

The Go Giver

In the bestselling tradition of Switch and Made to Stick, Ori Brafman reveals how organizations can drive growth and profits by allowing contained chaos and disruption the space to flourish, generating new ideas that trigger innovation. In The Chaos Imperative, organizational expert and bestselling author Ori Brafman (Sway, The Starfish and the Spider) shows how even the best and most efficient organizations, from Fortune 500 companies to today’s US Army, benefit from allowing a little unstructured space and disruption into their planning and decision-making.

What does the Bible really say about money? About wealth? How much does God expect you to give to others? How does wealth affect your friendships, marriage, and children? How much is “enough”? There’s a lot of bad information in our culture today about wealth?and the wealthy. Worse, there’s a growing backlash in America against our most successful citizens, but why? To many, wealth is seen as the natural result of hard work and wise money management. To others, wealth is viewed as the ultimate, inexcusable sin. This has left many godly men and women confused about what to do with the resources God’s put in their care. They were able to build wealth using God’s ways of handling money, but then they are left feeling guilty about it. Is this what God had in mind?

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 readers around the world—but 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 and effective approach to selling. Most of us 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 far more productive (and satisfying) when 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 salespeople who have prospered by giving more, Burg and Mann offer tips and strategies that anyone in sales can start applying right away.

Updated with a new introduction, author Q&A, and a foreword by Arianna Huffington.

A Little Story About the Five Secrets to Lasting Love

Give and Take

The Go-Giver

Multiple Streams of Income

A Little Story About What Matters Most in Business

Mastering the Key Metrics for Startup Growth

A Little Story about a Powerful Business Idea

From the creator of the popular website Ask a Manager and New York ’s s work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There ’s a reason Alison Green has been called “ the Dear Abby of the work world. ” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don ’ t know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You ’ ll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “ reply all ” • you ’ re being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate ’ s loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “ A must-read for anyone who works. . . [Alison Green ’ s] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work. ” —Booklist (starred review) “ The author ’ s friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers ’ lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience. ” —Library Journal (starred review) “ I am a huge fan of Alison Green ’ s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor. ” —Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide “ Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way. ” —Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

“Scaling Lean offers an invaluable blueprint for modeling startup success. You’ll learn the essential metrics that measure the output of a working business model, give you the pulse of your company, communicate its health to investors, and enable you to make precise interventions when things go wrong. ”—Amazon.com.

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 common characteristics these people 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 persuasives. Each of these life winners had a burning desire with great creativity, and a total, unshakable belief in their mission or 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, clear, and often humorous language. The Art of Persuasion leaves an impression on you that will last a lifetime—filled with one success after another!

(Previously published as It’s Not About You)

The Mental Load

The Dictator’s Handbook

How to Generate a Lifetime of Unlimited Wealth

The Go-giver Leader

Endless Referrals

A Little Story about what Matters Most in Business

Mommi Dearest

As The Giving Tree turns fifty, this timeless classic is available for the first time ever in ebook format. This digital edition allows young readers and lifelong fans to continue the legacy and love of a classic that will now reach an even wider audience. “Once there was a tree...and she loved a little boy.” So begins a story of unforgettable perception, beautifully written and illustrated by the gifted and versatile Shel Silverstein. This moving parable for all ages offers a touching interpretation of the gift of giving and a serene acceptance of another’s capacity to love in return. Every day the boy would come to the tree to eat her apples, swing from her branches, or slide down her trunk...and the tree was happy. But as the boy grew older he began to want more from the tree, and the tree gave and gave. This is a tender story, touched with sadness, aglow with consolation. Shel Silverstein’s incomparable book author and illustrator began with Lafcadio, the Lion Who Shot Back. He is also the creator of picture books including A Giraffe and a Half, Who Wants a Cheap Rhinoceros?, The Missing Piece, The Missing Piece Meets the Big O, and the perennial favorite The Giving Tree, and of classic poetry collections such as Where the Sidewalk Ends, A Light in the Attic, Falling Up, Every Thing On It, Don’t Bump the Glump!, and Runny Rabbit. And don’t miss the other Shel Silverstein ebooks, Where the Sidewalk Ends and A Light in the Attic!

With over 100,000 copies sold, this is one of the most popular business- and sales-boosting guides ever written. This new edition offers successful entrepreneur and speaker Bob Burg’s proven relationship-building system that thousands of professionals and entrepreneurs have used to turn casual contacts into solid sales opportunities. In Endless Referrals, he shows you how to: Turn every contact into a sales opportunity o Dramatically increase your business without spending more time or money o Identify the most profitable contacts o Use six keys to remember names and faces o NEW SECTION! Network the Internet o NEW SECTION! Set up a successful home-based business o Take the intimidation out of telephoning o Overcome fear of rejection o NEW SECTIONS! Succeed in multi-level, network, and mail order marketing o Position yourself as an expert o Mark yourself for success!

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.

"Discovering that there is a serial killer onboard the U.S.S. Abraham Lincoln, disgraced Navy SEAL sniper Finn finds suspicion falling on him as a newcomer and must expose the real killer while searching for redemption "--

A Little Story About a Powerful Business Idea

Network Your Everyday Contacts Into Sales

9 Secrets to Creating a Successful Future

The Giving Tree

A Radical View of Biblical Wealth and Generosity

Ask a Manager

The Chaos Imperative

New York Times best-selling author and comedian-turned-motivational speaker, Kyle Cease, shows how your obsession with money is actually preventing you from living the life of your dreams. "I can't afford that." "Now's not the right time. . . . I need to save up." "Quit my job? Are you nuts?!" Sound familiar? Money is one of the biggest excuses we make to not go after what we really want. Our fixation with money—the desire for more of it, and the fear of not having enough of it—is often really just a longing to feel safe. But this obsession with money is coming at a much bigger cost: our sanity, our creativity, our freedom, and our ability to step into our true power. This book is about eliminating the need to seek safety through the illusion of money, and learning to see ourselves for the perfection that we are—so that we can bring our gifts to the world in an authentic way, and allow ourselves to receive massive, true abundance as a result. Kyle Cease has heard excuses like the ones above countless times at his live events, and he has shown people how to completely break through them. In the illusion of Money, he shares his own experiences as well as practical tools to help readers understand their ingrained beliefs and attachments to money, and how they can tap into our infinite assets and talents. "After 25 years as a successful comedian, actor, transformational speaker, author and junior-league amateur boxer, I've experienced many times how chasing money is not an effective way to create an abundant and fulfilling life. The most alive I've ever felt was after I left my comedy career at its peak to become a transformational speaker. I left tons of guaranteed money and so-called security for a complete unknown. It was terrifying—but what was on the other side of that terror was a completely different life that is not only more abundant financially, but has more freedom, more ease, more passion, more impact and more joy." -- Kyle Cease

Magic Blue Rocks shares the secret power we all have within ourselves that makes it possible to do anything. Join April as she discovers that secret in six short stories and learn how to use the power within yourself to have the life you've always wanted. Even your wildest dreams aren't too wild. Your biggest goals aren't unrealistic. You'll learn in Magic Blue Rocks that no matter what anyone else says-if you believe you can do it, you're right. A new voice in comics is incisive, funny, and fiercely feminist. "The mental load. It's incessant, gnawing, exhausting, and disproportionately falls to women. You know the scene--you're making dinner, calling the plumber/doctor/mechanic, checking homework and answering work emails--at the same time. All the while, you are being peppered with questions by your nearest and dearest "where are my shoes?," "do we have any cheese?..." --Australian Broadcasting Corp on Emma's comic In her first book of comic strips, Emma reflects on social and feminist issues by means of simple line drawings, dissecting the mental load, ie all that invisible and unpaid organizing, list-making and planning women do to manage their lives, and the lives of their family members. Most of us carry some form of mental load--about our work, household responsibilities, financial obligations and personal life, but what makes up that burden and how it's distributed within households and understood in offices is not always equal or fair. In her strips, Emma deals with themes ranging from maternity leave (it is not a vacation!), domestic violence, the clitoris, the violence of the medical world on women during childbirth, and other feminist issues, and she does so in a straightforward way that is both hilarious and deadly serious.. If you're not laughing, you're probably crying in recognition. Emma's comics also address the everyday outrages and absurdities of immigrant rights, income equality, and police violence. Emma has over 300,000 followers on Facebook, her comics have been shared 215,000 times, and have elicited comments from 21,000 internet users. An article about her in the French magazine L'Express drew 1.8 million views--a record since the site was created. And her comic has just been picked up by The Guardian. Many women will recognize themselves in THE MENTAL LOAD, which is sure to stir a wide ranging, important debate on what it really means to be a woman today.

Would you like to experience amazing clarity, peace, and freedom, even in the midst of challenging circumstances? In this groundbreaking new book, bestselling author Michael Neill shares an extraordinary new understanding of how life works that turns traditional psychology on its head. This revolutionary approach is built around three simple principles that explain where our feelings come from and how our experience of life can transform for the better in a matter of moments. Understanding these principles allows you to tap into the deeper intelligence behind life, access your natural wisdom and guidance, and unleash your limitless creative power. You'll be able to live with less stress, greater ease, and a sense of connection to the larger unfolding of life. Welcome to the space where miracles happen... Are you ready to begin?

Winning Without Intimidation

The New One Minute Manager

A Thriller

The Only Thing You Need to Know to Change Your Life Forever

How Chance and Disruption Increase Innovation, Effectiveness, and Success

A Feminist Comic

How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work

Uses a fictionalized story about a copy machine salesman to illustrate to readers how anyone who wants to break through self-imposed barriers can achieve all that life has to offer.

Authors Bob Burg and John David Mann have collected raves for this business parable about a young salesman who is introduced to “go-givers,” including a restaurateur, a CEO, a financial advisor, a real-estate broker, and the mysterious “Connector,” all of whom impart valuable lessons on successful business strategies.

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 to get our way. But while this 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 other influential people, 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 tried-and-true framework for building alliances at work, at home, and anywhere else you seek to win people over.

How do you do when your life feels as busy as a three-ring circus? Juggling Elephants tells a simple but profound story about one man with a universal problem. Mark has too much to do, too many priorities, too much stress, and too little time. As he struggles to balance his many responsibilities without cracking under the pressure, Mark takes a break to attend the circus with his family. There he has a surprising conversation with a wise ringmaster. He leaves with a simple but powerful lesson: Trying to get everything done is like juggling elephants – impossible. So Mark begins to think about his work, family, and personal life the way a ringmaster thinks about the many acts in a three-ring circus. He discovers that managing his various acts can be fun and easy once he changes his attitude and follows his new friend’s ongoing guidance. Mark soon realizes: • If you keep trying to juggle elephants, no one, including you, will be thrilled with your performance. • A ringmaster cannot be in all three rings at once. • The key to the success of a circus is having quality acts in all three rings. • Interruption is an essential part of any good circus. Juggling Elephants is a wonderfully lighthearted guide for everyone who feels like they’re about to be squashed. It will help you better focus your time and energy, so you’ll be able to enjoy more of the things that are important to you.

Above all, it will teach you how to run your circus, instead of letting the circus run you.

Nineteen Eighty-Four

The Leader in You

A Teacher’s Guide to the Go-Giver

It’s Not About You

Competing Values Leadership

Why Chasing Money Is Stepping You from Receiving It

Master the Art of Ultimate Influence

The Go-GiverA Little Story About a Powerful Business Idea

The international bestseller with a radically simple message, The Go-Givertells 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. One day, desperate to land a big deal at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his 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 broker, and the ‘Connector’ who brought them all together. Pindar’s friends share the Five Laws of Stratospheric Success and teach Joe 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 - leads to unexpected results. 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.’

!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.[] For more than a decade, readers of the bestselling Go-Giver series have been clamoring for a book on how to apply the philosophy at the heart of The Go-Giver to their personal relationships. From the original story’s coauthor and his wife, a clinically trained therapist, this long-awaited sequel 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 staruntil 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.

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 midsize 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

Why Helping Others Drives Our Success

The Secret to Doing Anything

Adversaries into Allies

The Book of Mistakes

SUMMARY - The Go-Giver Leader: A Little Story About What Matters Most In Business By Bob Burg And John David Mann

An entrepreneur’s complete guide to making it big while keeping things small. Small business specialist Elaine Pofeldt offers her blueprint for getting a running start with your microbusiness—that is, a business with no more than 20 employees, including yourself. Following her previous book, The Million-Dollar, One-Person Business, Pofeldt gives readers the steps toward their next entrepreneurial venture, including testing an idea’s market viability while limiting risk, finding cash without giving up control, protecting your personal time and avoiding burn out, and knowing when it is time to start micro-scaling. Pofeldt’s focus is always on staying lean financially so that you can achieve your personal goals on an average person’s budget. In this book, Pofeldt profiles nearly 60 microbusinesses that have all reached \$1 million in annual revenue without losing control or selling out. Tiny Business, Big Money also includes the results of a survey with the founders of 50 seven-figure microbusinesses that got to \$1 million with no payroll or very small teams, which provides deeper visibility into their shared principles of success that you can apply to your own small business.

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

success. Now, with this shorter, more accessible parable, followed by an in-depth practical guide, The Go-Giver Marriage brings the personal side of The Go-Giver to life. It is 1943 and for 10 year old Annemarie life is still fun. But there are worries too - the Nazis have occupied Copenhagen and there are food shortages, and the threat of being stopped by soldiers and Annemarie's best friend is a Jew.

The Go-Giver tells the story of an ambitious young man named Joe who yearns for success but is frustrated in his efforts. Over the course of one week, through encounters with an enigmatic consultant named Pindar and a series of Pindar’s friends, Joe learns that changing his focus from getting to giving—putting others’ interests first and continually addin value to their lives—ultimately leads to unexpected results. Imparted with wit and grace, The Go-Giver is a classic bestseller that brings to life the old proverb “Give and you shall receive.”Originally intended for adult readers, The Go-Giver touched a chord in readers from all walks of life—including avid young readers, from middle school through college age. Shortly after its 2007 publication the book was picked up by Randy Stelter, a high school English teacher and athletic director in the northwest Indiana school system. Randy used the book to help enhance his students’ perspective on “what it’s going to take to be successful in the real world,” and has taken his school’s senior class through the book every year since. Soon other educators began following suit, adopting the book as part of their curricula at every level from high school through graduate school.Now Randy has teamed up with Go-Giver authors Bob Burg and John David Mann to create this Teacher’s Guide, a detailed lesson plan that includes vocabulary lists, assigned readings, questions for comprehension, extensive topics for class discussion, questions for critical thinking, and a set of final projects designed to deepen students’ understanding of the book and to ground its lessons in their own everyday experience. While designed as a high school curriculum, the Guide’s content and approach can also be adapted for use in higher-education settings.

The Art of Persuasion

An Easier Way to Get Your Most Important Things Done--Now!

Tiny Business, Big Money: Strategies for Creating a High-Revenue Microbusiness

Scaling Lean

Why Bad Behavior is Almost Always Good Politics

The Legacy Journey

The Illusion of Money

"Nineteen Eighty-Four: A Novel," often published as "1984," is a dystopian social science fiction novel by English novelist George Orwell. It was published on 8 June 1949 by Secker & Warburg as Orwell's ninth and final book completed in his lifetime. Thematically, "Nineteen Eighty-Four" centres on the consequences of totalitarianism, mass surveillance, and repressive regimentation of persons and behaviours within society. Orwell, himself a democratic socialist, modelled the authoritarian government in the novel after Stalinist Russia. More broadly, the novel examines the role of truth and facts within politics and the ways in which they are manipulated. The story takes place in an imagined future, the year 1984, when much of the world has fallen victim to perpetual war, omnipresent government surveillance, historical negationism, and propaganda. Great Britain, known as Airstrip One, has become a province of a totalitarian superstate named Oceania that is ruled by the Party who employ the Thought Police to persecute individuality and independent thinking. Big Brother, the leader of the Party, enjoys an intense cult of personality despite the fact that he may not even exist. The protagonist, Winston Smith, is a diligent and skillful rank-and-file worker and Outer Party member who secretly hates the Party and dreams of rebellion. He enters into a forbidden relationship with a colleague, Julia, and starts to remember what life was like before the Party came to power.

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 story of the tormented and glamorous star, Joan Crawford, struggling to survive in a cutthroat world, succumbing to a rage leading to alcoholism and child abuse.

** Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover how to become a humble and caring leader. You will also discover that the strength of a collective is the people in it, not the leader; that a good leader does not impose his authority, but invites others to progress and strive for excellence; that leadership is exercised on the ground, close to the individuals, with dedication and humility; that no one is omniscient or indispensable; that replacing the balance of power with respect and giving does not mean submitting, but rather encouraging your fellow men to do the same. There are many books, theories and advice on leadership: vertical or horizontal, more or less authoritarian, it is a constant preoccupation of leaders. But to focus so much on the abilities and conduct of an individual alone is a mistake. What really counts is the collective: the leader is there to guide and serve, to give each person the means to realize his or her potential. Through a parable on this central theme of the company, Bob Burg and John David Mann give you the keys to a new approach. It is not a model, but a state of mind: giving, emancipating, respecting and knowing how to step aside. *Buy now the summary of this book for the modest price of a cup of coffee!*

Magic Blue Rocks

Steel Fear

Go-Givers Sell More

The Inside-Out Revolution

The Go-Giver Marriage

Number the Stars

Second Edition

A new edition based on the timeless business classic—updated to help today’s readers succeed more quickly in a rapidly changing world. For decades, The One Minute Manager® has helped millions achieve more successful professional and personal lives. While the principles it lays out are timeless, our world has changed drastically since the book’s publication. The exponential rise of technology, global flattening of markets, instant communication, and pressures on corporate workforces to do more with less—including resources, funding, and staff—have all revolutionized the world in which we live and work. Now, Ken Blanchard and Spencer Johnson have written The New One Minute Manager to introduce the book’s powerful, important lessons to a new generation. In their concise, easy-to-read story, they teach readers three very practical secrets about leading others—and explain why these techniques continue to work so well. As compelling today as the original was thirty years ago, this classic parable of a young man looking for an effective manager is more relevant and useful than ever.

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.”—Jeffrey 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.

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.

The book focuses on identifying your own leadership strengths to get success. Leadership is never easy. But thankful, something else is also true. Everyone of us has the potential to be a leader every day. Many people still have a narrow understanding of what leadership really is. But the fact of the matter is that leadership doesn’t begin and end at the very top. It is every bit as important, perhaps more important, in the place most of us live and work. The leadership techniques that will work best for you are the ones you nurture inside. The best selling book on Human relations.

Go For No! : Yes Is the Destination, No Is How You Get There

Juggling Elephants

Cold Fear

The Go-Giver Influencer

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

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 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 firstand continually adding value to their...

o It would be unusual for a framework as powerful and predictive as the Competing Values Framework to remain unchallenged and absent of criticism. In addition to updating the examples and references, this second edition provides a new chapter motivated

In Multiple Streams of Income, bestselling author Robert Allen presents ten revolutionary new methods for generating over \$100,000 a year—on a part-time basis, working from your home, using little or none of your own money. For this book, Allen researched hundreds of income-producing opportunities and narrowed them down to ten surefire moneymakers anyone can profit from. This revised edition includes a new chapter on a cutting-edge investing technique.