

Cousins Maine Lobster How One Food Truck Became A Multimillion Dollar Business

Innovative and wholesome recipes—from toasts to desserts—for living your best avo life, from Brooklyn’s Avocaderia, the world’s first avocado bar. New York City’s buzzy all-avocado bar, Avocaderia, became an overnight success and instant global destination when it opened in early 2017. Avo-lovers come from all over the city—and the world—to sample the restaurant’s healthy and unique eats that are as beautiful as they are tasty. For restaurateurs Alessandro Biggi, Francesco Brachetti, and Alberto Gramigni, the avocado isn’t just a superfood packed with nutrients and heart-healthy fat—it’s a versatile ingredient that gets people excited about eating well. Now readers can bring the Avocaderia experience home, whether it’s to make one of the restaurant’s signature dishes, like the Avo Burger, or to try their hand at inventive new offerings, like Avo Tartare. With flavor inspiration from around the world, from Mexico to Italy to Morocco, this book offers super-delicious, clean-eating dishes that will take you beyond toast and guacamole (though the restaurant’s creative interpretations on classic favorites are also included!) to satisfy every craving: Baked Avocado with Egg and Crunchy Parm Roasted Roots Farro Bowl Guac-Fried Tots with Pico de Gallo Zucchini Spaghetti with Avocado Pesto Avo-Lime Cheesecake Imaginative and playful, this book delivers recipes that nourish your heart, stomach, and soul. Get ready to spread the love. “This book will boost your avocado creativity so you’ll never slip into that avocado toast rut or make the same ol’ guac day after day.”—Faith Middleton, host of Faith Middleton Food Schmooze, WNPR “Good for avocado aficionados looking for new tricks.”—AM New York
The Great Recession threatened the well-being of tens of millions of Americans, dramatically weakened the working class, hollowed out the middle class, and strengthened the position of the very wealthy. Against this backdrop, the hit reality show Shark Tank premiered in 2009. Featuring ambitious entrepreneurs chasing support from celebrity investors, the show offered a version of the American Dream that still seemed possible to many, where a bright idea and a well-honed pitch could lift a bootstrap business to new heights of success. More than a decade later, Shark Tank still airs regularly on multiple networks, and its formula has sparked imitators everywhere, from elite universities to elementary school classrooms. In Entertaining Entrepreneurs, Daniel Horowitz shows how Shark Tank’s version of entrepreneurship disguises and distorts the opportunities and traps of capitalism. Digging into today’s cult of the entrepreneur, Horowitz charts its rise from the rubble of economic crisis and its spread as a mainstay of American culture, and he explores its flawed view of what it really takes to succeed in business. Horowitz offers more than a look at one television phenomenon. He is the perfect guide to the portrayal of entrepreneurship in business school courses, pitch competitions, popular how-to books, and scholarly works, as well as the views of real-world venture capitalists.

A novel of a down-and-out New England family that “seizes the reader on its opening page with . . . a knock-about country humor unmistakably its own” (Newsweek). There are families like the Beans all over America. They live on the wrong side of town in mobile homes strung with Christmas lights all year round. The women are often pregnant, the men drunk and just out of jail, and the children too numerous to count. In this novel that “pulses with kinetic energy,” we meet the God-fearing Earlene Pomerleau, and experience her obsession with the whole swarming Bean tribe (Newsweek). There is cousin Rubie, a boozey and a brawler; tall Aunt Roberta, the earth mother surrounded by countless clinging babies; and Beal, sensitive, often gentle, but doomed by the violence within him. In The Beans of Egypt, Maine, Carolyn Chute—whose jobs included waitress, chicken factory worker, and hospital floor scrubber before gaining renown as a prize-winning novelist—creates “a fictional world so vivid and compelling that one feels at a loss when it ends. The Beans belong with the Snopes clan of Faulkner’s Yoknapatawpha County, with Erskine Caldwell’s white Southerners, and with the rural blacks of Alice Walker’s The Color Purple” (San Jose Mercury News). Books, beach roses... and bodies. Bookseller and recent divorcee Max Sayers has risked her life savings to start a fresh chapter with the purchase of Seaside Cottage Books in cozy Snug Harbor, Maine. But she’s barely opened the shop’s doors when her new storybook life takes a dark turn. The morning after the grand opening—featuring a famous author who shows up at the store on the arm of Max’s ex-husband—Max’s rescue dog Winston finds a dead man on the beach behind the shop. The murder weapon? An antique flation doorstop... from Max’s bookstore.Will Max solve the case before the murderer strikes again? Or will her bright new beginning turn into a killer of an ending?

Adventures in Professional Gluttony

Stern Men

Maine

Shark Tank Jump Start Your Business

Fresh Summer Flavors from the Boardwalk and Beyond

The Book of Eating

The Maine Birthday Book

One of the most pressing concerns of environmentalists and policy makers is the overexploitation of natural resources. Efforts to regulate such resources are too often undermined by the people whose livelihoods depend on their use. One of the great challenges for wildlife managers in the twenty-first century is learning to create the conditions under which people will erect effective and workable rules to conserve those resources. James M. Acheson, author of the best-selling Lobster Gangs of Maine (the seminal work on the culture and economics of lobster fishing), here turns his attention to the management of the lobster industry. In this illuminating new book, he shows that resource degradation is not inevitable. Indeed, the Maine lobster fishery is one of the most successful fisheries in the world. Catches have been stable since World War II, and record highs have been achieved since the late 1980s. According to Acheson, these high catches are due, in part, to the institutions generated by the lobster-fishing industry to control fishing practices. These rules are effective. Rational choice theory frames Acheson’s down-to-earth study. Rational choice theorists believe that the overexploitation of marine resources stems from their common-pool nature, which results in collective action problems. In fisheries, what is rational for the individual fishermen can lead to disaster for the society. The progressive Maine lobster industry, lobster fishermen, and local groups have solved a series of such problems by creating three different sets of regulations: informal territorial rules; rules to control the number of traps; and formal conservation legislation. In recent years, the industry has successfully influenced new regulations at the federal level and has developed a strong co-management system with the Maine government. The process of developing these rules has been quite acrimonious; factions of fishermen have disagreed over lobster rules designed to give commercial advantage to one group or another. Although fishermen and scientists have come to share a conservation ethic, they often disagree over how to best conserve the lobster and even the quality of science. The importance of Capturing the Commons is twofold: it provides a case study of the management of one highly successful fishery, which can serve as a management model for policy makers, politicians, and local communities; and it adds to the body of theory concerning the conditions under which people will and will not devise institutions to manage natural resources. The “wonderful first novel about life, love, and lobster fishing” (USA Today) from the #1 bestselling author of Eat Pray Love, Big Magic and City of Girls Off the coast of Maine, Ruth Thomas is born into a feud fought for generations by two groups of local lobstermen over fishing rights for the waters that lie between their respective islands. At eighteen, she has returned from boarding school-smart as a whip, feisty, and irredeemably unromantic-determined to throw over her education and join the "stern men"working the lobster boats. Gilbert utterly captures the American spirit through an unforgettable heroine who is destined for greatness-and love-despite herself in this the critically acclaimed debut.

A wildly hilarious and irreverent memoir of a globe-trotting life lived meal-to-meal by one of our most influential and respected food critics As the son of a diplomat growing up in places like Hong Kong, Taiwan, and Japan, Adam Platt didn’t have the chance to become a picky eater. Living, traveling, and eating in some of the most far-flung locations around the world, he developed an eclectic palate and a nuanced understanding of cultures and cuisines that led to some revelations which would prove important in his future career as a food critic. In Tokyo, for instance—“a kind of paradise for nose-to-tail cooking”—he learned that “if you’re interested in telling a story, a hair-raisingly bad meal is much better than a good one.” From dim sum in Hong Kong to giant platters of Peking duck in Beijing, fresh-baked croissants in Paris and pierogi on the snowy streets of Moscow, Platt takes us around the world, re-tracing the steps of a unique, and lifelong, culinary education. Providing a glimpse into a life that has intertwined food and travel in exciting and unexpected ways, The Book of Eating is a delightful and sumptuous trip that is also the culinary coming-of-age of a voracious eater and his eventual ascension to become, as he puts it, “a professional glutton.”

A founder of the Corcoran Group real estate company describes her hard-working childhood and the lessons she learned from her mother and through her business experiences that enabled her to become one of the most successful entrepreneurs in the country. Originally published as Use What You’ve Got. Reprint. 100,000 first printing.

The Transforming Power of Hospitality in Business

Avocado Recipes for a Healthier, Happier Life

New England Soups from the Sea: Recipes for Chowders, Bisques, Boils, Stews, and Classic Seafood Medleys

How to Launch and Grow a Business from Concept to Cash

And Other Lessons I Learned from My Mom

How to Build the Maine Lobsterboat

Recipes from My Family to Yours

From the co-founders of the smash hit Cousins Maine Lobster food trucks comes a business book revealing to new entrepreneurs how the authors built their brand through integrity and authenticity. In early 2012, Jim Tselikis visited L.A. and met up with his cousin Sabin Lomac. Over a few drinks they waxed nostalgic about their childhood in Maine, surrounded by family, often elbow deep in delicious lobster while gathered around the picnic table. From this strong memory was born the very first Cousins Maine Lobster food truck. Smart, authentic marketing, and sustainable, delicious ingredients helped turn that one food truck into an overnight sensation. Then, in just three years, they went from a single food truck to a nationally-franchised legion of trucks, an online delivery service, and a brick-and-mortar restaurant, grossing over \$15 million dollars in sales a year. Start-up fever has taken hold of America, and there are hundreds of books to teach readers how to become an entrepreneur; this is the first book to answer the question: What’s next? At each step, Jim and Sabin were faced with hard decisions—opening each new food truck carefully instead of rushing to meet the demand; turning down a six-figure franchise offer because it came from someone who didn’t support their vision; turning down Shark Tank (twice) until they could insist on participating only if Barbara Corcoran was one of the Sharks. Now Jim and Sabin teach readers how they, too, can reach the next level of success in their own businesses, without having to compromise themselves.

A comedy writer on the television show "Chelsea Lately" shares her misadventures with married life and parenthood, describing her relationship with next-door parents, her baby-seeking sister, and judgmental neighborhood moms.

Go back to the basics in the kitchen and rediscover the joy of cooking with simple tools and fresh local and seasonal ingredients. A complete guide to the essentials of home cooking from the popular cooking school at Maine’s Salt Water Farm. Good cooking has nothing to do with fancy equipment, complicated recipes, or trendy, hard-to-find ingredients. The fundamentals are really quite simple: it’s about instinct, technique, and freshness. Annemarie Ahearn, dubbed by Food & Wine Magazine as someone "changing the way America eats," believes that developing these essential skills can lead to a greater sense of confidence and fulfillment in the kitchen. Her credo: 1) Grow at least some of your own food to establish a deeper connection with the earth that provides your nutrition, 2) Be familiar with a range of cooking techniques so you can develop flexibility and intuition in the kitchen, and 3) Master the age-old cooking skills that will serve you your whole lifetime--cooking in cast iron, sharpening knives, and using a mortar and pestle. With these classic skills under your belt, and with 75 tried-and-true seasonal recipes, you'll be on your way to putting consistently delicious, satisfying meals on the table every day while you learn to fall in love with the process.

"Parade" magazine's resident genius compiles the best of her question-and-answer column that logically tackles the mysteries of the universe, brainteasers, and unique insights

The Lost Kitchen

The Dearly Beloved

Food Lovers' Guide to® Los Angeles

A Killer Ending

Devising Institutions to Manage the Maine Lobster Industry

Some Material Not Suitable for Small Children, Nuns, Or Mature Adults

Why Hospitals Should Fly

The bestselling business book from award-winning restaurateur Danny Meyer, of Union Square Cafe, Gramercy Tavern, and Shake Shack Seventy-five percent of all new restaurant ventures fail, and of those that do stick around, only a few become icons. Danny Meyer started Union Square Cafe when he was 27, with a good idea and hopeful investors. He is now the co-owner of a restaurant empire. How did he do it? How did he beat the odds in one of the toughest trades around? In this landmark book, Danny shares the lessons he learned developing the dynamic philosophy he calls Enlightened Hospitality. The tenets of that philosophy, which emphasize strong in-house relationships as well as customer satisfaction, are applicable to anyone who works in any business. Whether you are a manager, an executive, or a waiter, Danny’s story and philosophy will help you become more effective and productive, while deepening your understanding and appreciation of a job well done. Setting the Table is landmark a motivational work from one of our era’s most gifted and insightful business leaders.

Andie Miller may have made a terrible mistake in moving back to Lobster Bay. Andie always wanted something more than small-town beach life. That’s why she worked so hard at her prestigious career as an antique appraiser in New York City. She does have one regret though, she never got to make that one big important antique find of a lifetime. Now that her mother’s illness has brought her back to Lobster Bay, it’s unlikely she ever will. But even though she appreciates spending time with her aging mother and loves that she’s reconnected with her sister, Jane, Andie needs something more. When an unusual opportunity presents itself, Andie is excited... until she finds out the fate of her new project is in the hands of unscrupulous town historian Damien Carruthers. Andie caught him ripping off little old ladies, and he’s giddy with excitement at the prospect of ruining her new plans. Then there’s her old high school flame, Shane Flannery. Even though Andie was the one to break things off decades ago, she never really got over him. Shane is back in town too, but unfortunately he doesn’t seem to be the least bit interested in her. Shane’s Aunt Mary, on the other hand, has taken quite a liking to Andie. Mary would love to see Shane and Andie together. Mary and Andie have gotten close. But Mary is nursing a painful headache - she had a falling out with her daughter years ago and they haven’t spoken since. Can Andie help fill that hole? Jules Whittier messed up her life. That’s how she ended up cutting hair in her great-aunt Mary’s hair salon. She blew her big chance, but it wasn’t totally her fault. She had some help in the form of her two cousins whom she hasn’t spoken to since. When she sees things turn around for Andie, she wonders if it can happen for her too, or is it too late? Return to Lobster Bay and check in with old friends Jane, Claire and Maxi and make some new friends too!

Cousins Maine LobsterHow One Food Truck Became a Multimillion-Dollar BusinessSt. Martin’s Press

In her best-selling debut, Commencement, J. Courtney Sullivan explored the complicated and contradictory landscape of female friendship. Now, in her highly anticipated second novel, Sullivan takes us into even richer territory, introducing four unforgettable women who have nothing in common but the fact that, like it or not, they’re family. For the Kellehers, Maine is a place where children run in packs, showers are taken outdoors, and old Irish songs are sung around a piano. Their beachfront property, won on a barroom bet after the war, sits on three acres of sand and pine nestled between stretches of rocky coast, with one tree bearing the initials “A.H.” At the cottage, built by Kelleher hands, cocktail hour follows morning mass, nosy grandchildren snoop in drawers, and decades-old grudges simmer beneath the surface. As three generations of Kelleher women descend on the property one summer, each brings her own hopes and fears. Maggie is thirty-two and pregnant, waiting for the perfect moment to tell her imperfect boyfriend the news; Ann Marie, a Kelleher by marriage, is channeling her domestic frustration into a dollhouse obsession and an ill-advised crush; Kathleen, the black sheep, never wanted to set foot in the cottage again; and Alice, the matriarch at the center of it all, would trade every floorboard for a chance to undo the events of one night, long ago. By turns wickedly funny and achingly sad, Maine unveils the sibling rivalry, alcoholism, social climbing, and Catholic guilt at the center of one family, along with the abiding, often irrational love that keeps them coming back, every summer, to Maine and to each other.

Setting the Table

The Maine Point

Fried Green Tomatoes at the Whistle Stop Cafe

Start, Grow, and Succeed in the Mobile Food Business

Renegade Server

A Novel

If You Don't Have Big Breasts, Put Ribbons on Your Pigtails

The Freedom, Maine, restaurateur and chef shares one hundred seasonal recipes that celebrate small-town America, including such offerings as squid stuffed with sausage, rib eye steaks, and fried rabbit.

From the Cooking Channel host and Saved by the Bell actress, recipes “more than delicious enough to bring everyone running to the table” (Chef Ludo). Tiffani Thiessen is beloved for her roles in Saved by the Bell and Beverly Hills 90210, but she’s also known as the host of the Cooking Channel series Dinner at Tiffani’s. Each episode showcased her classic-with-a-twist recipes and knack for hosting a good time. For three seasons, Tiffani’s fans were able to fall in love with her all over again. Now, in Pull Up a Chair, readers can bring home Tiffani’s delicious food and warm hospitality. The 125 recipes in this debut cookbook are the kind that bring people together. Whether it’s Stuffed French Toast or her husband Brady’s Favorite Short Rib Enchiladas for family-friendly meals, Curried Deviled Eggs or Boozy Date Milkshakes for special-occasion treats, or Mom’s Cream Cheese Pie—because you can’t forget dessert! With recipes and tips for pleasing the pickiest of eaters, feeding a crowd or pulling off a party in your PJs, plus gorgeous photography, Pull Up a Chair will be the book that fans and avid home cooks alike will want to include in their collection. “Stunning . . . I’m pulling up a chair, reading this book cover to cover, and getting in the kitchen to cook up some of these mouthwatering recipes.”—Valerie Bertinelli “Not only is Tiffani an incredible cook with a true passion for all that is epicurean, she is an incredible parent and wife; and she does it all with an authentic joy and kindness.”—Matt Bomer, Golden Globe Award-winning actor

An urgent, on-the-scene account of chaos and compassion on the front lines of ground zero for Covid-19, from a senior doctor at New York City’s busiest emergency room “Remarkable and inspiring . . . We’re lucky to have this vivid firsthand account.”—A. J. Jacobs, bestselling author of The Year of Living Biblically When former New York Times journalist Dan Koeppel texted his cousin Robert Meyer, a twenty-year veteran of the emergency room at Montefiore Medical Center in the Bronx, at the beginning of the Covid-19 crisis in the United States, he expected to hear that things were hectic. On a scale of 1 to 10, 10 being overwhelmed, where do you think you are? Koeppel asked. Meyer’s grave reply—100—was merely the cusp of the crisis that would soon touch every part of the globe. In need of an outlet to process the trauma of his working life over the coming months, Meyer continued to update Koeppel with what he’d seen and whom he’d treated. The result is an intimate record of historic turmoil and grief from the perspective of a remarkably resilient ER doctor. Every Minute Is a Day takes us into a hospital ravaged by Covid-19 and is filled with the stories of promises made that may be impossible to keep, of life or death choices for patients and their families, and of selflessness on the part of medical professionals who put themselves at incalculable risk. As fast-paced and high-tempo as the ER in which it takes place, Every Minute Is a Day is at its core an incomparable firsthand account of unrelenting compassion, and a reminder that every human life deserves a chance to be saved.

Fall in love with Lucky! This amazing hardcover picture book is a true story about Lucky, a little puppy that only Christy Gardner, an Army Veteran who has two prosthetic legs, saw potential in. He was a little puppy born with an unusual front leg. Others saw him with a flaw, Christy saw him with lots of love to give. She was already training puppies to become service/therapy dogs. The story of Lucky is that of a special puppy with an incredible personality and a special mission. Who knows what his fate would have been if Christy had not given him a helping hand? You see, Lucky was a puppy that no one wanted to care for. Christy immediately felt a connection with him. Read how Christy and her service dog, Moxie, took Lucky into their home. He will warm your heart and put a smile on your face. Moxie teaches Lucky that he can do things like other puppies can, he just has to figure out his own way. This story is about anti-bullying, and that being different is ok, and to never, never give up...happy trails!

Nakedly Covered

Recipes from Land and Sea

American Nations

Kitchen Skills and Seasonal Recipes from Salt Water Farm

A History of the Eleven Rival Regional Cultures of North America

How One Food Truck Became a Multimillion-Dollar Business

My Inappropriate Life

A magical adventure Karen’s family is having a reunion in Maine. Karen meets her cousin Diana for the first time. Diana is a lot of fun. Together the cousins explore the old house. They even find a hidden garden. Karen and Diana fix up the garden. Soon it looks beautiful. Special things happen when they are there. Could the garden be magical, too?

Three generations of women converge on the family beach house in this wickedly funny, emotionally resonant story of love and dysfunction.

"Nakedly Covered" is a collection of love via structured words paying homage to Black men and boys, along with a myriad of thoughts about love, living, legacy, wonder, healing and humanity in haiku.

From Rhode Island to Maine—80 locally inspired seafood recipes that honor the coastal traditions of America’s northeast. Few dishes conjure as much New England nostalgia as clam chowder. But the northeast coast of America can stir up even more creative soups and stews than this traditional favorite. From forgotten classics like clam chowder’s Portuguese-influenced cousin, and fresh new flavors like Autumn Monkfish Stew, Malty Mussels Soup, and seasonal clam boils, this comprehensive cookbook embraces the locavore movement and sustainable seafood to

expand our soup horizons. Complete with easy recipes for seafood broths and stocks, 33 native fish and shellfish profiles, and advice on how to befriend your local fisherman, New England Soups from the Sea will have readers feeling confident in their seafood knowledge and how to invent their own soups from New England’s ocean bounty. Paired with bright photography and the welcoming voice of a local New Englander, food writer Craig Fear boils all the charm of a seaside town into delicious, warming flavors.

Boatbuilding Down East

The Best Restaurants, Markets & Local Culinary Offerings

Avocaderia

The Jersey Shore Cookbook

The Food Truck Handbook

The Beans of Egypt, Maine

Little Guy, BIG Mission

Folksy and fresh, endearing and affecting, Fried Green Tomatoes at the Whistle Stop Cafe is a now-classic novel about two women: Evelyn, who’s in the sad slump of middle age, and gray-headed Mrs. Threadgoode, who’s telling her life story. Her tale includes two more women—the irrepressibly daredevilish tomboy Idgie and her friend Ruth—who back in the thirties ran a little place in Whistle Stop, Alabama, offering good coffee, southern barbecue, and all kinds of love and laughter—even an occasional murder. And as the past unfolds, the present will never be quite the same again. Praise for Fried Green Tomatoes at the Whistle Stop Cafe “A real novel and a good one [from] the busy brain of a born storyteller.”—The New York Times “Happily for us, Fannie Flagg has preserved [the Threadgoodes] in a richly comic, poignant narrative that records the exuberance of their lives, the sadness of their departure.”—Harper Lee “This whole literary enterprise shines with honesty, gallantry, and love of perfect details that might otherwise be forgotten.”—Los Angeles Times “Funny and macabre.”—The Washington Post “Courageous and wise.”—Houston Chronicle How to start, grow, and succeed in the food truck business. Food trucks have become a wildly popular and important part of the hospitality industry. Consumers are flocking to these mobile food businesses in droves, inspiring national food truck competitions and even a show dedicated to the topic on The Food Network. The relatively low cost of entry as compared to starting a restaurant, combined with free and low-cost ways to market them to the masses via platforms like social media, are just two of the reasons that food truck business are drawing in budding entrepreneurs. Author David Weber, a food truck advocate and entrepreneur himself, is here to offer his practical, step-by-step advice to achieving your mobile food mogul dreams in The Food Truck Handbook. This book cuts through all of the hype to give both hopeful entrepreneurs and already established truck owners an accurate portrayal of life on the streets. From concept to gaining a loyal following to preventative maintenance on your equipment this book covers it all. Includes profiles of successful food trucks, detailing their operations, profitability, and scalability. Establish best practices for operating your truck using one-of-a-kind templates for choosing vending locations, opening checklist, closing checklist, and more. Create a sound business plan complete with a reasonable budget and finding vendors you can trust; consider daily operations in detail from start to finish, and ultimately expand your business. Stay lean and profitable by avoiding the most common operating mistakes. Author David Weber is Founder and President of the NYC Food Truck Association (NYCFTA), which brings together small businesses that own and operate premium food trucks in NYC focused on innovation in hospitality, high quality food, and community development.

The Best Restaurants, Markets & Local Culinary Offerings The ultimate guides to the food scene in their respective states or regions, these books provide the inside scoop on the best places to find, enjoy, and celebrate local culinary offerings. Engagingly written by local authorities, they are a one-stop for residents and visitors alike to find producers and purveyors of tasty local specialties, as well as a rich array of other, indispensable food-related information including: • Favorite restaurants and landmark eateries • Farmers markets and farm stands • Specialty food shops, markets and products • Food festivals and culinary events • Places to pick your own produce • Recipes from top local chefs • The best cafes, taverns, wineries, and brewpubs

This best-seller by Tim Kirkland details creative ways for full-service restaurant servers, bartenders, managers and owners to sell more, serve better, and build repeat business with every customer. The #1 tool in North America for exploding tips and increasing customer loyalty! Used in over 20,000 full-service restaurants, bars and hotels worldwide. Over 300 ways to build sales, improve service and exponentially increase your personal income. The Renegade Server provides fresh, unique insights on how servers can better engage customers on a personal level and use those connections to drive sales, improve service and develop repeat business. Front-line service teams, managers and owners alike will benefit from The Renegade Server’s powerful, easily-applied techniques for determining every Guests’ unique expectations and exceeding them every time. You will learn: - Why the 'Up-Sell' is DEAD. - Why people no longer bade thir tips on quality of service. - The 10 commonly used phrases that kill service, sales AND tips. - How to ditch pushy, outdated sales techniques and explode tip income with tools that WORK. - The 4 secrets for discovering each guest’s unique expectations and EXCEEDING them every time. PLUS: - 10 scientifically proven techniques for increasing tip percentages. - 60 BONUS service techniques that will blow away your guests!

Full Moon Suppers at Salt Water Farm

Karen’s Magic Garden (Baby-Sitters Little Sister #76)

--Veterans and Small Business

Modern Country Cooking

Lucky

Pull Up a Chair

A Seaside Cottage Books Cozy Mystery

Full Moon Suppers at Salt Water Farm invites you to a series of magical, seasonal suppers where dear friends gather around a farm table to celebrate the bounty that the land and sea provide. This menu-driven cookbook offers twelve beautifully crafted meals derived from more than one hundred sold-out evening events at Salt Water Farm, the author ’ s cooking school in Maine. Even if you can ’ t make it to one of Annemarie ’ s monthly Full Moon Suppers, you can re-create them at home, beneath a full moon—or any night—for family and friends. Each supper includes a portrait of the month: its climate, its rewards, and its ritual kitchen tasks—and a menu inspired by those characteristics. A Full Moon Supper is not only a celebration of the earth and its bounty but a reward for the hard work that goes into food production. These meals pay respect to the elements, the conditions of the earth, soil, and sea, and seasonal traditions as we round the lunar cycle.

• A New Republic Best Book of the Year • The Globalist Top Books of the Year • Winner of the Maine Literary Award for Non-fiction • Particularly relevant in understanding who voted for who in this presidential election year, this is an endlessly fascinating look at American regionalism and the eleven “ nations ” that continue to shape North America According to award-winning journalist and historian Colin Woodard, North America is made up of eleven distinct nations, each with its own unique historical roots. In American Nations he takes readers on a journey through the history of our fractured continent, offering a revolutionary and revelatory take on American identity, and how the conflicts between them have shaped our past and continue to mold our future. From the Deep South to the Far West, to Yankeedom to El Norte, Woodard (author of American Character: A History of the Epic Struggle Between Individual Liberty and the Common Good) reveals how each region continues to uphold its distinguishing ideals and identities today, with results that can be seen in the composition of the U.S. Congress or on the county-by-county election maps of any hotly contested election in our history.

A 52-page hardcover children’s book celebrating the wildlife, geography and magic of Maine through the birthday stories and special wishes of animal friends, The Maine Birthday Book is from the imagination of Maine native, Tonya Shevenell, with watercolor illustrations by Laura Winslow. Birthday stories abound when a thoughtful chickadee asks his friends from all over Maine’s woods, waterways and wilderness a special question: what do you wish for? Join Doodles, a puffin from Knox County; Socks, a black bear from Penobscot County; Chester, a snowshoe hare from Franklin County and the rest of the animal friends for a party to be enjoyed any day of the year.

"Required Reading," The New York Post From the co-founders of the smash hit Cousins Maine Lobster food trucks comes a business book revealing to new entrepreneurs how the authors built their brand through integrity and authenticity. In early 2012, Jim Tselikis visited L.A. and met up with his cousin Sabin Lomac. Over a few drinks they waxed nostalgic about their childhood in Maine, surrounded by family, often elbow deep in delicious lobster while gathered around the picnic table. From this strong memory was born the very first Cousins Maine Lobster food truck. Smart, authentic marketing, and sustainable, delicious ingredients helped turn that one food truck into an overnight sensation. Then, in just three years, they went from a single food truck to a nationally-franchised legion of trucks, an online delivery service, and a brick-and-mortar restaurant, grossing over \$15 million dollars in sales a year. Start-up fever has taken hold of America, and there are hundreds of books to teach readers how to become an entrepreneur; this is the first book to answer the question: What ’ s next? At each step, Jim and Sabin were faced with hard decisions—opening each new food truck carefully instead of rushing to meet the demand; turning down a six-figure franchise offer because it came from someone who didn ’ t support their vision; turning down Shark Tank (twice) until they could insist on participating only if Barbara Corcoran was one of the Sharks. Now Jim and Sabin teach readers how they, too, can reach the next level of success in their own businesses, without having to compromise themselves.

Entertaining Entrepreneurs

A Collection of Haiku by Freedom Clay

The Ultimate Flight Plan to Patient Safety and Quality Care

Recipes and a Good Life Found in Freedom, Maine

Reality TV’s Shark Tank and the American Dream in Uncertain Times

Capturing the Commons

Ask Marilyn

Forget trawling your phone for ideas—all the best food in LA is right here There are over 8,000 restaurants in the greater Los Angeles area. From the old school glitz and glamour of Musso & Frank’s in the heart of Hollywood, to a Jonathan Gold- approved Vietnamese mom- and- pop cafe located in a strip mall in the Valley, LA can satisfy any palate. But how do you narrow it down to the best of the best? LA by Mouth is for the discerning traveler and restaurant goer, someone who has a compulsive need to hunt down the very best taco, the ultimate burger, the epitome of brunch, and the sandwich to end all sandwiches. Put your FOMO to rest— author Mike Postalakis has sampled it all and has written a restaurant guide with wit, authority, humor, and attitude that will appeal to visitors and Angelenos alike. Includes: • Hangover-tested brunches • Quirky happy hours • Farm-to-table dinner spots When Anna Malone, a Maine screenwriter, rents an apartment at Marshall Point, she’s inspired to write about its historic lighthouse. As she prepares to publish her first novel, she meets Dan Leone, a New York editor, and they soon discover their Maine connection: Their grandmothers, Stella Rose and Penélope Solis, both daughters of Yankee sea captains, were cousins who left Bath in the 1930s to work at National Screen Service in midtown Manhattan...

continues the story of Daughters of Long Reach... -- Back cover.

Coastal cuisine from Asbury Park to Cape May. The warm sand. The salt air. The boardwalk. The food! Summer at the Jersey Shore is unforgettable no matter which seaside destination is yours. And with The Jersey Shore Cookbook, you can have a taste of summer all year long. It features 50 recipes contributed by well-loved shore town restaurants, bakeries, markets, and more. From fresh oysters, scallops, and tilefish to Garden State tomatoes, corn, and blueberries, the perfect New Jersey ingredients shine. Featuring favorites from: Asbury Park Atlantic City Avalon Bay Head Beach Haven Belmar Bradley Beach Brielle Cape May Cape May Point Harvey Cedars Highlands Keyport Lavallette Leeds Point Long Branch Manasquan Monmouth Beach Normandy Beach Ocean City Point Pleasant Beach Sea Bright Sea Girt Sea Isle City Ship Bottom South Seaside Park Stone Harbor Wildwood Wildwood Crest Selected Recipes: BREAKFASTS The Brunchwich: Pork Roll The Committed Pig, Manasquan Grilled Jersey Peaches with Greek Yogurt and Granola Lasolas Market, Normandy Beach STARTERS AND SIDES Allagash Steamers Marie Nicole’s, Wildwood Crest Oysters Gratinéé Fratello’s Restaurant, Sea Girt SOUPS AND SALADS Roasted Tomato and Basil Soup Langosta Lounge, Asbury Park Beach Plum Farm Salad The Ebbitt Room, Cape May MAIN COURSES Golden Tilefish Sandwich Joe’s Fish Co., Wildwood Lobster Thermidor Knife and Fork Inn, Atlantic City Spaghetti and Crabs Joe Leone’s Italian Specialties, Point Pleasant Beach DESSERTS Blueberry Cobbler Talula’s, Asbury Park Key Lime Pie Inlet Café, Highlands

From the ABC hit show "Shark Tank," this book-filled with practical advice and introductions from the Sharks themselves-will be the ultimate resource for anyone thinking about starting a business or growing the one they have. Full of tips for navigating the confusing world of entrepreneurship, the book will intersperse words of wisdom with inspirational stories from the show. Throughout the book, readers will learn how to: Determine whether they're compatible with the life of a small business owner, shape a marketable idea and craft a business model around it, plan for a launch, run a business without breaking the bank (or burning themselves out), create a growth plan that will help them handle and harness success, and pitch an idea or business plan like a pro. Responding to the fans' curiosity about past show contestants, readers will also find approximately 10 "Where Are They Now" boxes in which they learn what happened to some of the most asked-about and/or most popular guests ever to try their luck in front of the Sharks-and what they learned in the process.

Every Minute Is a Day

Cousins Maine Lobster

Beachcomber Motel

LA by Mouth: The Essential Guide to Eating in Los Angeles

A Doctor, an Emergency Room, and a City Under Siege

Shifting Sands

The Beachcomber Motel needs a miracle. Jules Whittier is starting to regret the promise she made to her grandmother on her deathbed. The motel is even more dilapidated than it looked like in the pictures and it turns out that renovating it includes working with her estranged cousins Maddie and Gina—the same cousins who caused her to fail at running the last motel. But there’s no getting around the stipulations in Gram’s will, and Jules needs to make a success of the Beachcomber, not only because of the promise she made but also to prove to herself that she’s not a failure. Nick Barlow doesn’t understand why anyone would want to renovate a dusty old hotel in a town that has no tourists, but when Jules comes in asking for the loan, he’s smitten and can’t get the application off the printer fast enough. Things are dull around Shell Cove and he’s looking forward to doing business with his new client... until his grandfather, the bank president, gives him a dire warning about Jules and her family and then refuses to approve the loan. Maddie Montgomery has made a promise to her grandmother, too. She needs to help Jules and Gina reconcile. But, as she soon finds out, that might not be the only reason Gram sent her to Shell Cove. The town needs her special brand of optimism and organization to keep it from dying out completely. Gina Gallagher’s life has hit rock bottom. Her real estate tycoon husband has disappeared after cleaning out both their business and personal bank accounts. When her grandmother makes her promise to learn to find joy in the little things and help out at the Beachcomber, she has no energy to refuse. Right now she has nowhere else to stay, but she doesn’t plan to keep her promise for long... until her stay at the Beachcomber yields some unexpected surprises. None of them really wanted to come to the Beachcomber, but could the old motel be the exact thing each of them needs?

Winner of the 2009 ACHE James A. Hamilton Book of the Year Award! "This book is a tour de force, and no one but John Nance could have written it. Only he could have made sophisticated, scientifically disciplined instruction about the nature and roots of safety into a page-turner. Medical care has a ton yet to learn from the decades of progress that have brought aviation to unprecedented levels of safety, and, in instructing us all about those lessons, John Nance is not just a bridge-builder he is the bridge." --Donald M. Berwick, MD, MPP, President and CEO, Institute for Healthcare Improvement (IHI)

"This gentle, gorgeously written book may be one of my favorites ever." —Jenna Bush Hager (A Today show “Read with Jenna” Book Club Selection!) This “moving portrait of love and friendship set against a backdrop of social change” (The New York Times Book Review, Editor’s Choice) traces two married couples whose lives become entangled when the husbands become capostars at a famed New York city congregation in the 1960s. Charles and Lily, James and Nan. They meet in Greenwich Village in 1963 when Charles and James are jointly hired to steward the historic Third Presbyterian Church through turbulent times. Their personal differences however, threaten to tear them apart. Charles is destined to succeed his father as an esteemed professor of history at Harvard, until an unorthodox lecture about faith leads him to ministry. How then, can he fall in love with Lily—fiercely intellectual, elegantly stern—after she tells him with certainty that she will never believe in God? And yet, how can he not? James, the youngest son in a hardscrabble Chicago family, spent much of his youth angry at his alcoholic father and avoiding his anxious mother. Nan grew up in Mississippi, the devout and beloved daughter of a minister and a debutante. James’s escape from his desperate circumstances leads him to Nan and, despite his skepticism of hope in all its forms, her gentle, constant faith changes the course of his life. In The Dearly Beloved, Cara wall reminds us of “the power of the novel in its simplest, richest form: bearing intimate witness to human beings grappling with their faith and falling in love.” (Entertainment Weekly, A-) as we follow these two couples through decades of love and friendship, jealousy and understanding, forgiveness and commitment. Against the backdrop of turbulent changes facing the city and the church’s congregation, Wall offers a poignant meditation on faith and reason, marriage and children, and the ways we find meaning in our lives. The Dearly Beloved is a gorgeous, wise, and provocative novel that is destined to become a classic.