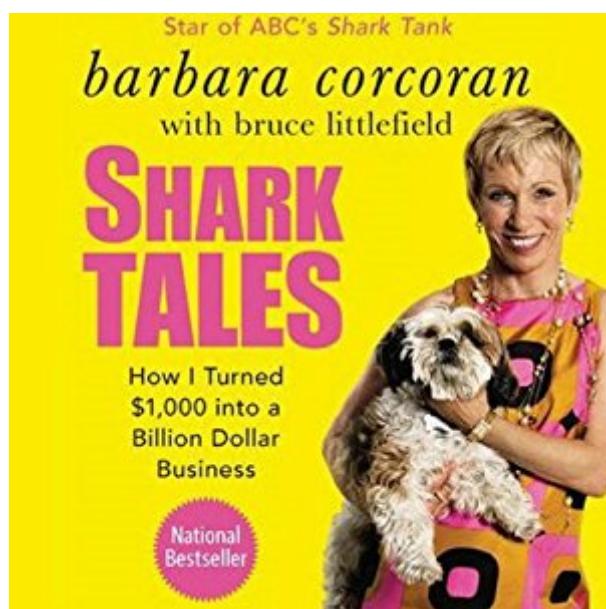


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# Shark Tales: How I Turned \$1,000 Into A Billion Dollar Business



## **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

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Best Sellers Rank: #50 in Books > Audible Audiobooks > Biographies & Memoirs > Business Leaders #83 in Books > Business & Money > Investing > Real Estate #137 in Books > Business & Money > Real Estate

## **Customer Reviews**

Personal story seems to be sincere, funny and real. However you can find most of the book's content in Barbara's speech for UPS on YouTube for free. So why investing in the book? In my opinion they should have added more practical advices on how to become successful otherwise book remains a story for Cinderella

This was better than I expected, actually I purchased it because I didn't especially like Barbara and was wondering what made her so arrogant. Must say her background was fun to read about and quite surprising, her writing style or whoever did it for her, made it compelling and a quick read to relax with. I fully recommend this book for relaxing entertainment while delving into the mind of a winner.

I bought this book because I thought it would delve in the art of the deal. Well, it turned out this book is more about Barbara Corcoran's journey to success. Not a bad read, but I wished she would've also devoted a chapter with suggestions for entrepreneurs on how to approach their own journey.

I LOVE THIS BOOK! It is a quick read and you are hooked from page 1. She has always been my favorite shark and she will continue to be. Her life lessons tied in with how she runs her business makes this book so incredibly valuable to anyone who has a business of their own. I have taken a few of her team leadership ideas and applied them to my own. A must read!

I had a hard time staying engaged with it throughout parts, but I enjoyed it all the same. Mrs. Corcoran seems to be a pitbull of a business woman disguised as a sweet, ever-smiling and charming lady. The entire book is basically her noting the lessons she learned during her childhood and applying them to challenges she faced in becoming a real estate tycoon. Great and inspiring book for every entrepreneur, especially for the young ladies. I will save this for my two year old daughter to read when she becomes older :)

I love Barbara's transparency and she reveals all of the embarrassing moments along the way to success and in her childhood. She also has some incredible top advice about how to succeed in any business and who to partner with and who to avoid.

I loved this book! It was entertaining and even funny, but the lessons in it are what make it so worth reading. As an entrepreneur, I found inspiration in Barbara's journey to get to where she's at. I realized that success usually takes much more time than we expect, and that the whole point is to enjoy each step of the way to get to where we want to be--because once we achieve our goal, it dawns on us that we need to keep growing and changing or life will be just boring!

I love this book. The book teaches you how to help others, be creative, and find solutions, even if it seems impossible - all things I love to do today. I just turned 30 last week and I feel that I need a

change and will be pursuing real estate. Thanks to this book, I know I have the qualities and will to succeed. I love the short lessons from Mom and the creative ways Barbara found to incorporate them as she fought her way to the top. Watching Barbara on Shark Tank, I felt she was really genuine and I did more research on her. She finds opportunities others may not see or realize and makes them work. She is the person that I felt most connected to and I am glad she fought for her spot on the show. Great book. Read it and use the lessons in it to create your business. I know I will!

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