills which are based on a solid character base, you can enjoy long-lasting success".

Author has identified eight elements that make any person successful i.e. if a person is happy, healthy, reasonably prosperous, secure, has friends, peace of mind, good family relationships and the hope that things will either continue as they are or get better, he is likely to be successful in the life. He comments that one can have all eight things. While talking about job security, author suggests to have a focus

on employment security rather than a job security and believes that dedicated people have employment security.

To go over the top, author suggests to plan to win, prepare for it and expect when the plan is put into action. Author says that it is individual's responsibility to develop their talents. He criticizes that people accept no responsibility for failure but are comfortable in blaming the system.

Author has given some wonderful thoughts that it's not what happens to you but how you handle what happens that makes the difference. Life has its ups and downs, but motivation is the key that maximizes and maintains the momentum. Motivation fuels the attitude that builds the confidence necessary to sustain the persistence.

In the chapter 'Attitude makes the difference', author discusses about positive and negative thinking in length. He has mentioned several advantages of a sense of humor and commented that it also increases employment security. After suggesting to have a right or positive attitude, in the next subsequent chapters, author continuously boosts the morale of the readers by saying that 'You have got what it takes' and he also gives some quick tips. Author opines that 97 percent of the people in society do not have any organized goals programs and emphasizes on having it. He discusses about the key issues for any individual such as happiness, love, money, relationship and hope. Author not only stresses on having organized goals program but also discusses in minute detail exactly how to formulate an in-depth goals program for a balanced success. Author has suggested thirteen steps for reaching to their goals and assures that their dreams can come true.

Life is a roller coaster. Author gives some advice on getting up and staying up when one has been knocked down while achieving his dreams. Author proposes a formula of commitment, courage and discipline for the success. While concluding the book, author in the last chapter 'Finishing well' gives a message to the readers to recognize, confess and continue to develop what you have and to make the commitment to do your best.

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Entire book gives very encouraging tips to the individuals who want to achieve success and happiness and want to stay over the top. Author has generously quoted good thoughts of other renowned people. He has used storytelling approach throughout the book. To support his views and opinions, he has narrated real life experiences of people. At times too elaborative description of these stories breaks the link of the readers and diverts the focus from the core concept.

Through this highly motivating book, Zig Ziglar has expressed a hope that "if you are the right kind of person doing the right thing with the right motives and right game plan, you not only will live well but also finish well". As mentioned by Zig Ziglar, he has a passion to positively impact the people's lives and I believe that the readers of this book will definitely experience it.