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You Can't Get Pinned When You're on Top

Wrestling with Greatness Podcast

Action Plan Episode #28

with Tom Koulopoulos

Ralph Cindrich rose from economically-challenged Avella, Pennsylvania, to become an All-American football player and wrestler at the University of Pittsburgh, a four-year NFL linebacker, and a nationally recognized sports lawyer and agent. He recently published a book, "NFL Brawler."

On negotiation:

"You don't have to like it but you do need to know more than anything the product. Information, that's what's most important. Like in wrestling, you don't have to have five takedowns. You only need to be good at a couple of things."

- Be firm.
- Know what your price is.
- Have some reasonableness.

On success habits:

"Every night, write down what you need to get done the next day. Sit down and set goals. Make them high! Sometimes you'll fall miserably short. Sometimes you'll fall somewhere in-between where you might have never gotten but for shooting high."

Recommended book:

Think and Grow Rich *by Napoleon Hill*

Website: <http://www.Cindrich.com>

Twitter: <https://twitter.com/RalphCindrich>

Book *The NFL Brawler*

<http://www.amazon.com/NFL-Brawler-Player-Turned-Agents-Trenches-National/dp/1493005235>