

Media Kit

The Success Principles

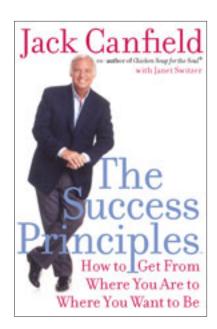
How to Get From Where You Are to Where You Want to Be

Media Contact: Veronica Romero (805) 563-2935 x11

Dear Media Professional.

You probably know me from my *Chicken Soup for the Soul* books, but long before I produced even the first Soup book, I owned a training company with offices in five cities and taught everyone from CEOs of Fortune 500 companies to regular, everyday people how to be happier, more successful and more fulfilled in their lives.

In fact, some people say I've created more millionaires than any other success teacher alive today. I don't know if this is true, but I <u>do</u> know that many of my students reach levels of success they'd never dreamed of before.



Perhaps it's because my system of proven success principles insures that students become masters at planning for success, assembling others to help them, taking action on any goal — but most importantly eliminating any internal blocks that stand in the way of them achieving success.

Now I've put that system into a brand new book I'd like to introduce to you today.

The Success Principles:

How to Get From Where You Are to Where You Want to Be

I hope you'll take a few moments to read through the background materials enclosed in this media kit, then join me in bringing these important principles of success to the public at large.

My publicity team, my co-author Janet Switzer and my publishers at HarperCollins have planned an aggressive media schedule to insure *The Success Principles* becomes the new success classic for anyone wanting to improve their lifestyle, better their career, grow their relationships, and plan for their future-enjoying more wealth, better health, greater opportunity, more vibrant relationships, greater free time and more independence than ever before.

I hope you'll choose to be a part of the excitement. Please let us know how we can help.

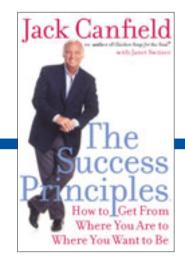
Sincerely,

JACK CANFIELD

Co-Author of *Chicken Soup for the Soul*® books and now the new success classic, *The Success Principles: How to Get From Where You Are to Where You Want to Be*

by Jack Canfield with Janet Switzer

Media Professionals: Please visit www.thesuccessprinciples.com! Or contact Veronica Romero at (805) 563-2935 x11



Meet Jack Canfield...

ack Canfield is the founder and co-creator of the *New York Times* #1 best-selling book series *Chicken Soup for the Soul.* With more than 55 titles in print and over 80 million copies sold in 39 languages, Jack is a world-renowned expert at warming hearts and changing lives.

But behind the empire *Time Magazine* called the "publishing phenomenon of the decade" is America's leading expert in creating peak performance for entrepreneurs, corporate leaders, managers, sales professionals, corporate employees and educators. Jack Canfield knows how to accelerate the personal achievement and career fulfillment of workgroups and individuals everywhere. He is a compelling, empowering and compassionate coach who has helped hundreds of thousands of individuals achieve their dreams. Jack's latest book is *The Success Principles: How to Get From Where You Are to Where You Want to Be* containing 64 powerful principles of success utilized by top achievers from all walks of life and all areas of commerce.

Jack is the CEO of Chicken Soup for the Soul Enterprises, an empire that encompasses licensing, merchandising and publishing activities around the globe. Jack's nationally syndicated newspaper column is read in 150 papers worldwide and, as well, he is the host of his own radio show syndicated throughout North America. *Chicken Soup for the Soul* was a featured television program for both the PAX and ABC networks. And the company's licensing division produces dozens of top-selling items including *Chicken Soup for the Soul* nutriceuticals, pet foods, greetings cards, music, collectibles and other licensed merchandise.

Jack's background includes a BA from Harvard University, a Masters degree in Psychological Education from the University of Massachusetts and an Honorary Doctorate in Human Behavior from the University of Santa Monica. For the past 30 years, he has been a psychotherapist, an educational consultant, and a leading authority in the areas of self-esteem, achievement motivation and peak performance.

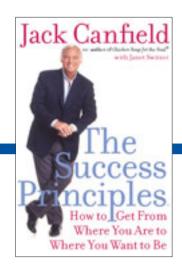
Jack has appeared on over 200 television shows including *Oprah, 20/20, Inside Edition, The Today Show, Fox and Friends, The CBS Evening News, The NBC Nightly News, Eye to Eye, CNN's Talk Back Live!, PBS, QVC and many others.* He's addressed countless audiences internationally-sharing his success strategies with companies and associations in 20 countries on nearly every continent.

by Jack Canfield with Janet Switzer

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Press Release

FOR IMMEDIATE RELEASE



The ultimate life-transforming plan for achieving, prospering, and thriving in the 21st century from the founder of the phenomenal bestselling *Chicken Soup for the Soul*® series

NEW SUCCESS GUIDE CATALOGS PROVEN PRINCIPLES OF WORLD'S HIGHEST ACHIEVERS

(SANTA BARBARA, CA / December 1, 2004) -- Jack Canfield has devoted over 30 years to the study and practice of success. Through attending hundreds of seminars, reading thousands of books, and interviewing hundreds of successful people from all fields, he has uncovered certain universal principles for achieving the extraordinary and continually applied them to his own life. As a result, he enjoys a phenomenal level of success as a leading authority on self-esteem, a highly-sought after motivational speaker, a syndicated newspaper columnist, and a husband and father, not to mention the founder and coauthor of the Chicken Soup for the Soul series-an international sensation with more than 80 million books sold and 11 #1 New York Times bestsellers.

Now, Jack Canfield shares the beliefs and techniques that keep working wonders for him-and hold the potential to make an amazing difference for anyone-in THE SUCCESS PRINCIPLES: How to Get from Where You Are to Where You Want to Be (HarperResource; January 1, 2005; \$24.95 Hardcover). "The fundamentals are the same for all people and all professions-even if you're currently unemployed," Canfield attests. "It doesn't matter if your goals are to be the top salesperson in your company, become a leading architect, get all A's in school, lose weight, buy your dream home, or become a world class professional athlete, a rock star, an award winning journalist, a multimillionaire or a successful entrepreneur-the principles and strategies are the same. And if you learn from them, assimilate them, and apply them with discipline every day, they will transform your life beyond your wildest dreams."

THE SUCCESS PRINCIPLES presents a sweeping action plan for achieving the highest goals in every vital area of life-career, money, relationships, and personal fulfillment. Principle by principle, step by step, change by change, Canfield shows how to make the incredible possible, starting with the first and absolutely essential of 64 commitments: Take 100% Responsibility for Your Life. From there, principles progressively build one upon the other to keep the momentum going and the

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PRESS RELEASE

Jack Canfield / The Success Principles

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tremendous gains coming. While quick and easy to grasp, the program demands an investment of time and persistence. "The principles only work if you work the principles," Canfield emphasizes.

Organized into six sections, and packed with targeted exercises, uplifting affirmations, and inspiring real-life success stories, THE SUCCESS PRINCIPLES covers:

- * The Fundamentals of Success. 24 basic building blocks, from clarifying your life purpose, deciding what you really want, and believing it's possible to turning your vision into a set of concrete goals and knowing what you need to do to achieve them.
- * Transform Yourself for Success. The essential, if scary, inner work of getting real about your past-the positive milestones, along with the "messes"-and then face what isn't working, embrace change, and work to transcend your self-limiting beliefs.
- * Build Your Success Team. How to reach out to different people for support in focusing on your "core genius"—the one thing you love to do and do best—as well as redefine time, find a personal coach, and access your own inner wisdom.
- * Build Successful Relationships. Master the world-class relationship skills at the heart of strategic alliances and power networks, including practical techniques for speaking with impeccability, practicing uncommon appreciation, and keeping your agreements.
- * Success and Money. How to develop a more positive money consciousness, win the spending game, give more to get more, and find a way to serve.

Canfield culminates with two succinct chapters on the importance of getting started now and empowering others in the process. For anyone determined to live a rewarding and genuinely happy life, even in times of economic challenges and global turmoil, THE SUCCESS PRINCIPLES is the ultimate practical roadmap and encouraging companion.

ABOUT THE AUTHOR

JACK CANFIELD is a world-renowned motivational speaker, as well as the founder and coauthor of the #1 New York Times bestselling Chicken Soup for the Soul series, which currently boasts over 60 titles with over 80 million copies in print in over 39 languages. The founder of Self-Esteem Seminars, he has led workshops and given talks to over one million people in every state of the United States and in 20 countries. He lives in Santa Barbara, California.

THE SUCCESS PRINCIPLES; How to Get from Where You Are to Where You Want to Be

By Jack Canfield, with Janet Switzer

January 1, 2005

Price: \$24.95 (\$32.50 Canada)

ISBN: 0-06-059488-8

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by Jack Canfield with Janet Switzer

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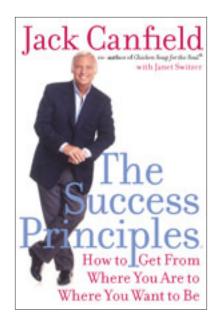
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January 2005 National Media Tour



Jack Canfield

How to Get From



The Success Principles™

How to Get From Where You Are to Where You Want to Be

For pre-show questions or information, please call: **Jack Canfield** (805) 563-2935 x11

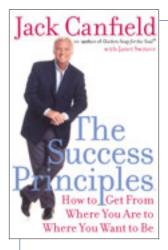
On-Air Interview Questions:

- 1. Jack, you've sold over 80 million Chicken Soup for the Soul books, and that speaks for itself. But tell the truth: is your kind of success possible for everyone? Maybe you're unique. Or maybe you just got lucky!
- 2. There are a ton of success books out there. What's different about yours?
- 3. You talk about taking 100% responsibility for our lives. But don't things happen to us that are beyond our control, like cancer, or hurricanes, or 9/11?
- 4. In your book you quote Jim Rohn who says that "we're the average of the five people we spend the most time with." Does that mean we should only hang out with successful people? Should we ditch our struggling friends?
- 5. Speaking of who you hang out with, you and Mark Victor Hansen have been partners on Chicken Soup for 12 years. You guys were rejected 130 times before you found a publisher! Did you ever just want to give up? How can you help us handle rejection?
- 6. A study just came out from the NIH (National Institutes of Health) showing that stress can lead to premature aging and disease. Are we all working too hard? Is it possible to have success without the stress?
- 7. Still on the subject of work, you say people can double their income and double their time off. I can see that for entrepreneurs, maybe. But what if I'm an employee with a 9-5 job?
- 8. The stereotype of "mega-successful" people like real estate moguls and heads of movie studios is that they're ruthless and don't trust anybody. Yet you say we should be "inverse paranoid." What do you mean?
- 9. Jack, you're at the top of your game, yet you still have coaches. Why?
- 10. Out of the 64 Success Principles in your book, if you had to leave us with just one, what would it be?

Look for The Success Principles in bookstores everywhere

And don't forget...when you buy The Success Principles, you get valuable free bonuses at www.TheSuccessPrinciples.com

January 2005 National Book Tour Live Event Flyer



If You Know Chicken Soup for the Soul... You Know Jack Canfield.

Now He Has a Tale of <u>Success</u> for You, Plus the Strategies and Principles You Need to Achieve Your Dreams!

f you've ever read one of the 80 million *Chicken Soup for the Soul* books circling the globe, you know Jack Canfield — the creator of this *New York Times* #1 Bestselling sensation and a leading authority on peak performance. Now, in this fast-paced, entertaining and powerful **LIVE** program, Jack

Now, in this fast-paced, entertaining and powerful **LIVE** program, Jack will share the latest breakthrough principles emerging from neuroscience, quantum physics and the cutting edges of peak performance studies and detail how you, too, can use them to rapidly achieve your goals.

These are key strategies he details from his latest book, *The Success Principles: How to Get From Where You Are to Where You Want to Be*— a guide to the 64 principles top achievers use to reach the pinnacle of their career...and the top of their field. You'll learn:

- How to change the outcome of your life (and any situation you encounter) simply by changing your response to events that occur
- The unique time-management system that insures you'll have time to focus on success
- How to access powerful mentors and friends who'll open doors for you
- How to complete past projects, hurts and relationships so you can embrace the future fully
- Plus...so much more!





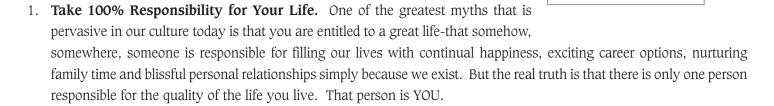
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by Jack Canfield with Janet Switzer

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Jack Canfield's Top 7 Success Tips

From the pages of The Success Principles™



Jack Canfield

Where You Are to Where You Want to Be

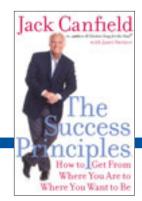
- 2. **Be Clear Why You're Here.** I believe each of us is born with a life purpose. Identifying, acknowledging and honoring this purpose is perhaps the most important action successful people take. They take the time to understand what they're here to do-and then they pursue that with passion and enthusiasm.
- 3. **Decide What You Want.** One of the main reasons why most people don't get what they want is they haven't decided what they want. They haven't defined their desires in clear and compelling detail...What does success look like to you?
- 4. **Believe It's Possible.** Scientists used to believe that humans responded to information flowing into the brain from the outside world. But today, they're learning instead that we respond to what the brain, based on previous experience, expects to happen next...In fact, the mind is such a powerful instrument, it can deliver to you literally everything you want. But you have to believe that what you want is possible.
- 5. **Believe in Yourself.** If you are going to be successful in creating the life of your dreams, you have to believe that you are capable of making it happen...Whether you call it self-esteem, self-confidence or self-assurance, it is a deep-seated belief that you have what it takes-the abilities, inner resources, talents and skills to create your desired results.
- 6. **Become an Inverse Paranoid.** Imagine how much easier it would be to succeed in life if you were constantly expecting the world to support you and bring you opportunity. Successful people do just that.
- 7. **Unleash the Power of Goal Setting.** Experts on the science of success know the brain is a goal-seeking organism. Whatever goal you give to your subconscious mind, it will work day and night to achieve...To engage you subconscious mind, a goal has to be measurable. When there are no criteria for measurement, it is simply something you want, a wish, a preference, a good idea.

* * *

Adapted from *THE SUCCESS PRINCIPLES: How to Get from Where You Are to Where You Want to Be* by Jack Canfield with Janet Switzer (HarperResource; January 1, 2005; ISBN: 0-06-059488-8)

by Jack Canfield with Janet Switzer

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Global Media Appearances of Jack Canfield

ack Canfield has appeared as the principle guest on more than 200 national & local television shows around the globe.

ack's "Making Your Dreams Come True" PBS Pledge Special has aired on 120 Public Television stations across the U.S. ack's "Chicken Soup for the Soul" Special for PAX-TV, later became a 16-episode series on PAX, ABC & Wisdom Channel.

ack has appeared on *The Oprah Winfrey Show, The Today Show, Eye to Eye, 20/20, Inside Edition* and many others.

Jack Canfield Has Appeared On:

"The Today Show," NBC

"Inside Edition," (Syndicated)

"20/20," ABC

"Eye to Eye," CBS

"Hard Copy," (Syndicated)

"The CBS Evening News," CBS

"CBS News Special on Heart in the Work Place"

"CBS Interview with Bernard Goldberg," CBS

"The NBC Evening News," NBC

"Fox and Friends." Fox News Network

"The Carvl & Marilyn Show." ABC

"The Oprah Winfrey Show," ABC

"Talk Back Live!" with Diane Durham, CNN

"The Home Team with Terry Bradshaw," FOX

HSN - the Home Shopping Network (National), PA

QVC—Quality Value Channel (National)

PBS "Today's First Edition," San Francisco, CA

CNN with Rachel Bloomgarden, National Syndication

CNN - R News, Rochester, NY

"Good Day Atlanta" (FOX), Atlanta, GA

"Wake Up New York," New York, NY

"News At Noon," WDAF-TV (Monica Praise)

"Good Day New York" WNYW, New York, NY

"The Fountain of Youth." PBS (nat'l syndication)

"America's Talking AM," Cable (120 stations)

"Talk Soup," E. The Entertainment Channel

"Jimmy J. and Tammy Faye Show," Syndicated Cable, Los Angeles

"The Bradshaw Difference." Syndicated Nationally

"Morning News," KTLA-TV (Warner Brothers Network), Los Angeles

"Mornings," WNAB-TV, Nashville, TN

"Talk of the Town," WTVF-TV, Nashville, TN

"AM San Diego," KFMB-TV, Channel 8, CBS

"AM Northwest," KATU-TV, Portland, OR

"Checkpoint," KNBC-TV, Los Angeles, CA

"Action 4," WBZ-TV 4, Channel 4, NBC, Boston, MA

"At Issue," KCBS-TV, Los Angeles, CA

"News 4 Texas Morning Edition," KDFW-TV, Dallas

"CNN Sattelite Tour" - 15 stations

"Out of the Box" Jack Nadel, KEYT-TV, Santa Barbara "Alive and Well," USA Cable Network, Los Angeles, CA "Jed & Co.," WCRB, Channel 3, NBC, Chattanooga, TN "News at Noon" (with Marcia King), ABC, Chattanooga "Our People - Our Town," KWHY-TV, Hollywood, CA "Good Day Sacramento" KMAX-TV, Sacramento, CA "Heart of the Nation," WIHS-TV, Los Angeles, Syndicated

"Action 7 News Live," KOAT-TV (ABC), Albuquerque "Good Morning Chattanooga," WTVC-TV

"News Channel 8 ," KCCI-TV, CBS, Des Moines, IA

"Good Day Wisconsin," WLUK-TV, FOX, Green Bay, WI
"9News at 6:00AM." KUSA-TV. NBC. Denver. CO

"Good Day Tampa Bay," WTVT-TV, FOX, Tampa, FL
"Evawitness News Midday, WRPE (NRC), Wilkes Barre

"Eyewitness News Midday, WBRE (NBC), Wilkes-Barre/Scranton, PA

"News 12 Morning," WPEC-TV, CBS, West Palm Beach "6 in the Morning," KOTV-TV, CBS, Tulsa, OK "Good Morning Virginia," WSET-TV, ABC, Roanoke, VA

"3 in the Morning," WEAR-TV, ABC, Mobile, AL

"KOAM News This Morning," KOAM-TV, CBS, Joplin "WAVE 3 News," WAVE-TV, NBC, Louisville, YN

"Good Day Dallas," KDFW, FOX, Dallas, TX

"28 Tampa Bay News at Noon," WFTS-TV, ABC, Tampa "WB Today," KWGN-TV, WB, Denver, CO

"The Sunrise Show," WHEC-TV 10, Rochester, NY "Book TV," Syndicated

"Bookmark with Maria Hall Brown," KOCE-TV (PBS),

"Healthy People, Healthy Workplace," PBS, Syndicated
"Holistic Health Journal" on the Wisdom Network
(nationally syndicated)

TCI Cablevision's "Evolving Ideas" (nationally syndicated)
"The Indiana Papers," WDAF-TV, Channel 4, Kansas City
"Success Stories," Group W Cable, Los Angeles, CA

"Expressions," KIEV-TV, Sacramento, CA
"Serious Money" with Barry Mitzner, KCTS-TV, Seattle
"Positive Alternatives," KCTV, Santa Barbara, CA

"There Is A Way," Palm Springs, CA (five times), nationally syndicated

"Success in the 80's," Group W Cable, Los Angeles, CA
"Success Stories," Group W Cable, Los Angeles, CA
"The Parent Hour," American Cablevision, San Diego

"The Parent Connection," Group W Cable, Los Angeles, CA

"Lovers," Warner Amex Cable TV, St. Louis, Channel 4

"Up With Spirit," Warner Cable, Los Angeles, CA
"Quest Four," Cable Television Network, Long Beach
"Around Arlington," Telecable of Arlington, TX
WOSU-TV, PBS, "Evolution & Education," Prospects
for Humanity Series, Columbus, OH

"Live and Learn," Channel 12, Los Angeles, CA QUBE Cable TV, "Qube Kids," St. Louis, MO

Telecable of Overland Park, KS
"Chicken Soup for the Classroom," SkyLink Television

Satellite Production, UCSB, Santa Barbara, CA (uplinked to over 20 educational facilities nationwide)

"Vision with Valli Aman," Public Access Cable TV, Hollywood, CA

"Channel 3 News with Debbie Davidson," KEYT-TV Santa Barbara

Channel 12 (CBS), Santa Barbara "Education On Line" with Bill Cirrone, Cox Cable, Santa

Barroara
"Chicagoland TV News", Chicago, IL
"Today In Dayton," WKES TV, Dayton, OH
"Northern Kentucky Magazine," TKR Cable, Covington

Alive & Wellness, Ft. Lee, NJ PIHRA, interview (Poloi Lin)

WBZ-TV, Boston, MA WTMJ-TV, Milwaukee, WI WSTM-TV. Syracuse, NY WTLV-TV. Jacksonville. FL. KARE-TV. Minneapolis, MN WFM.I-TV Cleveland OH KVIA-TV, El Paso, TX KVUE-TV. Austin, TX WRDW-TV. Augusta, GA ONN-TV. Columbus, OH WTXF-TV, Philadelphia, PA KVIA-TV, El Paso, TX WSMV-TV, Nashville, TN WPTZ-TV, Plattsburgh, NY KCJT-TV, Grand Junction, CO KCCI-TV, Des Moines, IA KMOL-TV, San Antonio, TX KESQ-TV, Palm Desert, CA KAKE-TV, Wichita, KS WMTV-TV, Madison, WI WJBF-TV, Augusta, GA KKTV-TV, Colorado Spgs, CO KJLA-TV, Los Angeles, CA WLOX-TV. Biloxi. MS KTVII-TV San Francisco CA WKYT-TV Lexington KY WDAY-TV, Fargo, ND WBBH-TV, Fort Myers, FL WBRC-TV, Birmingham, AL KVUE-TV, Austin, TX WI OX-TV Biloxi MI WAGA-TV. Atlanta, GA WYFF-TV, Greenville, SC WDAF-TV, Kansas City, MO

KOAA-TV, Colorado Spgs, CO WHFF-TV, Fox 31, Rochester, NY

WKJG, Ft. Wavne, IN

WXIN-TV, Indianapolis, IN

Jack Has Been a Guest on Over 600 Nationally Syndicated Radio Shows:

AM Chronicles (Carl Abrams & Adeline Stevens, Nationally Syndicated by Langer Broadcasting)

Business Radio Network, Colorado Springs, CO (Greg Lanning)

Business News Network, (Greg Davis, Nationally Syndicated) Colorado Springs, CO

Cable Radio Network, Cable Talk USA (Natinally syndicated into 24 million homes)

Carolyn Lewis Show, WGMD Radio, Lewes, DE

Catholic Family Radio (John Crudele), Nationally Syndicated

CBS Radio, Los Angeles, CA (Tom Snyder)

Daily Planet, Ontario, CA (Richard Sandoval)

Dan Gregory; Radio Interview, FL (40+ stations along Florida Coast)

David Essel Alive, National Syndication to 270 affiliates

Derry Brownfield Show, Jefferson City, MO, Nationally Syndicated

Interface Radio Network, Chicago, IL

International Community Radio, Taipai

Let's Talk Business, New York, syndicated in 50+ markets

Glenn Mitchell Show, NPR affiliate, Dallas,TX

Mike Murphy Radio Show, Kansas City, KS

New Frontier Radio & Interview, Philadelphia, PA

Paul Gonzalez Show, People's Radio Network, Tampa, FL (105 affiliates in 35 markets)

Phenom-News on the Air, Detroit, MI (Cindy Sall & Terri Mager)

Prescription for Health, Greenbay, WI, syndicated to 85 markets + 13 international short wave

Radio 2000 Network, Santa Cruz, CA (Syndicated)

Radio America (Nationally Syndicated) (Mel and Lance Richardson) "Probing America"

Radio Fit America (Nationally Syndicated), St. Louis, MO (Tracy Brennan)

Real Life, WXXI - 1370AM (Susan Hearth)

Rhett Palmer Live, (Nationally Syndicated)

Rick Dees Show, (Nationally Syndicated), Los Angeles

WCNC-TV. Charlotte, NC

WNCF-TV, Montgomery, AL