

# A Better Life? It's Your Choice

*Book Review of "Get Happy, Get Healthy, Be Wealthy — It's your choice" by Michael Framberger HHW Press \$16.95*

*Reviewed by: Lyle Gary*

Self-help, sell more, self-improvement, twelve steps to...whatever. The production of books and publications that will make you a better you never seems to end. Perhaps it's a sign that we're constantly seeking the unattainable goal of perfection in our lives. Perhaps it's an omen that we'll never reach the lofty satisfaction of having achieved all we have set out to accomplish. More likely, it is proof that we have the time and resources to pursue the consideration rather than the attainment of these objectives. Financial advisors and insurance professionals have been voracious consumers of this material because we are always striving to improve our lives and the lives of those with whom we associate.

In our quest to maintain profitable relationships, expand our business and bring financial and emotional security to the masses, sometimes we may lose track of what has brought us to this profession and how we are able to continue providing our valuable services. "Get Happy..." is unusual in the self-help genre in its practical assessment of the components necessary to bring insurance professionals complete satisfaction. Framberger's book provides lessons in daily living that take us from recognizing the futility of reaching for the unattainable to maximizing our personal assets, whether financial or emotional. Between these ends, he lays out a program that takes us from

healthy diets through exercise programs and concludes with planning our respective visions for the future. Finally, this is a book that truly is able to state in simple, actionable terms all the components of growing our personal and professional lives.

Since we are already considered financial experts, the chapter on Wealth may not be as significant to us as those on Living Longer or Time Management. These chapters not only offer new insights in how to improve ourselves, but are full of tips on where to find software, brochures, books and Web sites, all relevant to the subjects being discussed. I especially appreciate the chapter on exercise because Framberger is able to lay out an achievable plan that will take me from setting my exercise goals to scheduling my exercise time and then measuring my personal results. Plain language — easily applied — even a desk jockey can appreciate this.

This is a book that offers something to every professional, whether in our domain or not. Even better, it's a book that we can provide to our clients and prospects as a real added-value service. As your clients read and apply the lessons contained here, they become happier, healthier and wealthier — a result that works for all of us.

*Michael Framberger, president of Michael G. Framberger Seminars, Inc., is the author and creator of the "Get Happy, Get Healthy, Be Wealthy" system, which comprises this book, live seminars, an interactive Web site, e-zine, and national newspaper column. See [www.gethappy-gethealthy-bewealthy.com](http://www.gethappy-gethealthy-bewealthy.com) for details.*

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