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Act Decisively

Own Path To Think Differently

And Succeed

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Could you be the Branson of  
business, the Clarkson of

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cars or the Schwarzenegger  
of bodybuilding? Could you  
stand out as the great and  
lasting leader of your  
industry? In this book,  
Douglas Kruger takes us on a  
tour of different worlds and

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industries, unpacking the  
answer to a single question:  
What makes some people  
leaders in their field? Is it  
their disproportionate level  
of knowledge? Their  
charisma? Their marketing

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abilities? Is it the way they  
portray their own identities  
as ideals to be emulated by  
tribes of believers, or is it the  
way they have moved a  
body of knowledge forward?  
Most importantly, is it

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possible for us to emulate  
their success? The answer is  
a resounding 'Yes!' In What  
Makes Them Great?,  
Kruger's 50 practical, easy-to-  
follow suggestions spell out  
exactly what it would take

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for you to become so  
formidable within your own  
industry that your  
competitors struggle to keep  
up. Because, when you are  
the industry leader, the  
undisputed expert, the entire

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dynamic changes: the media  
and the deals come to you;  
your level of earning is  
exponentially higher; you  
enjoy privileged access and  
extraordinary leeway; you  
arrive to find the door



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already open. Find out what  
it would take for you to  
become the Branson of  
business, the Clarkson of  
cars, the Oprah of talk-show  
television, and reap the  
financial and personal

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name in your industry.

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Structuring, Learn how to

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Pitch and Structure Your  
Deal with Strong Terms while  
maintaining Control, How to  
Prepare Your Complete Due  
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Accredited Investors, Learn  
Where to Find More Help if  
You Need it

HIS NEW WESTERN HOME  
Lila Jenkins's Montana  
ranching town roots run  
deep. So why does the

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widowed B and B owner feel  
so connected to her latest  
boarder? Seth Maxwell might  
know his way around horses,  
but he's a wanderer, not a  
rancher. Lila's son thinks  
Seth's the hero he's been

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waiting for. And—heaven  
help her—so does Lila. Seth  
loves hunting for rare gems  
in remote areas, but maybe  
it's time to make a change.  
The footloose adventurer is  
tempted by rumors of

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sapphires in a nearby mine,  
but it's Lila and her boy who  
make Snowy Owl Crossing  
and the idea of a ranch to  
share feel like home...  
Underwood, a former high-  
level executive with



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chronicles the remarkable  
transformation of a company  
that grew from a small  
leasing operation to the  
largest and most profitable  
car rental company in the

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***THE ART OF FALLING IN  
LOVE RUST CREEK***

***RAMBLINGS Fellow***

***Ramblers, have you heard  
that Jonah Dalton is back***

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***in town? The sexy, citified  
architect hasn't been  
seen round these parts  
since...well, we won't get  
into all that. Let's just say  
love has not been kind to  
our Jonah. But our***

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***sources whisper he's  
recently been painting  
the town red with spirited  
artist Vanessa Brent.  
She's been methodically  
working her way through  
her bucket list—and***

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***taking Jonah along for  
the ride. You'd never  
guess that Vanessa's lust  
for life is masking her  
own heartbreaking secret.  
Can our hardworking  
maverick be the one to***



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***finally make her whole?  
Readers, we will let you  
draw your own  
conclusions—but we think  
this romance is a  
masterpiece in the  
making!***

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***Everything you need to  
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veteran consultant or new  
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***in America" by the New  
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Whether you're just  
starting out or looking for***



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you an unparalleled  
toolset to build a thriving  
consultancy.*

*Alan Weiss used to give*

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to follow him up the steps***

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Through stories,  
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market for public  
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to choose a topic that  
people will pay to hear;**

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pay you to speak; deal  
with a crowd that knows  
more than you do; turn  
your expertise as a  
trainer, workshop leader,  
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career (and why you don't  
necessarily need any  
special credentials); craft  
a winning speech;  
multiply your earnings  
through passive sales;***

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bottom; overcome your  
natural fear of public  
speaking (or: Why dying  
is only the second  
greatest fear); develop  
and enjoy star status as a***

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***speaker! Packed with  
boxed tips, checklists,  
lists of resources, and  
plenty of helpful  
examples, this book is  
your entree into the  
lucrative world of***



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Shark Tank show on ABC.  
The Million Dollar, Real-  
World Education on How  
to Run a Successful,  
Profitable Business in**

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Partner Channels  
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Finding true love: priceless  
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**People say that the odds of finding your perfect partner are rather like the odds of hitting the lottery: slim to none. It's hard to believe, faithful readers, but Nate Crawford may just have**

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**accomplished both. We have  
the scoop on Rust Creek Falls'  
best-kept secret: our former  
mayoral candidate is now a  
very wealthy man! Yet he is  
going out of his way to make  
sure no one finds out. The**

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**question is, why? Insiders  
whisper that Nate is also  
keeping another secret from  
his new girlfriend, nurse Callie  
Kennedy—a big one—and it  
could be a game changer.  
Place your bets, dear readers!**

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**dropping quotes, and rigorous  
research into the business  
deals, political antics, curious  
relationships, and complex  
background of the forty-fifth  
US president. Granted  
unprecedented access,**

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**Timothy L. O'Brien traveled  
across the country and up and  
down the East Coast with  
Trump on his private jet,  
wheeled around Palm Beach  
with him in his Ferrari, and  
spent hours interviewing him**

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**in his home, in his office, and  
on the golf course. He met  
with the entrepreneur's  
closest friends and most  
aggressive rivals, while  
compiling a treasure trove of  
Trumpisms from the Donald**

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**himself: Trump on the public's  
enduring fascination with  
Trump: "There is something  
crazy, hot, a phenomenon out  
there about me, but I'm not  
sure I can define it and I'm not  
sure I want to." Trump on**

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**naysayers: “You can go ahead  
and speak to guys who have  
four-hundred-pound wives at  
home who are jealous of me,  
but the guys who really know  
me know I’m a great builder.”**

**Trump on the art of self-**

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**promotion: “You might as well  
tell people how great you are,  
because no one else is going  
to.” Ultimately, when O’Brien’s  
research revealed that  
Trump’s business record and  
annual spot on the Forbes 400**

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**list of richest Americans might  
be more fantasy than reality,  
he—like so many others who  
have dared to tangle with the  
former host of The  
Apprentice—found himself in  
a courtroom. In a new**

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**introduction, O'Brien reflects  
on the recent wave of  
TrumpMania and updates  
readers on what it's like to  
depose one of the world's  
most litigious  
businessmen—and win.**



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through independent channel  
partners in the software  
industry. **When Microsoft**

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**acquired Navision in 2002  
there is no doubt that the  
price they paid was heavily  
influenced by the value of our  
channel partner eco-system. I  
can think of no one better  
suited than Hans Peter to**

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**write a book with the title  
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Co-founder and CEO of  
Navision Predictable growth  
and market leadership  
through independent channel**

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**partners are on every software  
industry CEO and sales  
executives' mind. However, it  
is rarely achieved. With  
"Building Successful Partner  
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provides a great tactical**

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Norway Hans Peter Bech has  
been at the forefront  
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in the software industry for**

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his track record is impressive.  
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industry. Yusuf Soner, School**

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Channels provides a powerful,  
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**so as to optimize sales and  
marketing activities. The book  
helps senior sales and  
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understand how to work in  
concert to achieve global  
market leadership through the**



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**indirect-channel approach.**  
**Toke Kruse, Founder and CEO**  
**at Billy, San Francisco, USA**  
**Million-Dollar Maverick -**  
**Christine Rimmer** People say  
that the odds of finding your  
perfect partner are rather like

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**the odds of hitting the lottery:  
slim to none. But Nate  
Crawford may just have  
accomplished both. We have  
the scoop on Rust Creek Falls'  
best-kept secret: our former  
mayoral candidate is now a**

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going out of his way to make  
sure no one finds out. Nate is  
also keeping another secret  
from his new girlfriend, nurse  
Callie Kennedy - a big one!  
What will she do when she**

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boyfriend is really a maverick  
millionaire? A Doctor For  
Keeps - Lynne Marshal  
Desdemona Rask is finally  
getting a chance to learn  
about her roots in the town of**

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to her welcome home than she  
expected! Her grandmother's  
next-door-neighbour looks  
like a Viking warrior, and he's  
giving Desi all sorts of  
unwelcome feelings... Caring**

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dad Dr Kent Larson's first  
priority. But the boy's  
stunning new piano teacher  
makes him take a second look  
at his to -do list. Still, he's lost  
at love before - how could he**

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**risk another heart-battering?**  
Did the doctor dare to go all  
in?

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Stop Managing Stress and**

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published. It can enable you to make  
friends quickly and easily, help you  
to win people to your way of

**thinking, increase your influence,  
your prestige, your ability to get  
things done, as well as enable you to  
win new clients, new  
customers. Twelve Things  
This Book Will Do For You:  
Get you out of a mental rut, give you**

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make friends quickly and  
easily. Increase your  
popularity. Help you to win  
people to your way of  
thinking. Increase your**

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you to win new clients, new  
customers. Increase your  
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executive. Help you to**

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enthusiasm among your  
associates. Dale Carnegie  
(1888-1955) was an American writer  
and lecturer and the developer of  
famous courses in self-improvement,  
salesmanship, corporate training,**

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for competing and winning in this  
ultracompetitive field. You'll find  
step-by-step advice on how to raise



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**Mager Associates, and member of the Training & Development Hall of Fame “Blast out of the per diem trap and into value billing.” Jim Kennedy, founder, publisher, and editor, Consultants News “The advice on developing price structure**

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author's goal for you — is to  
understand the baseless  
underpinnings of almost all our  
fears. You read that correctly --**

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**almost all our fears -- and therefore  
to discard them. The author has  
expertly coached leaders and  
managers in the discovery of,  
examination of, elimination of, and  
sustained freedom from fears. We  
all know people who are charming**

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**and articulate, but flounder on a stage addressing colleagues; musicians who master intricate scores but can't play the basics when asked to solo; athletes who "choke"; business people who are strong until it comes time to ask for the business;**

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**people who consistently feel like  
"imposters." We are far better at  
dealing with external, tangible fears  
than our own imagined ones. We  
purchase insurance, watch the safety  
demonstrations, know how to use the  
Heimlich Maneuver. But those are**



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**responses to rare and often never-  
occurring emergencies. Our mythical  
and monstrous fears are daily dark  
clouds, masking our talents no less  
than depression or guilt. It's time to  
realize there is no monster under the  
bed, never has been, and never will**

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**be without having to check nightly  
and without needing a weapon on the  
night table. Picture yourself freed of  
restraints that you could never  
properly articulate and were loath to  
discuss, but which you carried on  
your shoulders constantly, a dead**

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**weight, nonetheless. Essentially, this book is for entrepreneurs, business owners, and those who seek a better position for themselves and their talents, but who procrastinate, delay, and hang back. It's about isolating and overcoming the internal fears**

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**that we generate every day like a  
geyser, triggered by time, events, or  
shifts in the environment. We are  
our own worst enemies and we  
ignore the practical remedies to  
escape fear because we use our  
energies instead on blaming**

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implementing, and  
maintaining close  
relationships within their  
own company (employees,  
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and marketing, operations,  
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and supply chain) as well  
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out outside (suppliers,  
customers, and the  
community). By avoiding  
overreliance on cost  
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picture and building on  
each partner's strengths,  
making breakthrough  
results possible for all  
stakeholders in the  
relationship. 1 + 1 = 100



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dependent on only two  
things: value provided in  
the perception of the  
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ethically. Many  
consultants, however, fail  
to understand that  
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they must translate the  
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*into long-term gains for  
the client in the client's  
perception. Still others  
fail to have the courage  
and the belief system that  
support the high value  
delivered to clients,*

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*thereby reducing fees to a  
level commensurate with  
the consultant's own low  
self-esteem. Ultimately,  
says Weiss, consultants,  
not clients, are the main  
cause of low consulting*

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fees.

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island with the one who  
got away... Fame, fortune  
and a sexy-as-hell swagger  
make famous hockey player  
Mac McCaskill nearly

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*irresistible to Rory Kydd.  
They shared a searing-hot  
almost kiss years before.  
But now that she's been  
contracted as his physical  
therapist, she's  
determined to keep things*

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*professional. She keeps  
her hands to herself—until  
she and Mac are isolated  
on his private tropical  
retreat during a raging  
storm... Mac never forgot  
how Rory made his blood*

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*burn. He wants the kiss  
they never had...and much  
more. But once the storm  
ends, so does the fantasy.  
Will the connection they  
found in paradise survive  
the real world?*

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*When it comes to how to  
succeed as an  
entrepreneur, we are  
besotted with advice.  
According to bestselling  
author Alan Weiss, success  
is a combination of*



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*opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In Million Dollar*

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