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WINNERS NEVER CHEAT

—Even in Difficult Times—

JON M. HUNTSMAN

Foreword by CNN's **Glenn Beck**

Winners Never Cheat Even In Difficult Times

Jon Huntsman



Winners Never Cheat Even In Difficult Times:

Winners Never Cheat Jon Huntsman, 2008-10-29 The nationwide bestseller fully updated for today's tough times and worldwide financial crises Everyone does it Everyone cheats Cuts corners Tells lies Maybe it was different once Not today If you want to succeed in this economic climate you simply have to make compromises Right Wrong You can succeed at the highest levels without sacrificing the principles that make life worth living The proof You're holding it Jon M Huntsman built a 12 billion company from scratch the old fashioned way with integrity There were short term costs and difficult decisions There were tough times Times just like today But ultimately leading with integrity wasn't just personally right for Huntsman it also proved to be the best business strategy In *Winners Never Cheat* Huntsman tells you how he did it and how you can too This book is about remembering why you work and why you were chosen to lead It's about finding the bravery to act on what you know is right no matter what you're up against It's about winning The right way Think about the kind of person you want to do business with Then be that person and use this book to get you there Author royalties from this book go to the Huntsman Cancer Foundation The way Jon conducts his business and lives his life will not only inspire you to be a better person citizen and entrepreneur it also will give you hope that the good guys don't finish last Glenn Beck Jon Huntsman is a different breed He believes business is a creative endeavor similar to a theater production wherein integrity must be the central character Larry King CNN Jon Huntsman's own life and personal values lend credence to his words He walks his ethical talk Neil Cavuto Fox News This book could put me out of business Nobody would be happier about it than me Wayne Reaud Trial Attorney

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The nationwide bestseller fully updated for today's tough times and worldwide financial crises Everyone does it Everyone cheats Cuts corners Tells lies Maybe it was different once Not today If you want to succeed in this economic climate you simply have to make compromises Right Wrong You can succeed at the highest levels without sacrificing the principles that make life worth living The proof You're holding it Jon M Huntsman built a 12 billion company from scratch the old fashioned way with integrity There were short term costs and difficult decisions There were tough times Times just like today But ultimately leading with integrity wasn't just personally right for Huntsman it also proved to be the best business strategy In *Winners Never Cheat* Huntsman tells you how he did it and how you can too This book is about remembering why you work and why you were chosen to lead It's about finding the bravery to act on what you know is right

no matter what you're up against. It's about winning the right way. Think about the kind of person you want to do business with. Then be that person and use this book to get you there. Winners Never Cheat Jon M. Huntsman, 2009. This book sets out to remind readers why they work and why they were chosen to lead. It's about finding the bravery to act on what they know is right and building teams with the same courage. Above all, it's about winning the right way. Winners Never Cheat Safr Jon M. Huntsman, 2008.

Sticking It Out in Tough Times (Collection) Doug Lennick, Fred Kiel Ph.D., Jon Huntsman, 2013-08-22. In *Moral Intelligence 2.0*, Lennick and Kiel extensively identify the moral components at the heart of the recent financial crisis and illuminate the monetary and human costs of failed moral leadership in global finance, business, and government. The authors begin by systematically defining the principles of moral intelligence and the behavioral competencies associated with them. Next, they demonstrate why sustainable optimal performance on both an individual and organizational level requires the development and application of superior moral and emotional competencies. Using many new examples and real case studies and new interviews with key business leaders, they identify connections between moral intelligence and higher levels of trust, engagement, retention, and innovation. Readers will find specific guidance on moral leadership in both large organizations and entrepreneurial ventures, as well as a new practical step-by-step plan for measuring and strengthening every component of moral intelligence, from integrity and responsibility to compassion and forgiveness.

In Jon Huntsman's *Winners Never Cheat Even in Difficult Times*, who's Jon Huntsman? Someone who started with practically nothing and made it to Forbes list of America's Top 100 richest people, a self-made multi-billionaire. This book presents the lessons of his lifetime in business, a life that has included the best of times and the worst. The first edition became an instant classic; now Huntsman has thoroughly updated it with new chapters on maintaining your principles in difficult times when dishonest sharks seem to be everywhere. This is no mere exhortation; it's as practical as a book can get. It's about how you listen to your moral compass even as others ignore theirs. It's about building teams with higher values, sharing success and taking responsibility, earning the rewards that only come with giving back. Huntsman built his career and fortune on these principles. You don't live them just to win; you live them because they're right. But in an age of cheating and scandal, Huntsman's life proves honesty is more than right; it's your biggest competitive differentiator. So consider what kind of person you want to do business with. Then be that person and use this book to get you there. All author royalties from this book go to the Huntsman Cancer Foundation.

Winners Play By the Rules Jon Huntsman, 2010-02-01. This is the eBook version of the printed book. This Element is an excerpt from *Winners Never Cheat Even in Difficult Times* ISBN 9780137009039 by Jon M. Huntsman. Available in print and digital formats. How to keep your moral compass pointed toward true North even when those around you are compromising their ethics. No one is raised in a moral vacuum. Every mentally balanced human recognizes basic right from wrong. Whether a person is brought up Christian, Jew, Buddhist, Muslim, Hindu, Unitarian, New Age, a freethinker, or an atheist, he or she is taught from toddler on that you shouldn't lie, steal, cheat, or be

deliberately rude and there are consequences for doing so Get Mad, Not Even Jon Huntsman, 2010-03-01 This is the eBook version of the printed book This Element is an excerpt from *Winners Never Cheat Even in Difficult Times* ISBN 9780137009039 by Jon M Huntsman Available in print and digital formats Move forward and put it behind you how to overcome the thirst for revenge before it destroys your future Many of us have been injured emotionally at one time or another in one way or another hurt by family friends business colleagues news media politicians whatever and the bitter urge to strike back becomes our first reaction There is a better more productive route Move on Put things behind you

Essential Lessons on Leadership (Collection) Jon Huntsman, James F. Parker, Doug Lennick, Fred Kiel, 2011-01-04 Understand the surprisingly robust links between morality and business success and learn how to improve both Learn how to succeed at the highest levels without sacrificing the principles that make life worth living discover why doing what's right is the surest way to optimize and sustain business value understand the powerful correlation between strong moral principles and business success successfully promote moral intelligence throughout your organization From world renowned leaders and experts including Jon M Huntsman James F Parker Doug Lennick and Fred Kiel Building Success with Business Ethics Helio Fred Garcia, Jon Huntsman, Ken Blanchard, Colleen Barrett, Doug Lennick, Fred Kiel Ph.D., 2012-07-19 A brand new collection of powerful insights into ethical and effective business leadership 4 pioneering books now in a convenient e format at a great price 4 remarkable eBooks help you lead more successfully by leading more ethically Honor ethics and compassion are central to effective leadership Now an extraordinary new eBook collection reveals why this is true and how you can lead more honorably and successfully in your own organization In *Winners Never Cheat Even in Difficult Times* New and Expanded Edition Jon M Huntsman shows how to succeed at the top without sacrificing the principles that make life worth living Huntsman personally built a 12 billion company from scratch the old fashioned way with integrity Now he tells you how he did it and how you can too Along the way he offers a powerful reminder of why you work and why you were chosen to lead Next in *Lead with LUV A Different Way to Create Real Success* the legendary Ken Blanchard The One Minute Manager and former Southwest Airlines CEO Colleen Barrett help you achieve amazing results by leading with love They explain what love really means in the organizational context why leading with love is not soft management how to handle inappropriate behavior how to make servant leadership work and how to sustain leadership with love In *Moral Intelligence 2.0 Enhancing Business Performance and Leadership Success in Turbulent Times* Doug Lennick and Fred Kiel show why sustainable optimal business performance requires superior moral and emotional competencies Using new case studies they identify connections between moral intelligence and higher levels of trust engagement retention and innovation They deliver specific guidance on moral leadership in both large organizations and entrepreneurial ventures plus a new step by step plan for measuring and strengthening organizational integrity responsibility compassion and forgiveness Finally in *The Power of Communication* Helio Fred Garcia focuses on the most indispensable leadership discipline honorable and effective

communication Building on the U S Marine Corps classic publication Warfighting Garcia how to apply the Corps proven leadership and strategy doctrine in all forms of public communication and achieve truly extraordinary results You ll learn indispensable lessons from leaders communicating effectively and from the catastrophic mistakes of business and political leaders who got it wrong If you need to earn and win hearts and minds you need this book now From world renowned business leaders executive coaches and consultants Helio Fred Garcia Ken Blanchard Colleen Barrett Jon M Huntsman Doug Lennick and Fred Kiel

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