

## The Go Giver Influencer

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.

For generations, we've been stuck with a cookie-cutter mold for success that requires us to be the same as everyone else, only better. This "standard formula" works for some people but leaves most of us feeling disengaged and frustrated. As much as we might dislike the standard formula, it seems like there's no other practical path to financial security and a fulfilling life. But what if there is? In the Dark Horse Project at the Harvard Graduate School of Education, bestselling author and acclaimed thought leader Todd Rose and neuroscientist Ogi Ogas studied women and men who achieved impressive success even though nobody saw them coming. Dark horses blaze their own trail to a life of happiness and prosperity. Yet what is so remarkable is that hidden inside their seemingly one-of-a-kind journeys are practical principles for achieving success that work for anyone, no matter who you are or what you hope to achieve. This mold-breaking approach doesn't depend on you SAT scores, who you know, or how much money you have. The secret is a mindset that can be expressed in plain English: Harness your individuality in the pursuit of fulfillment to achieve excellence. In Dark Horse, Rose and Ogas show how the four elements of the dark horse mindset empower you to consistently make the right choices that fit your unique interests, abilities, and circumstances and will guide you to a life of passion, purpose, and achievement.

“ To say love is what makes a marriage work is like saying it takes oxygen to climb a mountain. Yes, oxygen is necessary. But not sufficient. ” For more than a decade, readers of the bestselling Go-Giver series have been clamoring for a book on how to apply the philosophy at the heart of The Go-Giver to their personal relationships. From the original story ’ s coauthor and his wife, a clinically trained therapist, this long-awaited sequel shows readers how to unlock a deeply satisfying, abundant relationship based on simple, everyday acts of generosity. In this new narrative, a position has opened up at the top of the multinational giant Rachel ’ s Famous Coffee, and Tom desperately wants the job. To gain the position, he must first go through a series of interviews with the company ’ s top executives, including its eccentric CFO, Jeremiah. Tom ’ s wife, Tess, is facing her own challenges. The couple first met on the job, where Tess was a rising 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.

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

Among Heroes

The Dictator's Handbook

The Leader You Want to Be

Perfect Daughters

The Art of Productive Disagreement

Overcoming Mediocrity - Empowered Women

Only 10s 2.0

The Latte Factor

*Vash Young grew up under harsh conditions in the beginning of the 20th century, but managed to turn deprivation and hardship to wealth and prosperity in the 1930's, when most other people suffered from the effect of the Great Depression. He reveals his secrets in this book, and the advices he gives are just as valid today as they were at the time of its writing. "It describes the only method of salesmanship that is without a flaw, that has no drawback. Its principles are as applicable to advertising as to sales manship. The first big advertiser who puts into his advertising such a conception toward competition and humility toward his own business will sweep the markets of the country like a prairie fire. Strictly it is not a business book, but in any list of business books it stands, I think, at the top."--from the preface by EARNEST ELMO CALKINS*

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

*"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.*

*"An impressive guide to finding and following your path to success " -D.G. Wild Do you dream about doing something different with your life? Do you wish you knew what your next move should be? Do you hope to start your own business someday? Do you regret not exercising consistently? If so, read Empower Yourself. In this powerful analysis of the mindset and choices that lead to self-actualization, you will learn how to identify your strengths, align your work with your goals, and take action that helps you achieve your version of success. What do you want your story to be? You create the life you want one decision at a time, and it starts with the decision to look inside and learn about yourself. Read and follow the steps within these pages, and join others who are facing the challenges of self-discovery, pushing through discomfort, and using the knowledge to create and live the life they dreamed for themselves*

*Why Bad Behavior is Almost Always Good Politics*

*Dark Horse*

*Achieving Success Through the Pursuit of Fulfillment*

*A Little Story About a Powerful Business Idea*

*Rise*

*Dream Big Study Guide*

*Discovering God's Uncommon Wisdom*

*Give and Take*

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

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

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.

Horst Schulze knows what it takes to win. In *Excellence Wins*, the cofounder and former president of the Ritz-Carlton Hotel Company lays out a blueprint for becoming the very best in a world of compromise. In his characteristic no-nonsense approach, Schulze shares the visionary and disruptive principles that have led to immense global success over the course of his still-prolific fifty-year career in the hospitality industry. For over twenty years, Schulze fearlessly led the company to unprecedented multibillion dollar growth, setting the business vision and people-focused standards that made the Ritz-Carlton brand world renowned. In *Excellence Wins*, Schulze shares his approach to everything from providing the best customer service to creating a culture of excellence within your organization. With his tried-and-true methods and inspiring, hard-earned wisdom, Schulze teaches you everything you need to know about: Why leading well is an acquired skill Serving your customers Engaging your employees Creating a culture of customer service Why vision statements make a difference What it really means to practice servant leadership Schulze's principles are designed to be versatile and practical no matter where you are in your career. He'll remind you that you don't need a powerful title or dozens of direct reports to benefit from the advice he shares in *Excellence Wins*--you have everything you need to apply it to your life and career right now. Let Schulze's incredible story help you unleash the disruptive power of your true potential, beat the competition, own your career trajectory, and experience the game-changing power of what happens when *Excellence Wins*.

Adversaries into Allies

The Go-Giver Marriage

Write It Down, Make It Happen

Why Helping Others Drives Our Success

A Novel

A Little Story About What Matters Most in Business

A Thriller

The Great Alone

The self-help landmark that has led millions from addiction into revitalized lives is now faithfully condensed and introduced by PEN Award-winning historian Mitch Horowitz. Since its publication in 1939, *Alcoholics Anonymous* has brought a ray of light into the world, rescuing countless people the grinding compulsion of addiction and inspiring the global "twelve-step" movement. Now, historian and New Thought writer Mitch Horowitz provides a concise yet wholly faithful abridgement and introduction to the "Big Book," suited to newcomers who are first encountering its ideas, veterans looking for a refresher, and anyone curious about this classic of spiritual self-renewal. The genius of *Alcoholics Anonymous* is that its twelve-step program can be applied to any addiction or area of life where one is crippled by compulsion, whether gambling, drugs, debt-spending, chronic overeating, or whatever endangers your wellness and deters you from a life of vitality.

This new edition of *Perfect Daughters*, a pivotal book in the ACoA movement, identifies what differentiates the adult daughters of alcoholics from other women. When this groundbreaking book first appeared over ten years ago, Dr. Ackerman identified behavior patterns shared by daughters of alcoholics. Adult daughters of alcoholics—"perfect daughters"—operate from a base of harsh and limiting views of themselves and the world. Having learned that they must function perfectly in order to avoid unpleasant situations, these women often assume responsibility for the failures of others. They are drawn to chemically dependent men and are more likely to become addicted themselves. More than just a text that identifies these behavior patterns, this book collects the thoughts, feelings and experiences of twelve hundred perfect daughters, offering readers an opportunity to explore their own life's dynamics and thereby heal and grow. This edition contains updated information throughout the text, and completely new material, including chapters on eating disorders and abuse letters from perfect daughters in various stages of recovery, and helpful, affirming suggestions from Dr. Ackerman at the end of every chapter. This book is essential for every one who found validation, hope, courage and support in the pages of the original *Perfect Daughters*, as well as new readers and every therapist who confronts these issues. Also includes: a comprehensive reference section and complete index.

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

Finn all the way to the icy north.

In *Only 10s 2.0* Mark J. Silverman tells the Ten Truths of *Only 10s*, gathered through his coaching and facilitating work in the five years since the first edition was published, including: "You're too busy because it feels easier than choosing what is important. If you're overwhelmed, you're probably doing someone else's job." At the end of the day, all we own is our time and attention. *Only 10s* helps readers get honest with themselves about WHY something is on their plate. Once honest, they have the choice to do something with that item or not. "Qualifying items on your to-do list daily and weekly is the key to transforming everything. Confront, inquire, and be curious about what you put on your list. Consider it a roadmap to your inner world, a key to freedom and to creating the life you want to live. Make your to-do list your playground."

Mastering Fear

How to Unlock the Power of Influencer Marketing

A Fortune to Share

Start with Your People

The Go-Giver Influencer

Cold Fear

The Art of Persuasion

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

In this five-session video study, bestselling author Bob Goff provides a wildly inspiring yet utterly practical blueprint for helping participants find and read their greatest God-given dreams.

In Kristin Hannah's *The Great Alone*, a desperate family seeks a new beginning in the near-isolated wilderness of Alaska only to find that their unpredictable environment is less threatening than the erratic behavior found in human nature. #1 New York Times Instant Bestseller (February 2018) A People "Book of the Week" Buzzfeed's "Most Anticipated Women's Fiction Reads of 2018" Seattle Times's "Books to Look Forward to in 2018" Alaska, 1974. Ernt Allbright came home from the Vietnam War a changed and volatile man. When he loses yet another job, he makes the impulsive decision to move his wife and daughter north where they will live off the grid in America's last true frontier. Cora will do anything for the man she loves, even if means following him into the unknown. Thirteen-year-old Leni, caught in the riptide of her parents' passionate, stormy relationship, has little choice but to go along, daring to hope this new land promises her family a better future. In a wild, remote corner of Alaska, the Allbrights find a fiercely independent community of strong men and even stronger women. The long, sunlit days and the generosity of the locals make up for the newcomers' lack of preparation and dwindling resources. But as winter approaches and darkness descends, Ernt's fragile mental state deteriorates. Soon the perils outside pale in comparison to threats from within. In their small cabin, covered in snow, blanketed in eighteen hours of night, Leni and her mother learn the terrible truth: they are on their own.

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

A Little Story About a Most Persuasive Idea

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

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

Alcoholics Anonymous

Excellence Wins

How Great Leaders Create Connection in the Age of Isolation

Empower Yourself

Back to Human

A REESE'S BOOK CLUB PICK THE NEW YORK TIMES BESTSELLER ONE OF THE NEW YORK TIMES BEST THRILLERS OF THE YEAR "I loved this book. It gave me the same waves of happiness I get from curling up with a classic Christie...The alternating points of view keep you guessing, and guessing wrong." — Alex Michaelides, #1 New York Times bestselling author of *The Silent Patient* "Evok[es] the great Agatha Christie classics...Pay close attention to seemingly throwaway details about the characters' pasts. They are all clues." -- New York Times Book Review A wedding celebration turns dark and deadly in this deliciously wicked and atmospheric thriller reminiscent of Agatha Christie from the New York Times bestselling author of *The Hunting Party*. The bride – The plus one – The best man – The wedding planner – The bridesmaid – The body On an island off the coast of Ireland, guests gather to celebrate two people joining their lives together as one. The groom: handsome and charming, a rising television star. The bride: smart and ambitious, a magazine publisher. It's a wedding for a magazine, or for a

celebrity: the designer dress, the remote location, the luxe party favors, the boutique whiskey. The cell phone service may be spotty and the waves may be rough, but every detail has been expertly planned and will be expertly executed. But perfection is for plans, and people are all too human. As the champagne is popped and the festivities begin, resentments and petty jealousies begin to mingle with the reminiscences and well wishes. The groomsmen begin the drinking game from their school days. The bridesmaid not-so-accidentally ruins her dress. The bride's oldest (male) friend gives an uncomfortably caring toast. And then someone turns up dead. Who didn't wish the happy couple well? And perhaps more important, why?

Have you ever walked away from an argument and suddenly thought of all the brilliant things you wish you'd said? Do you avoid certain family members and colleagues because of bitter, festering tension that you can't figure out how to address? Now, finally, there's a solution: a new framework that frees you from the trap of unproductive conflict and pointless arguing forever. If the threat of raised voices, emotional outbursts, and public discord makes you want to hide under the conference room table, you're not alone. Conflict, or the fear of it, can be exhausting. But as this powerful book argues, conflict doesn't have to be unpleasant. In fact, properly channeled, conflict can be the most valuable tool we have at our disposal for deepening relationships, solving problems, and coming up with new ideas. As the mastermind behind some of the highest-performing teams at Amazon, Twitter, and Slack, Buster Benson spent decades facilitating hard conversations in stressful environments. In this book, Buster reveals the psychological underpinnings of awkward, unproductive conflict and the critical habits anyone can learn to avoid it. Armed with a deeper understanding of how arguments, you'll be able to: Remain confident when you're put on the spot Diffuse tense moments with a few strategic questions Facilitate creative solutions even when your team has radically different perspectives Why Are We Yelling will shatter your assumptions about what makes arguments productive. You'll find yourself having fewer repetitive, predictable fights once you're empowered to identify your biases, listen with an open mind, and communicate well.

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!

*The Landmark of Recovery and Vital Living* Newly Abridged and Introduced and Introduced

7 Steps to Personal Success

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

Knowing What You Want - And Getting It!

Make Better Decisions Under Pressure

The Guest List

The Go-giver Influencer

Confront Your To-Do List and Transform Your Life

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

*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.*

*From New York Times bestselling author and former Navy SEAL Brandon Webb comes a simple yet powerful five-step guide to transforming your life by making your fears work for you instead of against you. Brandon Webb has run life-threatening missions in the world's worst trouble spots, whether that meant jumping out of airplanes, taking down hostile ships on the open sea, or rolling prisoners in the dead of night in the mountains of Afghanistan. As a Navy SEAL, he learned how to manage the natural impulse to panic in the face of terrifying situations. As media CEO and national television commentator, he has learned how to apply those same skills in civilian life. Drawing on his experiences in combat and business, along with colorful anecdotes from his vast network of super-achiever friends from astronauts to billionaires, Webb shows how people from all walks of life can stretch and transcend their boundaries and learn to use their fears as fuel to achieve more than they ever*

thought possible. "Fear can be a set of manacles, holding you prisoner," writes Webb. "Or it can be a slingshot, catapulting you on to greatness." The key, says Webb, is not to fight fear or try to beat it back, but to embrace and harness it. In the process, rather than being your adversary, your fear becomes a secret weapon that allows you to triumph in even the most adverse situations. In *Mastering Fear*, Webb and his bestselling coauthor John David Mann break this transformation down into five practical steps, creating a must-read manual for anyone looking for greater courage and mastery in their lives.

What do you do at work when a hundred crises seem to be happening at the same time? Do you pick just one priority or try to put out every fire? How can you stay composed, figure out what really matters, and act decisively? When former U.S. Navy SEAL sniper Brandon Webb transitioned to civilian life, he struggled to get his first startup business off the ground. He raised millions for his new venture, only to lose it all as problems spiraled out of his control. In the wake of that failure, Webb realized that successful entrepreneurs need a skill he had already mastered: total focus. SEAL snipers define it as the ability to filter out noise and chaos so you can make life-or-death decisions under the extreme conditions of combat. If he could maintain total focus while staring through crosshairs at a man who might (or might not) be an Al Qaeda terrorist, surely he could do the same in the business world. So Webb started over, applying total focus to a new startup, a media company called Hurricane Group. His approach was so effective that in just five years, Hurricane grew to have a staff of over fifty, an audience in the tens of millions, and a valuation of more than \$100 million. In this book, Webb teaches us to make better decisions under extreme pressure by emulating the habits of his fellow warriors, as well as other skills he learned on the job and from great friends and business leaders like Solomon Choi of 16 Handles, Matt Meeker of BarkBox, and Betsy Morgan of the Huffington Post and TheBlaze. For instance, you'll discover:

- The difference between total focus and tunnel vision is developing total situational awareness: the ability to spot opportunities and threats without getting distracted from your goal.
- You can overcome indecisiveness and hesitancy by accepting violence of action: a decision to move forward with an imperfect plan, knowing that even the best-laid plans go wrong.
- Entrepreneurs must learn to embrace the suck, refusing to quit when the going gets brutal, and recognizing that unexpected challenges may reveal your best shot at success.

By following the tactics and wisdom of a generation of legendary snipers and business leaders, you'll find the clarity of mind you need to accomplish your own mission—whatever it takes.

*Feeding Dogs Dry Or Raw? The Science Behind The Debate*

*Why Are We Yelling?*

*A No-Nonsense Guide to Becoming the Best in a World of Compromise*

*It's Not About You*

*Adult Daughters of Alcoholics*

*Winning Without Intimidation*

*A Navy SEAL's Guide*

*Steel Fear*

Too often, people drift through life with a feeling of frustration, longing to find some adventure or purpose in life, envious of those whose lives seem exciting. In *WRITE IT DOWN, MAKE IT HAPPEN*, Henriette Anne Klauser shows you how to write your own lifescipt. Simply writing down your goals in life is the first step towards achieving them. The 'writing it down' part is not about time management; it is not a 'to-do today' list that will make you feel guilty if you don't get everything done. Rather, writing it down is about clearing your head, identifying what you want and setting your intent. You can 'make it happen' purely by believing in the possibility. In *WRITE IT DOWN, MAKE IT HAPPEN*, there are stories from ordinary people who witnessed miracles large and small unfold in their lives after they performed the basic act of putting their goals on paper.

For all who want to build a life that abounds with connection, friendship, purpose, and meaningful success, Brian Dixon presents a simple yet profound mantra: Start with Your People. It can be easy to become task-oriented, focusing on the goals ahead of us and checking off our to-do lists rather than focusing on the people in our lives. Entrepreneur and business coach Brian Dixon knows firsthand, and after one too many burned bridges and failed projects, he set out to discover the secret to living a life that matters and finding work you love. In *Start with Your People*, Brian shares principles, tips, and personal stories to help you maximize the most important resource to succeed in both life and calling: relationships. Join Brian on a journey to discover the people-first mindset that changes everything, including: Why your family actually helps you succeed, and how to see your kids as a legacy instead of a liability The fastest, safest way to deal with the difficult people in your life A 10-step method to create your own personal mission statement The #1 key to unlocking a powerful network Plus, you get 11 powerful mindset hacks including Brian's life-changing morning practice Perfect for anyone looking to better live their purpose--whether a business executive, employee, stay-at-home mom, college graduate, entrepreneur, pastor, etc.--and lean into your home team as you move forward with clarity and confidence. Brian says, "When we really get down to it, our main legacy will be the investment we made in people." What's yours?

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

more collaborative, and become more fulfilled at work. Back to Human ultimately helps you decide when and how to use technology to build better connections in your work life. It is a call to action to leaders across the world to make the workplace a better experience for all of us.

Navy SEAL sniper and New York Times bestselling author Brandon Webb's personal account of eight of his friends and fellow SEALs who made the ultimate sacrifice. "Knowing these great men—who they were, how they lived, and what they stood for—has changed my life. We can't let them be forgotten. We've mourned their deaths. Let's celebrate their lives."—Brandon Webb As a Navy SEAL, Brandon Webb rose to the top of the world's most elite sniper corps, experiencing years of punishing training and combat missions from the Persian Gulf to Afghanistan. Along the way, Webb served beside, trained, and supported men he came to know not just as fellow warriors, but as friends and, eventually, as heroes. This is his personal account of eight extraordinary SEALs who gave all for their comrades and their country with remarkable valor and abiding humanity: Matt "Axe" Axelson, who perished on Afghanistan's Lone Survivor mission; Chris Campbell, Heath Robinson, and JT Tumilson, who were among the casualties of Extortion 17; Glen Doherty, Webb's best friend, killed while helping secure the successful rescue and extraction of American CIA and State Department diplomats in Benghazi; and other close friends, classmates, and fellow warriors. These are men who left behind powerfully instructive examples of what it means to be alive—and what it truly means to be a hero. INCLUDES PHOTOGRAPHS

The Influencer Code

The Go-Giver

Master the Art of Ultimate Influence

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

Total Focus

A Unique Collection of Stories from Empowered Women Who Have Created Their Own Lives of Significance!

A Little Story About the Five Secrets to Lasting Love

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

**"A successful Silicon Valley executive and consultant shares straight-shooting advice for succeeding at work without losing your sanity in three steps: do better, look better, and connect better"--Provided by publisher.**

**Dr. Dale Fife, author of The Secret Place, takes readers on a visionary journey into the inner sanctum of God's presence to experience the mysteries and revelation that Dr. Fife has found through intimate communion with the Father. Moses encountered the light and fire of the burning bush. On their way to the Promised Land, the Israelites followed a pillar of smoke by day and a pillar of fire by night. The priests of God ministered in the temple with the flame of a lampstand as their only source of light. Jesus said, "I am the light of the world. He who follows Me shall not walk in darkness, but have the light of life" (John 8:12). God wants all believers to walk in that same light of supernatural revelation. He wants you to transcend human limitations and access the divine realm. Open your spirit to receive fresh illumination, for you are about to have an intimate encounter with The Light Giver.**

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

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

**3 Practical Steps for Advancing Your Career, Standing Out As a Leader, and Liking Your Life**

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

**The Go-Giver Leader**

**The Daily Decision that Changes Everything**

**Endless Referrals**

**The Light Giver**

## **Go-Givers Sell More**

### **Network Your Everyday Contacts Into Sales**

Overcoming Mediocrity is a project, developed by Christie Lee Ruffino and the Dynamic Professional Women's Network, Inc., intended to provide women with a platform to share their stories of encouragement, inspiration, and prosperity. This tenth book in the series is a unique collection of stories from empowered women who have overcome great odds to create their own lives of significance. These stories are sure to inspire and encourage women of all ages, to realize their true potential.

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.