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Mark Sanborn recounts the true story of Fred, the mail carrier who passionately loves his job and who genuinely cares about the people he serves.

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112 pages. 3 Reviews. Mark Sanborn met his postman, Fred, just after he moved to Denver. Fred knocked on his door, introduced himself and welcomed him to the neighbourhood.

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speaker Mark Sanborn
recounts the true story of
Fred, the mail carrier who
passionately loves his job
and who genuinely cares
about the people he serves.
Because of that, he is
constantly going the extra

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mile handling the mail – and
sometimes watching over the
houses – of the people on
his route, treating everyone
he meets as a friend.

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"The Fred Factor" is a powerful, poignant parable of success. It's about going the extra mile and always doing more than is expected. It is revolutionary, yet simple. It is life changing." --Brian Tracy,

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In his powerful book *The Fred Factor*, motivational speaker Mark Sanborn recounts the true story of Fred, the mail carrier who passionately loves his job and who genuinely cares about the people he serves.

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Because of that, he is constantly going the extra mile while handling the mail, and sometimes watching over the houses, of the people on his route, treating everyone he meets as a friend.

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We've all encountered people like Fred in our lives - the people whom we interact with that leave us in awe of their work and the experience we just had with them. In The Fred Factor, bestselling author Mark

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Sanborn relates the four principles of injecting passion into our work and life through the story of Fred, his Denver postman, and others like him.

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The Fred Factor by Mark Sanborn is about creating passion in your life and how that can make your life extraordinary. The book begins by explaining what the “Fred Factor” is and who

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it was named after. It then gives some guidelines on how to become a Fred by following a certain way of thinking.

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Mark Sanborn is an author, professional speaker, and entrepreneur. He is best known for his book *The Fred Factor: How Passion In Your Work and Life Can Turn the Ordinary into the Extraordinary*. The book,

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inspired by postman Fred
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fred knocked on his door
introduced himself and
welcomed him to the
neighbourhood he also asked
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