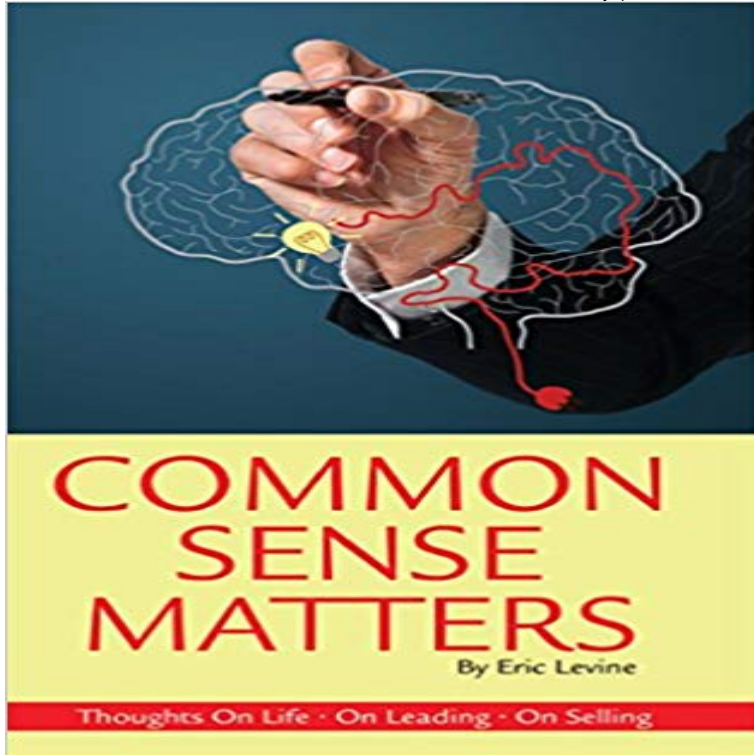


# Common Sense Matters: Thoughts On Life, On Leading, On Selling



This is an easy to digest, pragmatic, and inspirational book for anyone who may want to live the life they've always dreamed of. The chapters are succinct and to the point-the average Chapter being one or two pages. The book is filled with numerous experiences lived by the author, as well as historic events by Heads of States, world famous sports figures, and luminaries from all walks of life. The theme that runs throughout the book is that for a person to reach their full potential in life, a good education is not sufficient-but also requires a good dose of Common Sense. A mixture of these two attributes is essential for one to reach their full potential. The author explores Life as we all deal with it 24/7, good bad or indifferent. Life is there when we wake in the morning and when we go to sleep at night. It is how we handle each moment in time. In the Chapters on Leadership, Levine offers insight into leadership qualities (as he has filled that role on numerous continents with great success), as well as how people who follow leaders can maximize their own potential. Levine gives a plethora of examples in his book, Common Sense Matters, on both success stories and some that did not work out as well as expected, and the reasons why. The final section of Common Sense Matters, covers the profession of Selling. In some way or another everyone is involved in selling-even if it is selling your partner the idea to eat Mexican tonight instead of Italian. Levine believes considering 1 in 8 (13%) people in the work force are in the selling industry it is certainly an important part of everyday life.

In authoring this book, Levine had the ability to let the reader feel like they are having a cozy chat about a myriad of subjects, with a professional that has lived his subject matter, whether it is about having dinner with Mohammed Ali, selling a \$108 million dollar deal by asking only two questions, or by helping people to look

at themselves with kind eyes. Common Sense Matters is a great read on Life, Leadership, and Selling for both the young and the experienced person. As Brent Kessel (author of *Its Not About the Money*, and CEO of Abacus Wealth Partners) said, There are so many gems in this book-follow them, and you could make millions, or even better, simply be happier and more fulfilled in your career and life.

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