



The Hardball Handbook: How to Win at Life

Chris Matthews

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With his more than forty years' experience observing people and politicians in our nation's capital—ten of those years on *Hardball*, five nights a week—Chris Matthews has learned from the pros what it takes to be a success. Now Matthews shows us what we can learn from the world's most accomplished people and, more important, how we can emulate their best habits to improve our own lives.

In **The Hardball Handbook**, Chris Matthews focuses on four areas—friendship, rivalry, reputation, and success—and shows how we can cull the best traits of others and use them ourselves. Matthews takes us on a raucous road trip through political history and points out the best—and worst—behaviors of some of its most notable characters. Written in the assertive, good-natured style that is Matthews's trademark, each chapter has something to teach us. Here are a few truths from **The Hardball Handbook**:

- People would rather be listened to than listen.
- People don't mind being used; what they mind is being discarded.
- People are more loyal to the people they've helped than the people they've helped are loyal to them.
- Not everyone's going to like you.
- No matter what anybody says, nobody wants a level playing field.

Once you understand these and other universal truths—and how to make them work for you—you'll be ready to win at life.

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Lisa Shumaker:

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