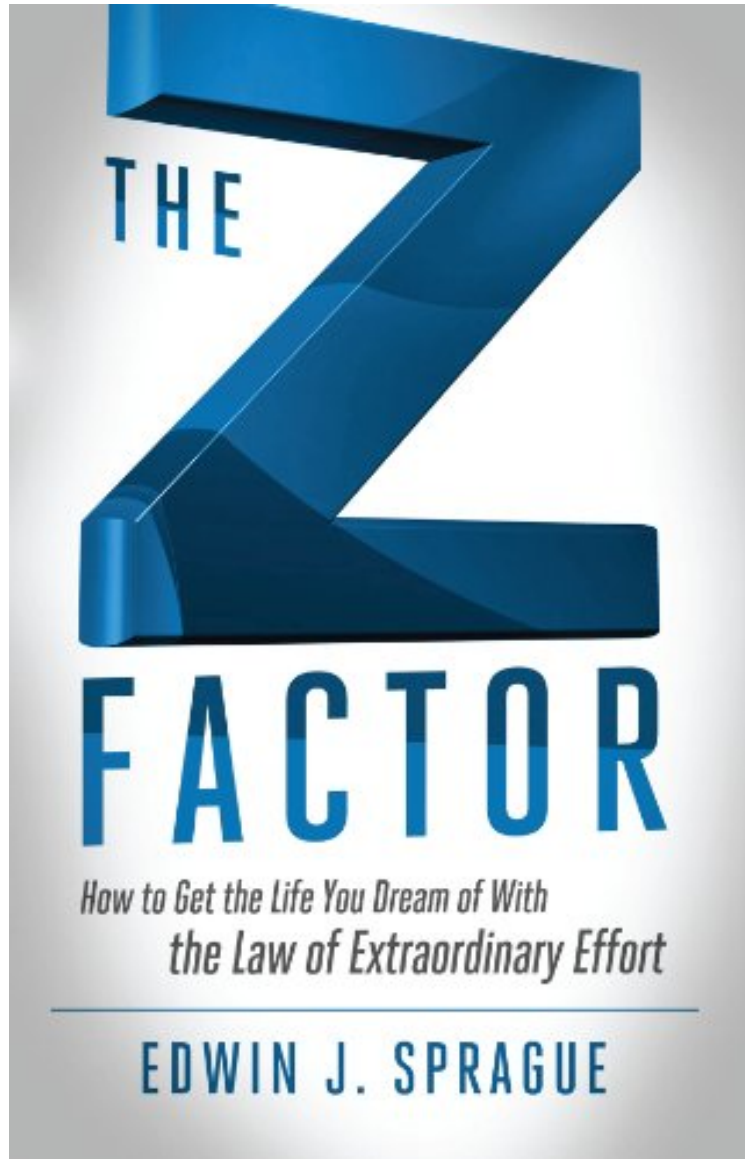


## The Z Factor

*Edwin J. Sprague*

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**Edwin J. Sprague : The Z Factor** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Z Factor:

0 of 1 people found the following review helpful. It's Like Two Great Books in OneBy K. M. QUINNBefore getting into the review I'd like to say that I've been a long time reader and listener of self-help, motivational and self-improvement books and audio material. I've read and listened to them all from Zig Ziglar, Stephen Covey, Dale Carnegie, Jack Canfield, Brian Tracy, Tony Robbins, Napoleon Hill and many others. I'm a long-time subscriber to

Success Magazine and have listened to hundreds of hours on tape, CD, MP3 and podcasts. I would absolutely consider Ed Sprague's book in the class of those giants of motivational literature. What's different, however, is that Ed Sprague delivers the material in a novel way and provides guidance, insight and approaches that aren't trite or insipid. Sprague essentially provides in the Z Factor two books. The first book is a biography of an everyday guy who grew up with some challenging circumstances and by sheer tenacity, stick-to-it-tiveness, focus and endless hard work, achieved many of the dreams he had as a youth. The biography plays out with humor and life lessons that Sprague picked up along the way and delivers a candid unabashed view of not only his accomplishments but his setbacks and challenges as well. The second book is a self-help book that helps instill in readers the value of their dreams and provides no-nonsense, practical advice that Sprague suggests to keep you motivated and moving toward your goals. Some of my favorite motivators are, "Knock it off, deal with it", "Now What?", "Jump In" and "Tactical Ignorance" just to name a few. In addition to these high level motivational philosophies, Sprague also provides tactical, executable steps for critical things applicable to everyone. The most broad-appealing and relevant lesson, especially in today's economy, is how to advance your career and get promoted in your organization. There's also a great section for aspiring inventors with insight and wisdom from someone who has "been there and done that". Sprague is able to merge these two books together into a beautifully woven story that teaches and motivates readers by using a pragmatic, systematic and proactive approach to achieving any goal or dream and does so while providing entertaining and highly humorous stories. I highly recommend this book if you're looking for something to light a fire under you and help take your life to the next level. 0 of 1 people found the following review helpful. Time to Get Ballzee! By E. J. Lain Believe it or not, NOW really is the best time to get out there and play. Read this book and you'll find that you already possess the quality you need to succeed - the Z Factor. Mr. Sprague offers up humorous anecdotes, hard-learned lessons, rookie mistakes and Yoda-like wisdom gained over the course (and, in some cases, ON the course) of his unique journey to achieving his dreams. Not really a self-help or "how to", Sprague describes his book as a sort of "ordinary man ride-along." An apt description because this really is a fun book for ANYONE looking to turn their dreams into a reality. The chapters are all amusingly titled and easy to read. You won't be able to stop once you start. As Mr. Sprague says, the American dream is still the best deal on earth. Not always easy, rarely happening overnight and NEVER guaranteed. It's all about focusing on your dream(s), making the effort, doing your homework and taking the shot. After all, you can't win the lottery unless you play. Your invention will not see the light of day if you don't start tinkering. Your great American novel will not start out well unless you pick up a pen and paper or fire up the computer. This book is a great place to start for anyone willing to put in the effort to get the life they dream of. Highly recommend that you pick up this book and harness the power of Z. Time to Get Ballzee! 0 of 0 people found the following review helpful. Inspiring By Bernadette Glynn A great story about overcoming personal challenges that will inspire others to follow their dreams by applying essential elements to their everyday lives.

"When I grow up I wanna be a musician, an NFL quarterback, a CEO, a...." How's that childhood dream working out? Most of us learn to discard our "outlandish" childhood dreams as we mature. It's part of growing up, right? Not for Edwin Sprague, who is committed to fulfilling all of his dreams--including playing for the New York Jets, making a fortune, and publishing a book--this book. Unlike the abstractions of the Law of Attraction, The Z Factor is anything but elusive or indescribable. "Z" is the extraordinary effort ordinary people can generate that produces quantitative results, dream-fulfilling results. Is it time to finally be what you dreamt you'd be when you grew up? If so, it's time to harness the absolute power of Z. No affirmations here--just humorous, motivating, and gritty stories about: Applying Tactical Ignorance and why you should be careful about what you learn. Putting your ideas out on the table and introducing them to life's realities. Ten tactics that create a Perpetual Promotion Machine. Landing a whale (QVC), Feeding the Tuna Mayo, N.Y. Jets Meat, Professor Backwards, It Ain't Easy Being Seven at My Age... and much more!

About the Author Committed to living all of his dreams, Edwin J. Sprague once accepted a \$20,000 trial job offer and, in less than five years, became the corporation's president, managing high-profile, celebrity-endorsed product distribution for direct merchandising titans QVC and American Telecast Corporation. Taking one of those little ideas we all get but don't know what to do with, he became an award-winning inventor, selling nearly 2 million units around the globe. He also signed an NFL free-agent player's contract with the New York Jets and fulfilled his dream to become a published author. Married with two sons, he resides in the suburbs of Philadelphia. For more information, go to [Getballzee.com](http://Getballzee.com).