

The Go Giver, Expanded Edition: A Little Story About A Powerful Business Idea

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. 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 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 persuasive. Each of these life winners had a burning desire, coupled 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!

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, remembering names and faces, 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*).

A Book of Memories

The Four Voices

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

Master the Art of Ultimate Influence

It's Not About You

Ninja Selling

The 7 Powers of Questions

"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.

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.

Go get the life you want. Be a Rhinoceros! There is something dangerous about this book. Something big. Something full of power, energy and force of will. It could be about you. You could become three tons of thick-skinned, snorting hard-charging rhinoceros. It is time to go get the life you want.

2018 Axiom Business Book Award Winner, Gold Medal *Stop Selling! Start Solving!* In *Ninja Selling*, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. *Ninja Selling* teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. *Ninja Selling* is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. *Ninja Selling* is both a sales platform and a path to personal mastery and life purpose. Followers of the *Ninja Selling* system say it not only improved their business and their client relationships; it also improved the quality of their lives.

Positive Strategies for Work and Life

Secrets to Successful Communication in Life and at Work

The Science of Winning Hearts, Sparking Change, and Making Good Things Happen

The Secret to Charging Full Speed Toward Every Opportunity

Build

Go-Givers Sell More

The Go-Giver, Expanded Edition

Why are prominent doctors and medical researchers all over the world interested in the extraordinary healings reported by the patients of Dr. Eric Pearl? What does it mean when these patients report the sudden disappearance of afflictions such as cancers, AIDS-related diseases, and cerebral palsy? And what does it mean when people who interact with Dr. Pearl report a sudden ability to access this healing energy not just for themselves, but for others, too? What is this phenomenon? Well, you might have to reconsider everything you've read up until now about conventional healing. The "new" frequencies of healing described by Dr. Pearl transcend "technique" entirely and bring you to levels beyond those previously accessible to anyone, anywhere. This book takes you on Dr. Pearl's journey from the discovery of his ability to facilitate healings, to his well-deserved reputation as the instrument through which this process is being introduced to the world. But most important, *The Reconnection* reveals methods you can use to personally master these new healing energies.

In this instant New York Times Bestseller, Geoff Smart and Randy Street provide a simple, practical, and effective solution to what The Economist calls

“the single biggest problem in business today”: unsuccessful hiring. The average hiring mistake costs a company \$1.5 million or more a year and countless wasted hours. This statistic becomes even more startling when you consider that the typical hiring success rate of managers is only 50 percent. The silver lining is that “who” problems are easily preventable. Based on more than 1,300 hours of interviews with more than 20 billionaires and 300 CEOs, Who presents Smart and Street’s A Method for Hiring. Refined through the largest research study of its kind ever undertaken, the A Method stresses fundamental elements that anyone can implement—and it has a 90 percent success rate. Whether you’re a member of a board of directors looking for a new CEO, the owner of a small business searching for the right people to make your company grow, or a parent in need of a new babysitter, it’s all about Who. Inside you’ll learn how to • avoid common “voodoo hiring” methods • define the outcomes you seek • generate a flow of A Players to your team—by implementing the #1 tactic used by successful businesspeople • ask the right interview questions to dramatically improve your ability to quickly distinguish an A Player from a B or C candidate • attract the person you want to hire, by emphasizing the points the candidate cares about most In business, you are who you hire. In Who, Geoff Smart and Randy Street offer simple, easy-to-follow steps that will put the right people in place for optimal success.

Rediscover the superpower that makes good things happen, from the professor behind Yale School of Management's most popular class “The new rules of persuasion for a better world.”—Charles Duhigg, author of the bestsellers The Power of Habit and Smarter Faster Better You were born influential. But then you were taught to suppress that power, to follow the rules, to wait your turn, to not make waves. Award-winning Yale professor Zoe Chance will show you how to rediscover the superpower that brings great ideas to life. Influence doesn’t work the way you think because you don’t think the way you think. Move past common misconceptions—such as the idea that asking for more will make people dislike you—and understand why your go-to negotiation strategies are probably making you less influential. Discover the one thing that influences behavior more than anything else. Learn to cultivate charisma, negotiate comfortably and creatively, and spot manipulators before it’s too late. Along the way, you’ll meet alligators, skydivers, a mind reader in a gorilla costume, Jennifer Lawrence, Genghis Khan, and the man who saved the world by saying no. Influence Is Your Superpower will teach you how to transform your life, your organization, and perhaps even the course of history. It’s an ethical approach to influence that will make life better for everyone, starting with you.

Introducing the first book in a powerful new series, The Tarcher Master Mind Editions: Essential Books of Inspiration, Instruction, and Motivation. What mind can conceive, man can achieve. Our decisions impact every area of our lives. Making better decisions means living a better life. But how can we develop the habit of making great decisions? Every noteworthy achievement the world has ever seen was born with a single thought; and every great man who ever lived has been a man of decision. Raymond Charles Barker's The Power of Decision reveals this principle of success and illustrates the process of choice that all of us must take—and that all of us are capable, this very second, of taking—to change our lives and make our dreams come true. Indecisive people are failure prone, and Dr. Barker examines this basic truth while exploring the decision-making process in the individual, and the role of the subconscious mind in either abetting or thwarting each of our conscious decisions. He provides specific steps to shift the balance of decision-making power in your favor, and he brings to light the constant, ever-present power of will to change a situation- and yourself-for the better. Picking up The Power of Decision is the moment; and reading it is the decision that will change your life forever.

Radicals and Visionaries

The Go-Giver Leader

Go-giver

A Teacher's Guide to the Go-Giver

Influence Is Your Superpower

The Art of Persuasion

The Go-Getter

Serial entrepreneur and business visionary Dale Partridge built a multimillion-dollar company differently than how the typical enterprise is built. He did so using seven core beliefs that he believes are the secret to creating a sustaining world:• People matter• Truth wins• Transparency frees• Authenticity attracts• Quality speaks• Generosity returns• Courage sustainsAnd now he is not alone. Every day major headlines tell the story of a new and better American marketplace. Established corporations have begun reevaluating the quality of their products, the ethics of their supply chain, and how they can give back. Meanwhile, millions of entrepreneurs who want a more responsible and compassionate marketplace have launched a new breed of socially focused business models. And you can too! In People Over Profit, find the courage to value honesty over deception, transparency over secrecy, authenticity over hype, and ultimately, people over profit.

First published in 1921 by American newspaper magnate and leading newspaper publisher William Randolph Hearst, The Go-Getter is the timeless and moving parable of World War I veteran Bill Peck who uses a winning combination of integrity, fortitude, enthusiasm, and accountability to excel against the odds and win a job as a manager despite his disadvantages and disabilities. Peter B. Kayne's inspiring story has lost none of its relevance. By applying the ageless lessons of The Go-Getter employees and entrepreneurs can learn to be in command of their careers and maintain their get-up-and-go.

Living in a "perfect" world without social ills, a boy approaches the time when he will receive a life assignment from the Elders, but his selection leads him to a mysterious man known as the Giver, who reveals the dark secrets behind the utopian facade.

NEW YORK TIMES BESTSELLER • Discover the steps to earning your path to fulfillment and living without regrets—from the world-renowned executive coach and New York Times bestselling author of Triggers and What Got You Here Won't Get You There ONE OF SUMMER’S BEST BUSINESS BOOKS: Inc., Society for Human Resource Management • “My life changed for the better when I started working with Marshall Goldsmith. The Earned Life is a wonderful book.”—Dr. Jim Yong Kim, served as president of the World Bank “We are living an earned life when the choices, risks, and effort we make in each moment align

with an overarching purpose in our lives, regardless of the eventual outcome.” That’s the definition of an earned life. But for many of us, that pesky final phrase is a stumbling block: “regardless of the eventual outcome.” Not being attached to the outcome goes against everything we’re taught about achievement and fulfillment in modern society. But now, in his most personal and powerful work to date, world-renowned leadership coach Marshall Goldsmith offers a dazzling but simple approach that accommodates both our persistent need for achievement and the inescapable “stuff happens” unfairness of life. Taking inspiration from Buddhism, Goldsmith reveals that the key to living the earned life, unbound by regret, requires committing to a habit of earning and, crucially, connecting that habit to something greater than the isolated achievements of careerism. By grounding our achievements in a higher aspiration, he shows, we can avoid the easy temptation to wallow in regret. Goldsmith implores readers to avoid the Great Western Disease of “I’ll be happy when. . .” He offers practical advice and exercises aimed at helping us shed the obstacles, especially the failures of imagination, that prevent us from creating our own fulfilling lives. With this book as their guide, readers can close the gap between what they plan to achieve and what they actually get done—and avoid the trap of existential regret, the kind that reroutes destinies and persecutes our memories. Packed with illuminating stories from Goldsmith’s legendary career as a coach to some of the world’s highest-achieving leaders as well as reflections on his own experiences, *The Earned Life* is a road map for ambitious people seeking a higher purpose. “Marshall Goldsmith is a wonderful coach, educator, and author.”—Albert Bourla, CEO, Pfizer

People Over Profit

A Little Story About the Five Secrets to Lasting Love

The Qualified Sales Leader

An Unorthodox Guide to Making Things Worth Making

The Reconnection

The Diary of a Young Girl

The learnings in The Qualified Sales Leader will help you and your sales team sell more, make more money and grow your career in enterprise sales. Luca Lazzaron-CRO Sprinklr Almost monthly someone asks me, “When are you going to write a book”. When I ask, “Why?”, people tell me, “Because no one has written a sales leadership book with practical, solutions to real life issues in enterprise SaaS sales forces”, Why: 62% of sales reps fail, not because they couldn’t sell but because they were assigned the wrong accounts. Sales leaders don’t align skillsets to account complexity. Sales rep attrition at most SaaS companies is over 20% Sales leaders can’t recruit A players Sales Leaders don’t coach their reps on deal advancement issues Most sales leaders are “glorified scorekeepers” Most sales leader don’t motivate their sales team They’re focused on deals, not rep competency Sales forecasts are inaccurate because most reps game the CRM system. Sales team leaders lack qualification of sales stage exit criteria Many salesforces only win 50% of their proof of concepts They can’t frame a winning POC Criteria 8 of 10 executive buyers say the sales meetings they take are a waste of time. Sales reps lack the ability to sell business value. 42% of reps in enterprise sales say one of the top 3 biggest challenges is to establish urgency. Reps don’t quantify critical business pain to create a buying influence. Reps can’t find high-level business champions, only low-level coaches They can’t find pain above the noise. Many reps find pain but can’t attract a champion They’re selfishly focused on closing a sale instead of earning trust. Most reps say they feel out of control during the sales process. Reps can’t find a champion to help them control the process. 50% of reps say they can’t overcome price objections while companies struggle to increase the average deal size. Most sales reps are vending, not selling. Their reps aren’t immersed in the customer conversation. The reps are “thinking”, not “knowing” the key elements of the customer use case Top sales leaders will find the answers to these issues and more in The Qualified Sales Leader

What would happen to your team, and your organization, if everyone knew how to change the game – and make success a daily occurrence? Companies and individuals are looking for more freedom: personal freedom, creative freedom, and freedom to rethink what work really means. From dealing with COVID-19, facing diversity issues, battling burnout, zoom fatigue and more, organizations are stretched thin and must find a way to help their employees find balance and freedom in order to thrive in these unprecedented times. In Success From Anywhere: Create Your Own Future of Work from the Inside Out, bestselling author and veteran Salesforce executive Karen Mangia delivers an eyes-wide-open discussion on the future of work and what it means to find personal and professional success in the new workforce. Whether you’re in a hybrid environment, or working from home, you know the importance of connection and teamwork. This compelling, practical guide explains how success is something organizations discover from the inside out – creating greater engagement, retention, and professional impact from a new understanding of the future of work. With commentary from business leaders like Tom Peters, as well as guidance from leading scientists like David Eagleman and Kelly McGonigal, Success From Anywhere shows professionals how to build success into every organizational design – regardless of company culture, leadership, or industry – and offers actionable insights on a range of timely and relevant subjects, including: Rethinking the foundations of what work really means, including work-life balance, the future of work, and where peak performance really comes from The origins of intolerance, and how to access greater diversity, inclusion, and belonging inside every organization Creating a high-impact culture in the anxious and stressful pandemic environment by redesigning the game – and creating your own rules How to overcome feelings of constriction and confinement, to find new possibilities, for your own career Getting past the feeling that you have to “do it all” in order to succeed Powerful scientific insights into stress-relief, battling burnout and becoming your best self Perfect for anyone wanting to create greater professional impact, whether working from home, leading a hybrid team, or just trying to access greater personal freedom, this principles-based guidebook will earn a spot in the libraries of executives, managers, leaders, and employees who care about creating innovative and inclusive organizations. Discover how to adapt to these changing times and the uncertain times ahead with a new playbook for yourself, your career, and your organization – that playbook is Success From Anywhere.

***New York Times, Wall Street Journal, and USA Today Bestseller** Tony Fadell led the teams that created the iPod, iPhone and Nest Learning Thermostat and learned enough in 30+ years in Silicon Valley about leadership, design, startups, Apple, Google, decision-making, mentorship, devastating failure and unbelievable success to fill an encyclopedia. So that's what this book is. An advice encyclopedia. A mentor in a box. Written for anyone who wants to grow at work—from young grads navigating their first jobs to CEOs deciding whether to sell their company—Build is full of personal stories, practical advice and fascinating insights into some of the most impactful products and people of the 20th century. Each quick 5-20 page entry builds on the previous one, charting Tony's personal journey from a product designer to a leader, from a startup founder to an executive to a mentor. Tony uses examples that are instantly captivating, like the process of building the very first iPod and iPhone. Every chapter is designed to help readers with a problem they're facing right now—how to get funding for their startup, whether to quit their job or not, or just how to deal with the jerk in the next cubicle. Tony forged his path to success alongside mentors like Steve Jobs and Bill Campbell, icons of Silicon Valley who succeeded time and time again. But Tony doesn't follow the Silicon Valley credo that you have to reinvent everything from scratch to make something great. His advice is unorthodox because it's old school. Because Tony's learned that human nature doesn't change. You don't have to reinvent how you lead and manage—just what you make. And Tony's ready to help everyone make things worth making.*

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.

Taking Control of the Conversation in Your Head

A Guide to Advancing Thinking Through Writing in All Subjects and Grades

High Energy Marketing

The Power of Decision

The Slight Edge

Steel Fear

Lose Regret, Choose Fulfillment

The international bestseller with a radically simple message. 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. 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 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.'

"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. Was that really what he was here to do? With 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 tale about a struggling small business 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 this revered company is now 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 that will rescue Allen & Augustine. Ben's 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 climactic vote? And can Allen & Augustine 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 introduction, a discussion guide, and a Q&A with the authors.

What is the difference between a good leader and a great one? When is positivity appropriate, and when is it toxic? How can you become the best version of yourself? These are just some of the questions that author Logan Kameron set out to answer. In his book Momentum, he explores the traits of great leaders and the fine balance between optimism and reality. With advice from people like retired American soccer player Kristine Lilly and CEO of Sports 1 Marketing David Meltzer, Kameron offers a new perspective on the concept of positivity and how you can take a leadership role to accomplish what you genuinely want for your own life. Ready to leverage an authentic mindset? Ready to master self-leadership techniques? Take just one piece of advice from this book and apply it to your own life. Following the advice of Momentum is guaranteed to add value to your day-to-day life.

Marketing your business does not need to be black magic, learn the process every successful marketing campaign goes through online.

A Thriller

Everything You Need to Know to Properly Grow Your Business Online

Winning Without Intimidation

A Little Story About a Powerful Business Idea

Adversaries into Allies

The A Method for Hiring

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

'How Full is Your Bucket?' reveals how even the briefest interactions affect your relationships, productivity, health, and longevity. Organized around a simple metaphor of a dipper and a bucket, and grounded in 50 years of research, this book will show you how to greatly increase the positive moments in your work and your life - while reducing the negative.

THE DEFINITIVE EDITION • Discovered in the attic in which she spent the last years of her life, Anne Frank's remarkable diary has since become a world classic—a powerful reminder of the horrors of war and an eloquent testament to the human spirit. Updated for the 75th Anniversary of the Diary's first publication with a new introduction by Nobel Prize – winner Nadia Murad “ The single most compelling personal account of the Holocaust ... remains astonishing and excruciating. ” —The New York Times Book Review In 1942, with Nazis occupying Holland, a thirteen-year-old Jewish girl and her family fled their home in Amsterdam and went into hiding. For the next two years, until their whereabouts were betrayed to the Gestapo, they and another family lived cloistered in the “ Secret Annex ” of an old office building. Cut off from the outside world, they faced hunger, boredom, the constant cruelties of living in confined quarters, and the ever-present threat of discovery and death. In her diary Anne Frank recorded vivid impressions of her experiences during this period. By turns thoughtful, moving, and amusing, her account offers a fascinating commentary on human courage and frailty and a compelling self-portrait of a sensitive and spirited young woman whose promise was tragically cut short.

The Slight Edge is a way of thinking, a way of processing information that enables you to make the daily choices that will lead you to the success and happiness you desire. Learn why some people make dream after dream come true, while others just continue dreaming and spend their lives building dreams for someone else. It's not just another self-help motivation tool of methods you must learn in order to travel the path to success. It shows you how to create powerful results from the simple daily activities of your life, by using tools that are already within you. In this 8th anniversary edition you'll read not only the life-changing concepts of the original book, but also learn what author Jeff Olson discovered as he continued along the slight edge path: the Secret to Happiness and the Ripple Effect. This edition of The Slight Edge isn't just the story, but also how the story continues to create life-altering dynamics--how a way of thinking, a way of processing information, can impact daily choices that will lead you to the success and happiness you desire. The Slight Edge is "the key" that will make all the other how-to books and self-help information that you read, watch and hear actually work.

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 adding value to their lives--ultimately leads to unexpected returns. 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.

Succeeding from Anywhere

Network Your Everyday Contacts Into Sales

The Writing Revolution

The Go-Giver

A Little Story About a Powerful Business Idea (Go-Giver, Book 1)

Unreasonable Hospitality

The Earned Life

National Bestseller Essential lessons in hospitality for every business, from the former co-owner of legendary restaurant Eleven Madison Park. Will Guidara was twenty-six when he took the helm of Eleven Madison Park, a struggling two-star brasserie that had never quite lived up to its majestic room. Eleven years later, EMP was named the best restaurant in the world. How did Guidara pull off this unprecedented transformation? Radical reinvention, a true partnership between the kitchen and the dining room—and memorable, over-the-top, bespoke hospitality. Guidara's team surprised a family who had never seen snow with a magical sledding trip to Central Park after their dinner; they filled a private dining room with sand, complete with mai-tais and beach chairs, to console a couple with a cancelled vacation. And his hospitality extended beyond those dining at the restaurant to his own team, who learned to deliver praise and criticism with intention; why the answer to some of the most pernicious business dilemmas is to give more—not less; and the magic that can happen when a busser starts thinking like an owner. Today, every business can choose to be a hospitality business—and we can all transform ordinary transactions into extraordinary experiences. Featuring sparkling stories of his journey through restaurants, with the industry's most famous players like Daniel Boulud and Danny Meyer, Guidara urges us all to find the magic in what we do—for ourselves, the people we work with, and the people we serve.

The Go-Giver, Expanded Edition A Little Story About a Powerful Business Idea (Go-Giver, Book 1) Portfolio

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 • “Sensationally 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
LONGLISTED FOR THE FINANCIAL TIMES & MCKINSEY BUSINESS BOOK OF THE YEAR “I often talk about the importance of trust when it comes to work: the trust of your employees and building trust with your customers. This book provides a blueprint for how to build and maintain that trust and connection in a digital environment.” —Eric S. Yuan, founder and CEO of Zoom A Harvard Business School professor and leading expert in virtual and global work provides remote workers and leaders with the best practices necessary to perform at the highest levels in their organizations. The rapid and unprecedented changes brought on by Covid-19 have accelerated the transition to remote working, requiring the wholesale migration of nearly entire companies to virtual work in just weeks, leaving managers and employees scrambling to adjust. This massive transition has forced companies to rapidly advance their digital footprint, using cloud, storage, cybersecurity, and device tools to accommodate their new remote workforce. Experiencing the benefits of remote working—including nonexistent commute times, lower operational costs, and a larger pool of global job applicants—many companies, including Twitter and Google, plan to permanently incorporate remote days or give employees the option to work from home full-time. But virtual work has its challenges. Employees feel lost, isolated, out of sync, and out of sight. They want to know how to build trust, maintain connections without in-person interactions, and a proper work/life balance. Managers want to know how to lead virtually, how to keep their teams motivated, what digital tools they’ll need, and how to keep employees productive. Providing compelling, evidence-based answers to these and other pressing issues, Remote Work Revolution is essential for navigating the enduring challenges teams and managers face. Filled with specific actionable steps and interactive tools, this timely book will help team members deliver results previously out of reach. Following Neeley’s advice, employees will be able to break through routine norms to successfully use remote work to benefit themselves, their groups, and ultimately their organizations.

Magic Blue Rocks

Who

Looking Back

Endless Referrals

Subtle Skills. Big Results.

Break the System, Live with Purpose, Be More Successful

The Definitive Edition

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.

Why you need a writing revolution in your classroom and how to lead it The Writing Revolution (TWR) provides a clear method of instruction that you can use no matter what subject or grade level you teach. The model, also known as The Hochman Method, has demonstrated, over and over, that it can turn weak writers into strong communicators by focusing on specific techniques that match their needs and by providing them with targeted feedback. Insurmountable as the challenges faced by many students may seem, The Writing Revolution can make a dramatic difference. And the method does more than improve writing skills. It also helps: Boost reading comprehension Improve organizational and study skills Enhance speaking abilities Develop analytical capabilities

The Writing Revolution is as much a method of teaching content as it is a method of teaching writing. There's no separate writing block and no separate writing curriculum. Instead, teachers of all subjects adapt the TWR strategies and activities to their current curriculum and weave them into their content instruction. But perhaps what's most revolutionary about the TWR method is that it takes the mystery out of learning to write well. It breaks the writing process down into manageable chunks and then has students practice the chunks they need, repeatedly, while also learning content.

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.

In this fascinating, moving autobiography, Lois Lowry explores her rich history through personal photographs, memories, and recollections of her childhood. Lowry's writing often transports readers into other worlds. Now, we have the rare opportunity to travel into a real world that is her own—her life. This new edition features a refreshed design, an introduction by New York Times best-selling author Alice Hoffman, and original material from Lois as she shares memories from the past twenty years of her life, including the making of the film, The Giver. Readers will find inspiration and insight in this poignant trip through a legendary writer's past.

The Go-Giver Influencer

Remote Work Revolution

Rhinoceros Success

A Little Story About What Matters Most in Business

A Step-by-Step Program to Overcome Indecision and Live Without Failure Forever

The Giver

The Remarkable Power of Giving People More Than They Expect

TAKE CONTROL OF YOUR THOUGHTS Not mastering the voices in your head will eat away at your self-worth, poison your relationships, stunt your growth as a person, and complicate your life. You will often find yourself going to bed angry, waking in a panic, getting up feeling exhausted, and then blindly repeating the cycle all over again. YOU CAN FIND PEACE OF MIND. In The Four Voices, you're going to learn how to identify those voices and conquer the feelings that keep dragging you down. With God's help, you can set your heart and mind free.

Takes a look at the twentieth century's most revolutionary businesspeople, covering a diverse group of entrepreneurs from Henry Ford to Oprah Winfrey, and reveals what each contributed to business history and culture.

Questions... ? demand answers ? stimulate thinking ? give us valuable information ? put us in control ? get people to open up ? lead to quality listening ? get people to sell themselves They're an essential tool of the seeker and the problem-solver, and in our personal and professional lives, they can make the difference between getting what we want and going without. Questions have power-and by harnessing that power, we can change our world. This unique book reveals the seven powers of questions-and shows how to use them most effectively. Learn how questions can improve relationships, help determine what people really want, uncover opportunities, persuade others, and get more out of every business or personal encounter.

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

Momentum: How You Can Leverage Positivity and Leadership to Live a Life Worth Living

A Story That Tells You How to be One

How Full is Your Bucket?

The Secret to Doing Anything

Create Your Own Future of Work from the Inside Out

The Go-Giver Marriage

Success From Anywhere