

The Go Giver Influencer A Little Story About A Most Persuasive Idea

Please note that IT'S NOT ABOUT YOU has been revised and republished with a new title, THE GO-GIVER LEADER (ISBN: 9780399562945). We encourage you to search for THE GO-GIVER LEADER instead of the old edition.

Your journey to success starts here Why Winners Win identifies the crucial elements of business success and provides step-by-step guidance on getting there. Author Gary Pittard shows you why consistent results are the key contributing factor to lasting success, and helps you identify your personal barriers. Whether you lack the ability to set goals or a plan, motivation or focus, this book will show you how to adjust your course and direct you to the top. Based on the Success Journey model, the discussion focuses on attitude, knowledge, skill and competent action to give you a solid framework to boost your potential and achieve prosperity. You'll learn the essential qualities of a winner, and how to demonstrate these qualities every day in every interaction. Case studies demonstrating success and failure provide you with clear examples of the framework in action and illustrate the cause-and-effect relationship behind everyday choices. Believe it or not, failing at something is a great way to become successful. Experience teaches a lesson no advice could impart, and not being at the top just means there's more room to grow. This book equips you with a solid success plan, the skills you need to execute it and expert insight into your own unique path. Identify and overcome your personal barriers to achieve success Build and amplify winning qualities that that will keep you on course Learn a simple four-step model for achieving consistent results Discover the single most important difference between winners and losers The goal is prosperity – whatever that may mean to you – and attaining a level of freedom and security that allows you to give back and be generous with your money, time and knowledge. Success is a journey, but Why Winners Win provides the roadmap you need to start the journey today.

Kaufman takes you on a journey into the new world of service. Learn how the world's leading companies have changed the game, and how you can successfully follow this path to an uplifting service transformation.

An aircraft carrier adrift with a crew the size of a small town. A killer in their midst. And the disgraced Navy SEAL who must track him down . . . The high-octane debut thriller from New York Times bestselling writing team Webb & Mann—combat-decorated Navy SEAL Brandon Webb and award-winning author John David Mann. A BARRY AWARD NOMINEE • “Sensorially good—an instant classic, maybe an instant legend.”—Lee Child The moment Navy SEAL sniper Finn sets foot on the USS Abraham Lincoln to hitch a ride home from the Persian Gulf, it's clear something is deeply wrong. Leadership is weak. Morale is low. And when crew members start disappearing one by one, what at first seems like a random string of suicides soon reveals something far more sinister: There's a serial killer on board. Suspicion falls on Finn, the newcomer to the ship. After all, he's being sent home in disgrace, recalled from the field under the dark cloud of a mission gone horribly wrong. He's also a lone wolf, haunted by gaps in his memory and the elusive sense that something he missed may have contributed to civilian deaths on his last assignment. Finding the killer offers a chance at redemption . . . if he can stay alive long enough to prove it isn't him. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY PUBLISHERS WEEKLY

The Go-Giver Influencer

Escape the Complexity Trap and Get to Work That Matters

A Little Story About What Matters Most in Business (Go-Giver, Book 2)

Master the Art of Ultimate Influence

Love Is the Killer App

Summary of Bob Burg & John David Mann's The Go-Giver Influencer

Go-Givers Sell More

How to Unlock the Power of Influencer Marketing

What do you do at work when a hundred crises seem to be happening at the same time? Do you pick just one priority or try to put out every fire? How can you stay composed, figure out what really matters, and act decisively? When former U.S. Navy SEAL sniper Brandon Webb transitioned to civilian life, he struggled to get his first startup business off the ground. He raised millions for his new venture, only to lose it all as problems spiraled out of his control. In the wake of that failure, Webb realized that successful entrepreneurs need a skill he had already mastered: total focus. SEAL snipers define it as the ability to filter out noise and chaos so you can make life-or-death decisions under the extreme conditions of combat. If he could maintain total focus while staring through crosshairs at a man who might (or might not) be an Al Qaeda terrorist, surely he could do the same in the business world. So Webb started over, applying total focus to a new startup, a media company called Hurricane Group. His approach was so effective that in just five years, Hurricane grew to have a staff of over fifty, an audience in the tens of millions, and a valuation of more than \$100 million. In this book, Webb teaches us to make better decisions under extreme pressure by emulating the habits of his fellow warriors, as well as other skills he learned on the job and from great friends and business leaders like Solomon Choi of 16 Handles, Matt Meeker of BarkBox, and Betsy Morgan of the Huffington Post and TheBlaze. For instance, you'll discover: · The difference between total focus and tunnel vision is developing total situational awareness: the ability to spot opportunities and threats without getting distracted from your goal. · You can overcome indecisiveness and hesitancy by accepting violence of action: a decision to move forward with an imperfect plan, knowing that even the best-laid plans go wrong. · Entrepreneurs must learn to embrace the suck, refusing to quit when the going gets brutal, and recognizing that unexpected challenges may reveal your best shot at success. By following the tactics and wisdom of a generation of legendary snipers and business leaders, you'll find the clarity of mind you need to accomplish your own mission—whatever it takes.

*Are you wondering what the next killer app will be? Do you want to know how you can maintain and add to your value during these rapidly changing times? Are you wondering how the word love can even be used in the context of business? Instead of wondering, read this book and find out how to become a lovecat—a nice, smart person who succeeds in business and in life. How do you become a lovecat? By sharing your intangibles. By that I mean: Your knowledge: everything that comes from all the books that I'll encourage you to devour. Your network: the collection of friends and contacts you now have, which I'll teach you how to grow and nurture. Your compassion: that human warmth you already possess—in these pages I'll convince you that you can show it freely at the office. What happens when you do all this? * You become a rich source of information to all around you. * You are seen as a person with valuable insight. * You are perceived as generous to a fault, producing surprise and delight. * You double your business intelligence in one year. * You triple your network of personal relationships in two years. * You quadruple the number of colleagues in your life who love you like family. In short, you become one of those amazing, outstanding people to whom everyone turns, who leads rather than follows, who never runs out of ideas, contacts, or friendship. Here's the real scoop: Nice guys don't finish last. They rule!*

The Go-Giver Influencer A Little Story About a Most Persuasive Idea (Go-Giver, Book 3) Penguin

A new edition with expanded content is available now, “The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea” An engaging book that brings new relevance to the old proverb “Give and you shall receive” The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. And so one day, desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman. Over the next week, Pindar introduces Joe to a series of “go-givers:” a restaurateur, a CEO, a financial adviser, a real estate broker, and the “Connector,” who brought them all together. Pindar’s friends share with Joe the Five Laws of Stratospheric Success and teach him how to open himself up to the power of giving. Joe learns that changing his focus from getting to giving—putting others’ interests first and continually adding value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a heartwarming and inspiring tale that brings new relevance to the old proverb “Give and you shall receive.” From the Hardcover edition.

What the Heck Is EOS?

The Go-Giver Leader

What it Takes to be Successful in Business and Life

Endless Referrals

A Step-By-Step Action Plan for Succeeding in Business with a Partner, 2nd Edition

FRICION—The Untapped Force That Can Be Your Most Powerful Advantage

A Fortune to Share

A Thriller

“To say love is what makes a marriage work is like saying it takes oxygen to climb a mountain. Yes, oxygen is necessary. But not sufficient.” From the author of the bestselling Go-Giver series and his wife, a clinically trained therapist, this one-of-a-kind relationship guide shows readers how to unlock a deeply satisfying, abundant relationship based on simple, everyday acts of generosity. In this new narrative, a position has opened up at the top of the multinational giant Rachel’s Famous Coffee, and Tom desperately wants the job. To gain the position, he must first go through a series of interviews with the company’s top executives, including its eccentric CFO, Jeremiah. Tom’s wife, Tess, is facing her own challenges. The couple first met on the job, where Tess was a rising star—until her career was put on hold by the birth of a son with special needs. The trauma and heartbreak of the past six years has put tremendous stress on their marriage. Now, Tess has learned that her best friend Amy is getting a divorce. Could she and Tom be drifting in the same direction? The thought leaves her stomach in knots. But Tom and Tess are about to have a transformational day. Over the next few hours, they will each learn from a wise cast of characters (including some surprise guests from previous Go-Giver stories) about five powerful secrets to building a love that lasts. Over the years since the original book’s publication, the term “go-giver” has become shorthand for a defining set of values that has helped hundreds of thousands of people around the world find greater professional success. Now, with its charming fable-within-a-parable, followed by an in-depth practical guide, The Go-Giver Marriage brings the personal side of The Go-Giver to life.

Has your company struggled to roll EOS out to all levels of your organization? Do your employees understand why EOS is important or even what it is? What the Heck is EOS? is for the millions of employees in companies running their businesses on EOS (Entrepreneurial Operating System). An easy and fast read, this book answers the questions many employees have about EOS and their company: • What is an operating system? • What is EOS and why is my company using it? • What are the EOS foundational tools and how do they impact me? • What’s in it for me? Designed to engage employees in the EOS process and tools, What the Heck is EOS? uses simple, straightforward language and provides questions about each tool for managers and employees to discuss creating more ownership and buy-in at the staff level. After reading this book, employees will not only have a better understanding of EOS but they will be more engaged, taking an active role in helping achieve your company’s vision.

A groundbreaking look at why our interactions with others hold the key to success, from the bestselling author of Think Again and Originals For generations, we have focused on the individual drivers of success: passion, hard work, talent, and luck. But in today’s dramatically reconfigured world, success is increasingly dependent on how we interact with others. In Give and Take, Adam Grant, an award-winning researcher and Wharton’s highest-rated professor, examines the surprising forces that shape why some people rise to the top of the success ladder while others sink to the bottom. Praised by social scientists, business theorists, and corporate leaders, Give and Take opens up an approach to work, interactions, and productivity that is nothing short of revolutionary.

THE NEW YORK TIMES BESTSELLER and #1 WALL STREET JOURNAL BESTSELLER Risky Is the New Safe is a different kind of book for a different kind of thinking—a thought-provoking manifesto for risk takers. It will challenge you to think laterally, question premises, and be a contrarian. Disruptive technology, accelerating speed of change and economic upheaval are changing the game. The same tired, old conventional thinking won’t get you to success today. Risky Is the New Safe will change the way you look at everything! You’ll view challenges—and the corresponding opportunities they provide—in entirely new and exciting ways. You’ll recognize powerful new gateways to creating wealth.

In this mind-bending book you’ll discover: How mavericks like Steve Jobs, Richard Branson, and Mark Cuban think differently—and what you can learn from them; The six-month online course that could allow you to earn more than a Ph.D.; How social media changes branding and marketing forever, and what that means for you; What happens when holo-suites and virtual-reality sex come about, and how you need to prepare; The new religion of ideas: How to become an “idea generator” and declare as a free agent; and, What will cause the Euro, precious metals, and oceanfront real estate to collapse—and how that can make you rich!

A Complete Guide for Employees in Companies Running on EOS

Back to Human

Business Partnership Essentials

A Little Story About a Most Persuasive Idea

It's Not About You

Steel Fear

Cold Fear

The bestselling co-author of The Go-Giver offers new insights into what it means to be truly influential Faced with the task of persuading someone to do what we want, most of us expect resistance. We see the other person as an adversary and often resort to coercion or manipulation. But an approach might bring us short-term results, it leaves people with a bad feeling about themselves and about us. At that point, our relationship is weakened and our influence dramatically decreased. There has to be a better way. Drawing on his own experiences and the stories of communication expert Bob Burg offers five simple principles of what he calls Ultimate Influence—the ability to win people to your side in a way that leaves everyone feeling great about the outcome. In the tradition of Dale Carnegie’s How to Win Friends and Influence People, Burg offers a framework for building alliances at work, at home, and anywhere else you seek to win people over.

Business Partnership Essentials walks you through every phase of business partnerships—from choosing the right partner and operating your business on a daily basis, all the way through to exit and planning for the unexpected. This book will serve t Navy SEAL sniper and New York Times bestselling author Brandon Webb’s personal account of eight of his friends and fellow SEALs who made the ultimate sacrifice. “Knowing these great men—who they were, how they lived, and what they stood for—has changed my life. We can’t We’ve mourned their deaths. Let’s celebrate their lives.”—Brandon Webb As a Navy SEAL, Brandon Webb rose to the top of the world’s most elite sniper corps, experiencing years of punishing training and combat missions from the Persian Gulf to Afghanistan. Along the way, Webb and supported men he came to know not just as fellow warriors, but as friends and, eventually, as heroes. This is his personal account of eight extraordinary SEALs who gave all for their comrades and their country with remarkable valor and abiding humanity: Matt “Axe” Axelson, Afghanistan’s Lone Survivor mission; Chris Campbell, Heath Robinson, and JT Tomilson, who were among the casualties of Extortion 17; Glen Doherty, Webb’s best friend, killed while helping secure the successful rescue and extraction of American CIA and State Department diplomats; and other close friends, classmates, and fellow warriors. These are men who left behind powerfully instructive examples of what it means to be alive—and what it truly means to be a hero. INCLUDES PHOTOGRAPHS

Shows readers how to network to advance their careers, set up win-win cross promotions, start their own formal networking associations, even soup up customer service. This powerful guide shares carefully cultivated secrets on networking anywhere, utilizing the telephone, radio, or social media following up, and communicating one-on-one. “If you are serious about your sales career, whether you are selling a product, service, or yourself, master the contents of this book and you will practically guarantee your future success.”—Tom Hopkins (How to Master the Art of Selling) Knowing What You Want - And Getting It!

A U.S. Navy SEAL’s True Story of Friendship, Heroism, and the Ultimate Sacrifice

The Rules Have Changed . . .

Why Bad Behavior is Almost Always Good Politics

100 Branding Lessons for the Age of Disruption

UnBranding

The Art of Persuasion

Big Summer

Have you ever wondered why some people seem to catch all the breaks and win over and over again? What do the super successful know? What is standing between you and your wildest dreams? The Book of Mistakes will take you on an inspiring journey, following an ancient manuscript with powerful lessons that will transform your life. You’ll meet David, a young man who with each passing day is more disheartened and stressed. Despite a decent job, apartment, and friends, he just feels hollow . . . until one day he meets a mysterious young woman and everything starts to change. In this self-help tale wrapped in fiction, you’ll learn the nine mistakes that prevent many from achieving their goals. You’ll learn how to overcome these hurdles and reinvent your life. This success parable is packed with wisdom that will help you discover and follow your personal purpose, push beyond your perceived capabilities, and achieve more than you ever dreamed possible. You’ll find yourself returning again and again to a deceptively simple story that teaches actionable insights and enduring truths.

You can be the leader you want to be—today and every day. Do you find yourself wishing you had more hours in the day? Do you want to do more, yet feel you just can’t add another thing to your plate without being overwhelmed by stress or compromising your health, relationships, and integrity? No doubt, as a leader, there are some days when you feel the flow. You’re able to make a difference and achieve big goals. You feel confident and energized. On days like this, you are your best self—the leader you want to be. But on other days, you go down a different, negative path, with pressures and doubts making you feel like a lesser version of yourself. How can you be the leader you want to be, every day? The answer is more than a time-management system or a silver-bullet solution for changing your routines. Leadership expert and coach Amy Jen Su’s powerful new book helps readers discover that the answer lies within. By focusing in specific ways on five key leadership elements—Purpose, Process, Presence, and Peace—you can increase your time, capacity, energy, and ultimately your impact, with less stress and more equanimity. Drawing on rich and instructive stories of clients, leaders, artists, and athletes, as well as on research by experts, the author brings together the best of both Western management thinking and Eastern philosophy to provide a holistic yet hands-on approach. The Leader You Want to Be is your indispensable guide to tapping into and expanding your leadership capacity so that you can be your best, sustain yourself, and thrive as a leader.

Finn’s search for his memory of one fateful night leads him to Iceland—only to be followed by an unhinged assassin intent on stopping him—in the riveting follow-up to Steel Fear, from the New York Times bestselling writing team Webb & Mann, combat-decorated Navy SEAL Brandon Webb and award-winning author John David Mann. “One of the best crime novels of the year . . . a brilliant blend of procedural mystery and geopolitical thriller.”—Jeffery Deaver, New York Times bestselling author of Hunting Time Disgraced Navy SEAL Finn is on the run. A wanted man since he jumped ship from the USS Abraham Lincoln, he’s sought for questioning in connection to war crimes committed in Yemen by a rogue element in his SEAL team. But his memory of that night—as well as the true fate of his mentor and only friend, Lieutenant Kennedy—is a gaping hole. Finn learns that three members of his team have been quietly redeployed to Iceland, which is a puzzle in itself; the tiny island nation is famous for being one of the most peaceful, crime-free places on the planet. His mission is simple: track down the three corrupt SEALs and find out what really happened that night in Yemen. But two problems stand in his way. On his first night in town a young woman mysteriously drowns—and a local detective suspects Finn’s involvement. What’s worse, a SEAL-turned-contract-killer with skills equal to Finn’s own has been hired to make sure he never gets the answers he’s looking for. And he’s followed Finn all the way to the icy north.

In 2016, \$4.6 trillion of merchandise was left in abandoned e-commerce shopping carts. Every year, the U.S. economy loses \$3 trillion dollars in productivity due to excess bureaucracy. Red tape and over-complicated licenses have contributed to China’s GDP exceeding India’s by \$82 trillion over the span of just three decades. If you’re a business leader, these statistics should give you nightmares. According to science-based marketing and business expert Roger Dooley, they illustrate the real and growing threat of “friction,” which he defines as the unnecessary expenditure of time, effort, or money in performing a task. In today’s high-speed, customer-empowered world, the levels of swiftness and efficiency of business transactions will determine ultimate success or failure. In this groundbreaking guide, Dooley helps you spot the inevitable points of friction in your organization, and he provides the tools and insight you need to eliminate them. By truly understanding the impact friction can have, you’ll be able to establish positive habits and eliminate negative ones—all with the end result of building a company that’s the envy of your industry. Friction takes you step-by-step through the process of: [Empowering frank conversations][Getting individual and team behaviors][Getting ahead of friction [Optimizing the customer experience [Building a frictionless corporate culture Combining scientific research with real-life examples of leaders who have conquered business friction, Dooley teaches you how to identify roadblocks, alter them for the benefit

of both business and customer, and create positive, lasting change. If you’re in a leadership position, now is the time to declare war on friction—before your competitors do. Stamp out ridiculous rules, pointless procedures, and meaningless meetings. Become a relentless advocate for the customer and for minimizing customer effort. Lubricate every point of friction and make your company run like a well-oiled machine. Friction provides the know-how you need to lead your company to industry dominance.

9 Secrets to Creating a Successful Future

Why Helping Others Drives Our Success

Why Simple Wins

The Book of Mistakes

Five Essential Principles for Bringing Out Your Best Self—Every Day

Why Winners Win

Adversaries into Allies

The Dictator’s Handbook

Too often, people drift through life with a feeling of frustration, longing to find some adventure or purpose in life, envious of those whose lives seem exciting. In WRITE IT DOWN, MAKE IT HAPPEN, Henriette Anne Klausner shows you how to write your own lifscript. Simply writing life is the first step towards achieving them. The 'writing it down' part is not about time management: it is not a 'to-do today' list that will make you feel guilty if you don't get everything done. Rather, writing it down is about clearing your head, identifying what you want and 'make it happen' purely by believing in the possibility. In WRITE IT DOWN, MAKE IT HAPPEN, there are stories from ordinary people who witnessed miracles large and small unfold in their lives after they performed the basic act of putting their goals on paper. Vash Young grew up under harsh conditions in the beginning of the 20th century, but managed to turn deprivation and hardship to wealth and prosperity in the 1930's, when most other people suffered from the effect of the Great Depression. He reveals his secrets in this book. Vash gives are just as valid today as they were at the time of its writing. "It describes the only method of salesmanship that is without a flaw, that has no drawback. Its principles are as applicable to advertising as to salesmanship. The first big advertiser who puts into his advertisements toward competition and humility toward his own business will sweep the markets of the country like a prairie fire. Strictly it is not a business book, but in any list of business books it stands, I think, at the top."--from the preface by EARNEST ELMO CALKINS

"Start and build a high-profit business, choose exactly the right product for you, outsell your competition, and put yourself onto the road to riches" (Brian Tracy, New York Times--bestselling author). The Smart Start Up helps readers start strong and stay strong in the early phases of businesses, providing fundamental strategies for beating the odds. With this information, entrepreneurs will be able to reach the success level of their dreams--whether that's to create a legacy for generations or to follow the build-and-sell-it road to success. Within these pages, Omar Periu delve deeply into the nuances of business ownership both on the practical and emotional side of things. They will help readers avoid some of the most common pitfalls entrepreneurs face. Readers will learn how to establish a compass they and the rest of their team can use to make business decisions going forward. Topics covered include: self-analysis as an entrepreneur; how to evaluate a business idea; how to choose the best structure for a business, including working with legal and accounting professionals; business communication skills; hiring and managing employees; prioritization; selling skills; marketing strategies; negotiation skills; and how to keep clients happy long term. "Own this book and you'll have the opportunity to be guided to your own success by two of the best and proven teachers in the business." --Bob Burg, best-selling author of Go-Giver and The Go-Giver Influencer "Inside the pages of this masterpiece, you'll get the formula for success that gives you the winning edge in the hyper-competitive marketplace." --Jeb Blount, CEO of Sales Gravy and author of Fanatical Prospecting

Please note: This is a companion version & not the original book. Sample Book Insights: #1 Jackson was waiting to meet with the head of his company's contract manufacturer. He was nervous, and had rehearsed what he was going to say, but when he met with Mirabel at the factory, he said, Quite the entrepreneur. He wasn't sure how to respond to that. #2 When they gave him the contract, they would be carrying him. He wanted to reach more animals with the best the earth had to offer. He wanted to be an emissary of heaven on earth. #3 When Jackson signed the contract with a food companies to sell them his brand, he was met with resistance from the Corner Office. His plan was to supply the country with pet food, but he needed to secure a loan from a big company. #4 When he went to see the bank officer, he was told that he would have to give up his contracts for three months. He felt like the executioner was standing behind him as he made the decision.

Stories
10 Extraordinary Prescriptions for Transforming Fatigue, Stress, and Fear into Vibrance, Strength, and Love
The Influencer Code
Uplifting Service
A Little Story About What Matters Most in Business
The Go-giver Influencer
Total Focus
Make Better Decisions Under Pressure

The Influencer Code is the essential reference for any company looking to leverage the power of influencers to elevate their brand and grow their business. From Fortune 500s to local fitness studios, whether you offer financial services or sell donuts, reaching today's consumers is more complicated than ever. More and more, marketers are reaching out to people who style themselves "influencers": those people who have a big—and, more importantly—loyal audience ready to hear what they have to say about anything. Yet despite "influencer marketing" fast becoming one of the biggest buzz terms of the decade, it couldn't be more misunderstood. Written by an accomplished entrepreneur, professor, and award-winning YouTube star, The Influencer Code breaks down the biggest myths that brands are getting wrong and shows you how to get it right by defining and showcasing what true influencer marketing is and how to leverage it to achieve your business goals in a simple yet powerful 3-step code. The Influencer Code simplifies the complex world of influencer marketing, covering how to research, evaluate, and employ the right influencers for their markets, as well as how to legally and strategically integrate them into marketing campaigns to achieve specific goals. The future of marketing depends on forming authentic partnerships between brands and influencers. The go-to resource for all things influencer marketing, The Influencer Code is your shortcut to making that future a reality.

A deliciously funny, remarkably poignant "beach read to end all beach reads" (Entertainment Weekly) about the power of friendship, the lure of frenemies, and the importance of making peace with yourself through all of life's ups and downs—from the #1 New York Times bestselling author of Good in Bed and Best Friends Forever. Six years after the fight that ended their friendship, Daphne Berg is shocked when Drue Cavanaugh walks back into her life, looking as lovely and successful as ever, with a massive favor to ask. Daphne hasn't spoken one word to Drue in all this time—she doesn't even hate-follow her ex-best friend on social media—so when Drue asks if she will be her maid-of-honor at the society wedding of the summer, Daphne is rightfully speechless. Drue was always the one who had everything—except the ability to hold onto friends. Meanwhile, Daphne's no longer the same self-effacing sidekick she was back in high school. She's built a life that she loves, including a growing career as a plus-size Instagram influencer. Letting glamorous, seductive Drue back into her life is risky, but it comes with an invitation to spend a weekend in a waterfront Cape Cod mansion. When Drue begs and pleads and dangles the prospect of cute single guys, Daphne finds herself powerless as ever to resist her friend's siren song. A sparkling, "insightful page-turner" (Real Simple) about the complexities of female relationships, the pitfalls of living out loud and online, and the resilience of the human heart, Big Summer is a witty, moving story about family, friendship, and figuring out what matters most.

Leading Leaders to Leadership helps the reader discover and fine-tune his or her leadership skills--whether he or she is a seasoned leader, new leader, or has never led before. Most of us already have some leadership qualities and the potential to develop even more. To grow, we need guidance from someone who cares about us and our success, and is already where we want to be. John takes the mystery out of moving ahead by sharing the essential principles that will help readers lead others more effectively.

INSTANT NEW YORK TIMES, USA TODAY, WALL STREET JOURNAL, AND INTERNATIONAL BESTSELLER Discover #1 New York Times bestselling author David Bach's three secrets to financial freedom in an engaging story that will show you that you are richer than you think. Drawing on the author's experiences teaching millions of people around the world to live a rich life, this fast, easy listen reveals how anyone—from millennials to baby boomers—can still make his or her dreams come true. In this compelling, heartwarming parable, Bach and his bestselling coauthor John David Mann (The Go-Giver) tell the story of Zoey, a twenty-something woman living and working in New York City. Like many young professionals, Zoey is struggling to make ends meet under a growing burden of credit card and student loan debt, working crazy hours at her dream job but still not earning enough to provide a comfortable financial cushion. At her boss's suggestion, she makes friends with Henry, the elderly barista at her favorite Brooklyn coffee shop. Henry soon reveals his "Three Secrets to Financial Freedom," ideas Zoey dismisses at first but whose true power she ultimately comes to appreciate. Over the course of a single week, Zoey discovers that she already earns enough to secure her financial future and realize her truest dreams—all she has to do is make a few easy shifts in her everyday routine. The Latte Factor demystifies the secrets to achieving financial freedom, inspiring you to realize that it's never too late to reach for your dreams. By following the simple, proven path that Henry shows Zoey, anyone can make small changes today that will have big impact for a lifetime, proving once again that "David Bach is the financial expert to listen to when you're intimidated by your finances" (Tony Robbins, #1 New York Times bestselling author of Money: Master the Game).

The Smart Start Up
Leading Leaders to Leadership
Using Your Power to Create Success and Significance
21 Secrets for Leveraging Your Way to Greater Success
A Little Story About a Powerful Business Idea
The Untapped Force That Can Be Your Most Powerful Advantage
The Latte Factor
Give and Take

From New York Times bestselling author and former Navy SEAL Brandon Webb comes a simple yet powerful five-step guide to transforming your life by making your fears work for you instead of against you. Brandon Webb has run life-threatening missions in the world's worst trouble spots, whether that meant jumping out of airplanes, taking down hostile ships on the open sea, or rolling prisoners in the dead of night in the mountains of Afghanistan. As a Navy SEAL, he learned how to manage the natural impulse to panic in the face of terrifying situations. As media CEO and national television commentator, he has learned how to apply those same skills in civilian life. Drawing on his experiences in combat and business, along with colorful anecdotes from his vast network of super-achiever friends from astronauts to billionaires, Webb shows how people from all walks of life can stretch and transcend their boundaries and learn to use their fears as fuel to achieve more than they ever thought possible. "Fear can be a set of manacles, holding you prisoner," writes Webb. "Or it can be a slingshot, catapulting you on to greatness." The key, says Webb, is not to fight fear or try to beat it back, but to embrace and harness it. In the process, rather than being your adversary, your fear becomes a secret weapon that allows you to triumph in even the most adverse situations. In Mastering Fear, Webb and his bestselling coauthor John David Mann break this transformation down into five practical steps, creating a must-read manual for anyone looking for greater courage and mastery in their lives.

Imagine what you could do with the time you spend writing emails every day. Complexity is killing companies' ability to innovate and adapt, and simplicity is fast becoming the competitive advantage of our time. Why Simple Wins helps leaders and their teams move beyond the feelings of frustration and futility that come with so much unproductive work in today's corporate world to create a corporate culture where valuable, essential, meaningful work is the norm. By learning how to eliminate redundancies, communicate with clarity, and make simplification a habit, individuals and companies can begin to recognize which activities are time-sucks and which create lasting value. Lisa Bodell's simplification method has several unique principles: Simplification is a skill that's available to us all, yet very few leaders use it. Simplification is the right thing to do--for our customers, for our company, and for each other. Operating with simplification as our core business model will make it easier to be respectful of each other's time. Simplification drives culture, and culture in turn drives employee engagement, customer relations, and overall productivity. This book is inspired by Bodell's passion for eliminating barriers to innovation and productivity. In it, she explains why change and innovation are so hard to achieve--and it's not what you might expect. The reality is this: we spend our days drowning in mundane tasks like meetings, emails, and reports. These are often self-created complexities that prevent us from getting to the meaningful work that truly matters. Using simple stories and techniques, Why Simple Wins shows that by using simplicity as an operating principle, we can eliminate the busy work that puts a chokehold on us every day, and instead spend time on the work that we value.

The pioneer of Energy Psychiatry presents a complete program that will stop you from feeling constantly drained and enable you to live a more vibrant life. Are you forever rushing through your day, fending off chronic exhaustion? Are you desperately overcommitted, afraid to say no? Do you want to feel well rested and ready to conquer each day with enthusiasm, but fall short time and time again? If so, you're the victim of a hidden energy crisis. Here, at last, is the complete prescription that will stop you from feeling constantly drained and enable you to live a more vibrant life. The Positive Energy Program will help you: • Generate positive emotional energy to counter negativity • Design an energy-aware approach to diet, exercise, and health—and teach you how to avoid the “energetic overeating” that sabotages attempts to lose weight • Awaken your intuition and rejuvenate yourself—and learn the cure for technodespair: overload from e-mails, computers, and phones • Protect yourself from energy vampires with specific shielding techniques Filled with clear instructions for the simple, powerful exercises Dr. Orloff practices herself and shares with her patients, Positive Energy is your tool kit for transforming fatigue, stress, and fear into an abundance of vibrance, strength, and love.

UnBranding breaks through the noise of disruption. We live in a transformative time. The digital age has given us unlimited access to information and affected all our traditional business relationships - from how we hire and manage, to how we communicate with our current and would-be customers. Innovation continues to create opportunities for emerging products and services we never thought possible. With all the excitement of our time, comes confusion and fear for many businesses. Change can be daunting, and never have we lived in a time where change came so quickly. This is the age of disruption - it's fast-paced, far-reaching and is forever changing how we operate, create, connect, and market. It's easy to see why brand heads are spinning. Businesses are suffering from 'the next big thing' and we're here to help you find the cure. UnBranding is about focus - it's about seeing that within these new strategies, technologies and frameworks fighting for our attention, lay the tried and true tenants of good business - because innovation is nothing but a bright and shiny new toy, unless it actually works. UnBranding is here to remind you that you can't fix rude staff, mediocre products and a poor brand reputation with a fancy new app. We are going to learn from 100 branding stories that will challenge your assumptions about business today and teach valuable, actionable lessons. It's not about going backwards, it's about moving forward with purpose, getting back to the core of good branding while continuing to innovate and improve without leaving your values behind. Some topics will include: Growing and maintaining your brand voice through the noise How to focus on the right tools for your business, for the right reasons Maintaining trust, consistency and connection through customer service and community The most important question to ask yourself before innovation The importance of personal branding in the digital age How to successfully navigate feedback and reviews It's time for a reality check. It's time to solve problems, create connections, and provide value rather than rush strategy just to make headlines. UnBranding gives you the guidance you need to navigate the age of disruption and succeed in business today.

Write It Down, Make It Happen
The Proven Path to Delighting Your Customers, Colleagues, and Everyone Else You Meet
Risky is the New Safe
Positive Energy
A Navy SEAL's Guide
A Little Story About a Most Persuasive Idea (Go-Giver, Book 3)
Winning Without Intimidation
Fundamental Strategies for Beating the Odds When Starting a Business

Explains the theory of political survival, particularly in cases of dictators and despotic governments, arguing that political leaders seek to stay in power using any means necessary, most commonly by attending to the interests of certain coalitions.

Women are the future of American business. According to a recent Nielsen report, women will control two-thirds of American consumer wealth in less than a decade. And yet almost all business and success literature is still written for men—dispensing advice that doesn't take into account women's unique strengths or address the demands of family life on mothers. Think and Grow Rich for Women is a powerful new book—from the award-winning author of Think and Grow Rich: Three Feet from Gold and coauthor of the multimillion-selling Rich Dad, Poor Dad. It combines Hill's classic Thirteen Steps to Success with case studies of noteworthy women (including Sandra Day O'Connor, Maya Angelou, Katie Couric, Caroline Kennedy, Madonna, Oprah Winfrey, Margaret Thatcher, Condoleeza Rice, J. K. Rowling, Barbara De Angelis, Marianne Williamson Angela Merkel, Mary Kay Ash, IBM CEO Ginni Rometty and many more), outlining a master plan for success for all women.

WASHINGTON POST BESTSELLER A Financial Times Book of the Month Back to Human explains how a more socially connected workforce creates greater fulfillment, productivity, and engagement while preventing burnout and turnover. The next generation of leaders must create a workplace where teammates feel genuinely connected, engaged, and empowered -- without relying on technology. Based on Dan Schawbel's exclusive research studies -- featuring the perspectives of over 2,000 managers and employees across different age groups -- Back to Human reveals why virtual communication, though vital and useful, actually contributes to a stronger sense of isolation at work than ever before. How can we change this culture? Schawbel offers a self-assessment called the "Work Connectivity Index" that measures the strength of team relationships. He also shares exercises, examples, and activities that readers can work on individually or as a team, which will help them increase personal productivity, be more collaborative, and become more fulfilled at work. Back to Human ultimately helps you decide when and how to use technology to build better connections in your work life. It is a call to action to leaders across the world to make the workplace a better experience for all of us.

From the bestselling authors of The Go-Giver, Go-Givers Sell More, and The Go-Giver Leader comes another compelling parable about the paradox of getting ahead by placing other people's interests first. The Go-Giver Influencer is a story about two young, ambitious businesspeople: Gillian Waters, the chief buyer for Smith & Banks, a midsized company that operates a national chain of pet accessory stores; and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all-natural pet foods. Each has something the other wants. To Jackson, Smith & Banks represents the possibility of reaching more animals with his products--if he can negotiate terms and conditions that will protect his company's integrity. To Gillian, Angels Clothed in Fur could give her company a distinctive, uniquely high-quality line that will help them stand out from their competitors--if Angels Clothed in Fur can be persuaded to give them an exclusive. At first, the negotiations are adversarial and frustrating. Then, coincidentally, Gillian and Jackson each encounter a mysterious yet kindly mentor. Over the next week, while neither one realizes the other is doing the same, both Gillian and Jackson learn the heart of both mentors' philosophies: The Five Secrets of Genuine Influence. The story ends in a way that surprises everyone--and with lessons we can all apply in our efforts to resolve conflicts and influence others.

The Go-Giver Marriage
The Leader You Want to Be
Network Your Everyday Contacts Into Sales
How to Win Business and Influence Friends
Everything Inside
How Great Leaders Create Connection in the Age of Isolation
Among Heroes
A Novel

NATIONAL BOOK CRITICS CIRCLE AWARD WINNER • "Unforgettable tales of families and lovers—from Haiti to Miami, Brooklyn, and beyond—often struggling with grief, loss, and missed connections." —Vanity Fair • A TODAY Show Read with J. The romance unexpectedly sparks between two wounded friends. A marriage ends for what seem like noble reasons, but with irreparable consequences. A young woman holds on to an impossible dream even as she fights for her survival. Two both for their country and in their lives. A baby's christening brings three generations of a family to a precarious dance between old and new. A man falls to his death in slow motion, reliving the defining moments of the life he is about to live. Prince to a small unnamed country in the Caribbean and beyond, here are eight emotionally absorbing stories, rich with hard-won wisdom and humanity. At once wide in scope and intimate, Everything Inside explores with quiet power and grace how we drive us apart, sometimes in the same searing instant.

The Art of Persuasion teaches you how to get what you want when you want it. You would love to have that ability, right? After studying some of the most successful men and women in modern history, author Bob Burg noticed how many of them have—and shares them all with you. One trait that stands above all the rest is their ability to win people over to their way of thinking—they were all persuasive. Each of these life winners had a burning desire, coupled with great creativity and a unique cause. The Winning principles you will learn include: Making People Feel Important Everything is Negotiable Dealing with Difficult People Persuasion in Action What Sets You Apart from the Rest Nuggets of Wisdom Presented in everyday, The Art of Persuasion leaves an impression on you that will last a lifetime—filled with one success after another!

With their national bestseller The Go-Giver, Bob Burg and John David Mann took the business world by storm, showing that giving is the most fulfilling and effective path to success. That simple, profound story has inspired hundreds of thousands of people. Some have wondered how its lessons stand up to the tough challenges of everyday real-world business. Now Burg and Mann answer that question in Go-Givers Sell More, a practical guide that makes giving the cornerstone of a powerful sales strategy. Think of sales as convincing potential customers to do something they don't really want to. This mentality sets up an adversarial relationship and makes the sales process much harder than it has to be. As Burg and Mann demonstrate, it's not salespeople think like Go-Givers. Cultivate a trusting relationship and focus exclusively on creating value for the other person, say the authors, and great results will follow automatically. Drawing on a wide range of examples of real-life sales success, more, Burg and Mann offer tips and strategies that anyone in sales can start applying right away.

"I met last week with your leaders," Ben began. "I heard what they had to say. And you know, they make a good point." He paused. Take charge, Ben, he told himself. Take control. He looked around the conference room. Take, take, take. Wasn't that the theme of their acclaimed bestseller The Go-Giver, Bob Burg and John David Mann proved that a heartfelt parable could also express a powerful idea. In The Go-Giver Leader (originally published as It's Not About You), they offer an equally compelling story of a CEO and the ambitious young executive trying to lead them to a crucial decision. Allen & Augustine has manufactured high-quality chairs for decades. Its people take pride in their work and feel loyal to their owners and management team. But now they stand at a crossroads, hurt by a tough economy, foreign competition, and a cash crunch. The air is filled with the scent of uncertainty, anxiety, perhaps even panic. Into this setting enters Ben, who's been assigned by a larger firm to promote a merger. The facts are undeniable: the chair maker can either merge and modernize or go bankrupt and vanish. So why can't he persuade anyone to buy in, from the CEO on down? Will Ben find a way to sway the employee shareholders before the climate turns too cold to survive without losing its soul? The answers may surprise you as you follow Ben on his journey to understanding that the path to genuine influence lies less in taking leadership than in giving it. This revised and updated edition includes a new Q&A with the authors.

A Little Story About the Five Secrets to Lasting Love

The Go-Giver

Think and Grow Rich for Women

Why You Don't Have to Be Rich to Live Rich

Mastering Fear