

Small Dojo Big Profits Free

This essential guide gives all the information needed to operate a thriving martial arts business. The text covers every stage of the process from starting a business and attracting students to planning lessons and building a long-term reputation and financial future.

Simple, powerful marketing strategies every business can afford to implement There's never been a better time to be a marketer or entrepreneur than right now. Thanks to the Internet, a new world of free and inexpensive tactics can help get the word out to the prospects of any business with a limited marketing budget. Free Marketing delivers more than 100 ideas to help any small business owner or marketer generate new revenue—with little or no marketing budget. With both Internet-based and creative offline ideas, you'll discover ways to turn your top customers into your unpaid sales force, get your competitors to help you promote your new products, and other innovative ways to get the word out. Create a "squeeze page," the most powerful one page website you'll ever build Use simple YouTube videos to grow sales Hold an eBay auction for publicity purposes (author Jim Cockrum made \$30,000 and earned tons of free publicity from just one auction) and more! Grow a successful business without letting your marketing budget tell you "No."

Jim Cockrum has proven that the most powerful marketing strategies are the cheapest.

If you think financial health is beyond your reach, think again. I Will Teach You To Be Rich is the modern money classic that has revolutionised the lives of countless people all over the world, teaching them how to effectively manage their finances, demolish their debt, save better and get the most out of their bank accounts, credit cards and investments. Now, Ramit Sethi, who has been described by Forbes as a 'wealth wizard' and by Fortune as 'the new finance guru', is back with a completely revised second edition of I Will Teach You To Be Rich, updating it with new tools and insights on money and psychology, along with fantastic stories of how previous readers have used the book to enrich their lives. From crushing your debt and student loans to talking your way out of late fees, to dead simple investment strategies and negotiating that big raise at work, this is the no-guilt, no-excuses, no-BS 6-week programme that will help you get your finances where you want them to be.

How does a suburban pizza joint end up profiled on national magazine covers and network TV news? (Hint: The secret is not in the sauce.) When Nick Sarillo decided to open a family-friendly pizza restaurant in the suburbs of Chicago, people thought he was nuts. Having worked as a carpenter for much of his adult life, he lacked any formal experience in restaurants or in managing a small business. Everyone told him no one else would ever care about his place the way he did. They warned he'd have to work 20-hour-days and monitor every employee just to stay in business. But Sarillo saw things differently, and set out to run his business in a radically different way. Today Nick's Pizza & Pub is one of the top ten busiest independent pizza restaurants in the country, with two locations that gross about six times the revenue of the typical pizza restaurant. And in an industry where most employees leave within less than a year, Nick's annual turnover rate is less than 20 percent. How did he do it? The secret lies in Nick's purpose-driven culture, in which every employee—from the waiters to the chefs to the managers—is equipped with the tools necessary to do their job while also advancing the company's overall mission. The result is higher sales, a dedicated team, and a big little business that is beloved by the entire community. In A Slice of the Pie Sarillo tells the story of how he built his extraordinary culture and shows how anyone can follow his methods. For instance, Nick's managers engage the staff by tracking and rewarding unusual metrics, such as how many guests request a particular server or the average check amount of each carryout host. Likewise, team members of all ages and levels of experience are encouraged to express themselves, acquire new skills, and suggest ideas to help the business grow. A Slice of the Pie will help transform even the smallest, simplest, and most ordinary business into a successful, high-performance organization.

A Call to Change the Way We Market and Sell

No Forms. No Spam. No Cold Calls

Small Dojo Big Profits

A Slice of the Pie

Martial Art School Business Growth Strategies

Rita, Dan, Max and Ted are on the move in Trucktown! Kids will have hands-on fun with a movable part on each spread! Swing Wrecker Rosie's wrecking ball, spin Monster Truck Max's wheel, dump gravel from Dump Truck Dan's bed, and move Tow Truck Ted's hook up and down as he saves a good friend!

Transforming a company's digital product development capabilities is a monumental task that can leave even the most seasoned leaders feeling completely overwhelmed. Traditional approaches to training often fail to have their desired impact. Instead of transformation, you get piecemeal improvements that don't lead to significant change. Here's the truth: if you want learning that sticks, you need a dojo. In Creating Your Dojo, experienced dojo coaches Joel Tosi and Dion Stewart guide you through creating a dojo--an immersive learning environment-- within your organization. A dojo enables your teams to learn new skills within the context of their real-world work. You'll create a thriving product development culture where team members feel empowered to solve their own problems. Your organization will improve the quality of the products they deliver, reduce delivery cycle time, and create innovative products with better product/market fit.

"While institutional traders continue to implement quantitative (or algorithmic) trading, many independent traders have wondered if they can still challenge powerful industry professionals at their own game? The answer is "yes," and in Quantitative Trading, Dr. Ernest Chan, a respected independent trader and consultant, will show you how. Whether you're an independent "retail" trader looking to start your own quantitative trading business or an individual who aspires to work as a quantitative trader at a major financial institution, this practical guide contains the information you need to succeed"--Resource description page.

Six little ninjas arrange a surprise birthday party for Master.

Kick Start Your Own Martial Arts School

Creating Your Dojo

Everybody's Poultry Magazine

101 Low and No-Cost Ways to Grow Your Business, Online and Off

How to Build a Big Little Business

The Warrior Ethos

In "The Profit-Boosting Principles" author Mike Massie follows up his previous book "Small Dojo Big Profits" with essential martial arts business advice that every martial art school owner needs to know. In it, he reveals how any struggling martial arts school owner can increase their profits by 80% or more, without increasing their overhead. Based on solid, time-tested business information that the most successful martial arts school owners have known for years, Mr. Massie reveals exactly what instructors need to do to stop struggling and start thriving, even in a down economy. If you're an honest martial arts school owner who wants to know how to boost your profits while keeping your integrity intact, read this book. Once you do, you'll finally understand how to turn your struggling school into a thriving and profitable dojo, the Small Dojo Big Profits way.

This is a book that's long overdue: One that provides information that has never before been published, compiled or analyzed in a way that's designed to help fighters. This is a guide to the science of kicking and punching that can settle the debates about which techniques are the most effective and why. It will help a fighter to fight, an instructor to teach and martial artists to advance by working things out for themselves.

There is no magic involved in the martial arts. The force and power that is displayed by an expert fighter is the consequence of rigorous training in the accurate application of physical laws. Understanding how to use these laws of physics to create massive impact forces will provide a personal insight into the practice of correct technique and form. This unique piece of work will act as a technical reference that provides the facts and figures that fighters seek, including records of the maximum force and speed achieved by some of the best present day warriors, helping to answer many of the most difficult questions in the martial arts.

The Martial Arts Instructors Desk Reference is a complete guide to advanced teaching concepts and martial arts school administration. Author and veteran martial arts instructor Dr. Sang H. Kim covers a wide range of essential topics for the professional martial arts instructor including: - Teaching children with ADD, behavioral problems and learning disabilities - Creating lesson plans and teaching specific curriculum elements - Combating boredom through hundreds of drills and training ideas - Marketing, advertising, publicity, staffing and customer service - Instructor training and evaluation - Tournament management - Branch school and outreach program development

Based on years of Dr. Kim's research and experience, this book brings together a wide range of essential topics for martial arts instructors of all levels.

Forget the 10,000 hour rule— what if it's possible to learn the basics of any new skill in 20 hours or less? Take a moment to consider how many things you want to learn to do. What's on your list? What's holding you back from getting started? Are you worried about the time and effort it takes to acquire new skills—time you don't have and effort you can't spare? Research suggests it takes 10,000 hours to develop a new skill. In this nonstop world when will you ever find that much time and energy? To make matters worse, the early hours of practicing something new are always the most frustrating. That's why it's difficult to learn how to speak a new language, play an instrument, hit a golf ball, or shoot great photos. It's so much easier to watch TV or surf the web . . . In The First 20 Hours, Josh Kaufman offers a systematic approach to rapid skill acquisition— how

to learn any new skill as quickly as possible. His method shows you how to deconstruct complex skills, maximize productive practice, and remove common learning barriers. By completing just 20 hours of focused, deliberate practice you'll go from knowing absolutely nothing to performing noticeably well. Kaufman personally field-tested the methods in this book. You'll have a front row seat as he develops a personal yoga practice, writes his own web-based computer programs, teaches himself to touch type on a nonstandard keyboard, explores the oldest and most complex board game in history, picks up the ukulele, and learns how to windsurf. Here are a few of the simple techniques he teaches: Define your target performance level: Figure out what your desired level of skill looks like, what you're trying to achieve, and what you'll be able to do when you're done. The more specific, the better. Deconstruct the skill: Most of the things we think of as skills are actually bundles of smaller subskills. If you break down the subcomponents, it's easier to figure out which ones are most important and practice those first. Eliminate barriers to practice: Removing common distractions and unnecessary effort makes it much easier to sit down and focus on deliberate practice. Create fast feedback loops: Getting accurate, real-time information about how well you're performing during practice makes it much easier to improve. Whether you want to paint a portrait, launch a start-up, fly an airplane, or juggle flaming chainsaws, The First 20

Hours will help you pick up the basics of any skill in record time . . . and have more fun along the way.

The Complete Guide to Starting and Running a Highly Profitable Martial Arts School

Little Heroes

Dojo Daycare

No Guilt, No Excuses - Just a 6-Week Programme That Works

Parting the Clouds - the Science of the Martial Arts

Secrets of the Ninja

Are morals always relative? Are private actions--among consenting adults--always beyond the law? Or are there some behaviors which so weaken a society that common beliefs about right and wrong must be enforced to protect the common good? In opposing the decriminalization of private acts of homosexuality in Britain, Patrick Devlin maintained that not only is it reasonable to allow popular morality to influence lawmaking, it is imperative: ". . . For a society is not something that is kept together physically; it is held by the invisible bonds of common thought." Some sidestep this controversial issue by asserting that the law should not be used to enforce any morality. Others invoke John Stuart Mill's doctrine that the only purpose for laws governing any member of society is to prevent harm to others, chiefly physical harm. But, Devlin argued, while breaches of shared morality do not cause harm to other individuals in the way that murder and assault do, they do harm society by undermining its moral structure. Patrick Devlin (1905-1992) studied history and law at Cambridge University and became a successful lawyer.

The oldest and most respected martial arts title in the industry, this popular monthly magazine addresses the needs of martial artists of all levels by providing them with information about every style of self-defense in the world - including techniques and strategies. In addition, Black Belt produces and markets over 75 martial arts-oriented books and videos including many about the works of Bruce Lee, the best-known martial arts figure in the world.

Six ninjas from Dojo Daycare go on a field trip to the farm where all kinds of chaos ensues.

The Way of the Dojo is a comprehensive guide for anyone looking to own or operate a martial arts school. It features both traditional as well as cutting edge information on marketing, hiring employees, martial arts school valuation, social media, lease negotiation, school design, and more.

Martial Arts School Staff and Leadership Team Training

How to Set Up and Run a Successful Martial Arts Business

A Complete Guide to Martial Arts Administration

The Leader in Me

Martial Arts Character Education Lesson Plans for Children

How to Build Your Own Algorithmic Trading Business

Small Dojo Big Profits*The Complete Guide to Starting and Running a Highly Profitable Martial Arts School*

What No One Tells You About Growing A Martial Art School! When I started my first martial art school nearly twenty-five years ago, all I knew about growing a dojo was that I needed more students. So, I set about getting more students every way I knew how, and I kept adding more ways to do that as I went along. What I discovered over the course of my first few years in business was that getting students wasn't all that difficult... it was keeping them and managing growth that was the real challenge. I've already covered how to start a dojo and get students in other books and resources. But in this book, I reveal specific concepts and strategies for growing your dojo. These are concepts that most martial art school owners and instructors never hear about. When you read this book, you'll discover: How to develop an overarching growth strategy, so you can grow your dojo in the most efficient manner possible! What's the best business model for a martial art school? In this guide, you'll find out about the most profitable martial art school business models, so you can choose the best one for your personal business goals. Understanding market segments! Find out exactly who to target and how to target them, so you get more students through your front door... What are the most profitable markets to go after? Should you go after kids, adults, the fitness market, the self-defense market, the after-school and summer camp market, or something else? You'll find the answers to these questions and more in the first section of this book. What are the pros and cons of each market? Are there advantages and disadvantages to pursuing specific markets? You'll get the answers to those questions, so you know what you're getting into when pursuing a specific market. How do you stand out in a crowded marketplace? You'll find out how in the section on brand and image for martial art school owners. How do you keep students coming to class? What makes students drop out? How can you prevent students from quitting? Find out in the section on keeping students. How do you handle rapid growth in a martial art school? Where do you put all those students? Should you get more space when your classes are full? And how do you teach larger classes? You'll get the answers to those questions in the section on efficient scheduling and curriculum design. As you can see, this book covers quite a lot of information. I wrote this book to answer questions that most school owners only find answers to by trial and error... typically when it's too late and the damage has already been done. Yet, in fifteen years of coaching school owners these are questions that have come up over and over again. They're also the same challenges I had to deal with in starting and growing three successful martial art schools in three very different markets that served three very distinct clienteles. I wrote this martial arts business manual to give martial art school owners answers to the difficult questions facing them when growing a martial art school. Once you read this guide, you'll have a knowledge and understanding of advanced principles. You'll know how to sidestep common hurdles and pitfalls in growing a school. Find out how to leap ahead of your competition and grow the dojo you've always wanted... Grab your copy today, and discover how to grow your dojo!

Matsutake is the most valuable mushroom in the world--and a weed that grows in human-disturbed forests across the northern hemisphere. Through its ability to nurture trees, matsutake helps forests to grow in daunting places. It is also an edible delicacy in Japan, where it sometimes commands astronomical prices. In all its contradictions, matsutake offers insights into areas far beyond just mushrooms and addresses a crucial question: what manages to live in the ruins we have made? A tale of diversity within our damaged landscapes, The Mushroom at the End of the World follows one of the strangest commodity chains of our times to explore the unexpected corners of capitalism. Here, we witness the varied and peculiar worlds of matsutake commerce: the worlds of Japanese gourmets, capitalist traders, Hmong jungle fighters, industrial forests, Yi Chinese goat herders, Finnish nature guides, and more. These companions also lead us into fungal ecologies and forest histories to better understand the promise of cohabitation in a time of massive human destruction. By investigating one of the world's most sought-after fungi, The Mushroom at the End of the World presents an original examination into the relation between capitalist destruction and collaborative survival within multispecies landscapes, the prerequisite for continuing life on earth.

The Warrior Ethos is a daily motivational book for martial artists and warriors. There are 365 quotes, commentaries and affirmations, one for each day of the year! The reader can read the text for the day, spend some time reflecting on the meaning for him or her, and then use the affirmation during his or her meditation time. The foreword is written by the legendary martial artist, Sifu Al Dacascos. The Warrior Ethos is endorsed by some of today's most respected martial artists. In addition to the quotes, commentaries, and affirmations, there is a entire list of all the quotes used in the book, plus a very comprehensive index which makes it easy to find exactly what you are looking for. The Warrior Ethos is a book that will motivate and inspire you every day of the year. This book is literally packed full of wisdom! The martial arts and warrior philosophy will make your think and inspire you to live a better life. This is one book that EVERY martial artists should have in his or her library!

How to Learn Anything . . . Fast!

The JavaScript Anthology

The First 20 Hours

Free Marketing

A Fighters Guide to the Physics of Punching and Kicking for Karate, Taekwondo, Kung Fu and the Mixed Martial Arts

The Enforcement of Morals

Provides a variety of solutions for common JavaScript questions and problems.

Finally... A Systematic Approach To Training Staff For Your Dojo! In Martial Arts School Staff and Leadership Team Training martial arts business author Mike Massie reveals how martial art school owners can quickly and easily hire and train staff and leadership teams to help them grow their dojos. Based on Mr. Massie's years of starting and running successful martial art schools, this completely revised and updated edition of his staff and leadership team training manual contains everything you need to hire and train office and teaching staff. Finally, you'll understand how to select the right team members, how to train them properly, how to compensate them fairly, and how to utilize your staff efficiently to free up your time... so you can focus on growing your school. If you're an honest martial arts school owner who wants to know how to attract and keep the best staff members for your school, this guide will be an invaluable addition to your martial arts business library. Get your copy today and find out how to hire and train staff, the Small Dojo Big Profits way.

Ashida Kim is one of a handful of men in the world who have learned the true art of Ninjitsu, the Silent Way of stealth and assassination in feudal Japan. Initial attempts to bring these secrets to the public were met with resistance due to the brutal and terrifying effectiveness of the techniques. The Ninja can fight or disappear. Looked for, cannot be seen, listened for, cannot be heard, felt for, cannot be touched. Now, you too can become a master of invisibility with the ability to penetrate anywhere unseen and vanish without leaving a trace. You will learn: * Nine Steps for erasing sight and sound * Attacking from ambush * Sentry Removal * The Art of Escaping * Ninja Weapons * The Power to Cloud Men's Minds * And much more... Train yourself and be your own master. Dare to be great.

Anyone can do the things I do if they but know how. One of your skill and determination need only follow this simple course of instruction to be certain of success.?

3D Robotics co-founder and bestselling author Chris Anderson takes you to the front lines of a new industrial revolution as today's entrepreneurs, using open source design and 3-D printing, bring manufacturing to the desktop. In an age of custom-fabricated, do-it-yourself product design and creation, the collective potential of a million garage tinkerers and enthusiasts is about to be unleashed, driving a resurgence of American manufacturing. A generation of "Makers" using the Web's innovation model will help drive the next big wave in the global economy, as the new technologies of digital design and rapid prototyping gives everyone the power to invent--creating "the long tail of things".

OrangeJudd American Agriculturist

The Art of War for Small Business

Dojo Daytrip
Daily Motivation for Martial Artists and Warriors
Martial Arts Instructor's Desk Reference
Makers

The Book of Five Rings is a text on kenjutsu and the martial arts in general, written by the Japanese swordsman Miyamoto Musashi around 1643. Written over three centuries ago by a Samurai warrior, the book has been hailed as a limitless source of psychological insight for businessmen or anyone who relies on strategy and tactics for outwitting the competition.

No Forms. No Spam. No Cold Calls. is a rallying cry for a new generation of sales and marketing leaders who are ready to ditch the traditional strategies, tactics, and technologies that are no longer working to deliver breakthrough results. Every organization wants to predictably grow revenue. The challenge facing sellers and marketers today is that B2B buyers have taken control of the buying journey, making it nearly impossible for business leaders to accurately predict anything, especially revenue growth. Prospects are being bombarded from all sides with forms, emails, and annoying phone calls as they try to research our solutions. So what do they do? They protect themselves by researching anonymously and not revealing themselves to us until their decision is made. That means that as sellers and marketers, we've lost our opportunity to influence the buying journey—that is, if we're still clinging to the traditional lead-based tools and strategies that we're used to. It's time for a new paradigm. Pioneering CMO Latané Conant delivers a step-by-step guide that will transform the way you think about marketing and selling in the modern age. Often challenging but never dull, No Forms. No Spam. No Cold Calls. delivers uncomfortable truths about the status quo—starting with Latané's first breakthrough that our old-school tactics not only treat our future customers like dirt, they also encourage the anonymous buying we're trying to combat. This book challenges sales and marketing leaders to engage customers the right way if you want to achieve predictable revenue growth. Latané lays out exactly how to enable your sales and marketing teams to take pride in the customer experience and finally align on how to put your prospects at the center of everything you do. In doing that, you'll learn to uncover customer demand, prioritize which accounts to work, engage the entire customer buying team, and measure real success. With this customer-first approach, you'll be able to confidently take down the forms, stop sending bulk emails, and quit making cold calls—and achieve breakthrough results.

"Martial Arts Character Education Lesson Plans for Children" is a complete 16-Week curriculum for teaching character values and life skills in your martial art school! Written by "Small Dojo Big Profits" author Mike Massie, it is the exact same character education program he has used in his own studios for two decades to maintain sky-high retention rates... and now you can too. If you're tired of seeing your students come and go because parents under-value your programs, you must read this book. Find out how to become a rock star in your town and shoot your retention through the roof.

Over two and a half millennia ago, Chinese military strategist Sun Tzu taught that size alone does not guarantee victory—strategy, positioning, planning, and leadership all play equally significant roles in overpowering the opposition. Today, this classic treatise is perfect for adapting to the world of small business, with entrepreneurs entrenched in fierce competition for customers, market share, and talent. Featuring inspiring examples of entrepreneurial success, The Art of War for Small Business centers its 12 timeless lessons on how to:

- Choose the right ground for your battles
- Leverage strengths while overcoming limitations
- Strike competitors' weakest points and seize every opportunity
- Focus priorities and resources on conquering key challenges
- Go where the enemy is not
- Build and leverage strategic alliances

And more! Countless military, political, and business leaders across the world and throughout time have learned how to utilize these brilliant strategies to outsmart, outmaneuver, and outstrategize their larger adversaries' seemingly overwhelming forces. Now it's time for the small business owner to learn how they, too, can capture crucial sectors, serve unmet needs, and emerge victorious.

How To Sell When Nobody's Buying

Black Belt

Defeat the Competition and Dominate the Market with the Masterful Strategies of Sun Tzu

101 Essential Tips, Tricks & Hacks

Owning and Operating Your Own Martial Arts School

The New Industrial Revolution

For over a decade, Small Dojo Big Profits has guided martial arts instructors through the risky yet highly rewarding process of starting and running a highly successful and profitable martial art school. Eschewing the conventional wisdom that says you must have a huge school with 300 or more students to be financially successful, the author instead shows you how to take on less risk while working smarter and not harder by running a lean, mean, efficient martial arts studio operation. Author Mike Massie has started three successful martial arts studios from scratch, and has the distinction of opening his first studio with no start-up capital, zero credit, and in a town where he was a complete stranger. Yet, he was able to go from teaching in part-time locations to running his own full-time studio in under a year, and he achieved this while staying in profit from month one. The process he followed is the same one this book is based upon, and this updated version of Small Dojo Big Profits also draws on the author's experience in starting and growing two more successful studios during the recent mortgage crisis and economic recession. A common sense martial arts school start-up and business operations manual, this completely updated version of the classic martial arts business guide is perfect for anyone who wants to maintain their integrity while building a successful martial art school. If you're looking for the best source of complete information for starting, launching, growing, and running a martial art school from scratch, this is it.

Six energetic ninjas at daycare fight over toys, throw fits during story time, and tip chairs at lunch, as their master attempts to teach them about honor, kindness, and respect.

Children in today's world are inundated with information about who to be, what to do and how to live. But what if there was a way to teach children how to manage priorities, focus on goals and be a positive influence on the world around them? The Leader in Me is that programme. It's based on a hugely successful initiative carried out at the A.B. Combs Elementary School in North Carolina. To hear the parents of A. B Combs talk about the school is to be amazed. In 1999, the school debuted a programme that taught The 7 Habits of Highly Effective People to a pilot group of students. The parents reported an incredible change in their children, who blossomed under the programme. By the end of the following year the average end-of-grade scores had leapt from 84 to 94. This book will launch the message onto a much larger platform. Stephen R. Covey takes the 7 Habits, that have already changed the lives of millions of people, and shows how children can use them as they develop. Those habits -- be proactive, begin with the end in mind, put first things first, think win-win, seek to understand and then to be understood, synergize, and sharpen the saw -- are critical skills to learn at a young age and bring incredible results, proving that it's never too early to teach someone how to live well.

Muzic Inc had become a music industry giant by staying one step ahead of the game, but for some reason APs (totally cybernetic rock stars) had failed to ship gold. That was where Glorianna O'Toole came in. The Crazy Old Lady of Rock and Roll was well into her sixties, but with her producer they hoped to synthesize an AP that would really take off. Glorianna hated everything Muzic Inc had done to the rebel music of her youth, but for the sake of a steady supply of designer dust she was prepared to try and rekindle the revolutionary music spirit of the 1960s. Meanwhile, at street level, the wire wizards had come up with a new piece of technology: a portable trip machine that made Owsley acid look like a vitamin supplement...

A Complete 16-Week Curriculum for Teaching Character Values and Life Skills in Your Martial Art School

Dojo Surprise

I Will Teach You to Be Rich

(And How to Sell Even More When They Are)

The Book of Five Rings (Annotated)

Upskill Your Organization for Digital Evolution

The most effective sales strategies for tough economic times Today's selling environment is tough, and only getting tougher. The old tactics are no longer working, and the current economy is only making selling more difficult. You need sales tactics and strategies that work now and fast . . . even when no one wants to buy—and tactics and strategies that will work even better when they do want to buy. How to Sell When Nobody's Buying is a practical, effective guide to selling even in the toughest of times. This book is packed with new information about creating sales opportunities. Most sales strategies taught today are based on outdated information from ten, twenty, even thirty years ago and they simply don't work today. You'll find the tools and information you need to gain confidence, create powerful alliances, profitable social networks, and drive your profits to unprecedented highs. Whether you sell business-to-business or direct to the consumer, whether you sell real estate or retail, this is the sales guide for you. Features effective, simple strategies for selling in tough economic times Offers free or low-cost prospecting tools that bring in customers by the herd Includes case studies from top salespeople that reveal new ways to bring in customers From sales guru Dave Lakhani, author of Persuasion, Subliminal Persuasion, and The Power of an Hour These days, you need all the help you can get to sell effectively. If you want to increase your sales and drive your business forward—no matter what the economy or your industry does—learn How to Sell When Nobody's Buying.

Quantitative Trading

A Practical Guide to Growing a Profitable Dojo

How Schools and Parents Around the World are Inspiring Greatness, One Child at a Time

The Way of the Dojo

How to Dramatically Increase Your Martial Arts School Profits Without Increasing Your Overhead (Martial Arts Business

On the Move!