

Brian Tracy Psikologia Vanzarilor

GETTING THE BOOKS **BRIAN TRACY PSIHOLOGIA VANZARILOR** NOW IS NOT TYPE OF INSPIRING MEANS. YOU COULD NOT BY YOURSELF GOING BEHIND BOOKS DEPOSIT OR LIBRARY OR BORROWING FROM YOUR LINKS TO WAY IN THEM. THIS IS AN DEFINITELY SIMPLE MEANS TO SPECIFICALLY ACQUIRE LEAD BY ON-LINE. THIS ONLINE BROADCAST BRIAN TRACY PSIHOLOGIA VANZARILOR CAN BE ONE OF THE OPTIONS TO ACCOMPANY YOU NEXT HAVING NEW TIME.

IT WILL NOT WASTE YOUR TIME. ACKNOWLEDGE ME, THE E-BOOK WILL NO QUESTION APPEARANCE YOU EXTRA EVENT TO READ. JUST INVEST TINY TIMES TO DOOR THIS ON-LINE DECLARATION **BRIAN TRACY PSIHOLOGIA VANZARILOR** AS CAPABLY AS EVALUATION THEM WHEREVER YOU ARE NOW.

THE 10X RULE - GRANT CARDONE 2011-04-26
ACHIEVE "MASSIVE ACTION" RESULTS AND ACCOMPLISH YOUR BUSINESS DREAMS! WHILE MOST PEOPLE OPERATE WITH ONLY THREE DEGREES OF ACTION-NO ACTION, RETREAT, OR NORMAL ACTION-IF YOU'RE AFTER BIG GOALS, YOU DON'T WANT TO SETTLE FOR THE ORDINARY. TO REACH THE NEXT LEVEL, YOU MUST UNDERSTAND THE COVETED 4TH DEGREE OF ACTION. THIS 4TH DEGREE, ALSO KNOW AS THE 10 X RULE, IS THAT LEVEL OF ACTION THAT GUARANTEES COMPANIES AND INDIVIDUALS REALIZE THEIR GOALS AND DREAMS. THE 10 X RULE UNVEILS THE PRINCIPLE OF "MASSIVE ACTION,"

ALLOWING YOU TO BLAST THROUGH BUSINESS CLICHÉ S AND RISK-AVERSION WHILE TAKING CONCRETE STEPS TO REACH YOUR DREAMS. IT ALSO DEMONSTRATES WHY PEOPLE GET STUCK IN THE FIRST THREE ACTIONS AND HOW TO MOVE INTO MAKING THE 10X RULE A DISCIPLINE. FIND OUT EXACTLY WHERE TO START, WHAT TO DO, AND HOW TO FOLLOW UP EACH ACTION YOU TAKE WITH MORE ACTION TO ACHIEVE MASSIVE ACTION RESULTS. LEARN THE "ESTIMATION OF EFFORT" CALCULATION TO ENSURE YOU EXCEED YOUR TARGETS MAKE THE FOURTH DEGREE A WAY OF LIFE AND DEFY MEDIOCRITY DISCOVER THE TIME MANAGEMENT MYTH GET THE

EXACT REASONS WHY PEOPLE FAIL AND OTHERS SUCCEED KNOW THE EXACT FORMULA TO SOLVE PROBLEMS EXTREME SUCCESS IS BY DEFINITION OUTSIDE THE REALM OF NORMAL ACTION. INSTEAD OF BEHAVING LIKE EVERYBODY ELSE AND SETTLING FOR AVERAGE RESULTS, TAKE MASSIVE ACTION WITH THE 10 X RULE, REMOVE LUCK AND CHANCE FROM YOUR BUSINESS EQUATION, AND LOCK IN MASSIVE SUCCESS. THE MILLIONAIRE FASTLANE - MJ DeMARCO 2011-01-04 10TH ANNIVERSARY EDITION IS THE FINANCIAL PLAN OF MIEDOCRITY -- A DREAM-STEALING, SOUL-SUCKING DOGMA KNOWN AS "THE SLOWLANE" YOUR PLAN FOR CREATING WEALTH? YOU KNOW HOW IT GOES; IT SOUNDS A LIL SOMETHING LIKE THIS: "GO TO SCHOOL, GET A GOOD JOB, SAVE 10% OF YOUR PAYCHECK, BUY A USED CAR, CANCEL THE MOVIE CHANNELS, QUIT DRINKING EXPENSIVE STARBUCKS MOCHA LATTES, SAVE AND PENNY-PINCH YOUR LIFE AWAY, TRUST YOUR LIFE-SAVINGS TO THE STOCK MARKET, AND ONE DAY, WHEN YOU ARE OH, SAY, 65 YEARS OLD, YOU CAN RETIRE RICH." THE MAINSTREAM FINANCIAL GURUS HAVE SOLD YOU BLINDLY DOWN THE RIVER TO A GREAT FINANCIAL GAMBLE: YOU'VE BEEN HOODWINKED TO BELIEVE THAT WEALTH CAN BE CREATED BY RECKLESSLY TRUSTING IN THE UNCONTROLLABLE AND UNPREDICTABLE MARKETS: THE HOUSING MARKET, THE STOCK MARKET, AND THE JOB MARKET. THIS IMPOTENT FINANCIAL GAMBLE DUBIOUSLY PROMISES WEALTH IN A WHEELCHAIR -- SACRIFICE YOUR ADULT LIFE FOR

A FINANCIAL PLAN THAT REAPS DIVIDENDS IN THE TWILIGHT OF LIFE. ACCEPT THE SLOWLANE AS YOUR BLUEPRINT FOR WEALTH AND YOUR FINANCIAL FUTURE WILL BLOW CARELESSLY ASUNDER ON A SAILBOAT OF HOPE: HOPE YOU CAN FIND A JOB AND KEEP IT, HOPE THE STOCK MARKET DOESN'T TANK, HOPE THE ECONOMY REBOUNDS, HOPE, HOPE, AND HOPE. DO YOU REALLY WANT HOPE TO BE THE CENTERPIECE FOR YOUR FAMILY'S FINANCIAL PLAN? DRIVE THE SLOWLANE ROAD AND YOU WILL FIND YOUR LIFE DETERIORATE INTO A MISERABLE EXHIBITION ABOUT WHAT YOU CANNOT DO, VERSUS WHAT YOU CAN. FOR THOSE WHO DON'T WANT A LIFETIME SUBSCRIPTION TO "SETTLE-FOR-LESS" AND A SLIGHT CHANCE OF ELDERLY RICHES, THERE IS AN ALTERNATIVE; AN EXPRESSWAY TO EXTRAORDINARY WEALTH THAT CAN BURN A TRAIL TO FINANCIAL INDEPENDENCE FASTER THAN ANY ROAD OUT THERE. WHY JOBS, 401(k)s, MUTUAL FUNDS, AND 40-YEARS OF MINDLESS FRUGALITY WILL NEVER MAKE YOU RICH YOUNG. WHY MOST ENTREPRENEURS FAIL AND HOW TO IMMEDIATELY PUT THE ODDS IN YOUR FAVOR. THE REAL LAW OF WEALTH: LEVERAGE THIS AND WEALTH HAS NO CHOICE BUT TO BE MAGNETIZED TO YOU. THE LEADING CAUSE OF POORNESS: CHANGE THIS AND YOU CHANGE EVERYTHING. HOW THE RICH REALLY GET RICH - AND NO, IT HAS NOTHING TO DO WITH A PAYCHECK OR A 401K MATCH. WHY THE GURU'S GRAND DEITY - COMPOUND INTEREST - IS AN IMPOTENT WEALTH ACCELERATOR. WHY THE GURU MYTH OF "DO WHAT

YOU LOVE" WILL MOST LIKELY KEEP YOU POOR, NOT RICH. AND 250+ MORE POVERTY BUSTING DISTINCTIONS... DEMAND THE FASTLANE, AN ALTERNATIVE ROAD-TO-WEALTH; ONE THAT ACTUALLY IGNITES DREAMS AND CREATES MILLIONAIRES YOUNG, NOT OLD. CHANGE LANES AND FIND YOUR EXPLOSIVE WEALTH ACCELERATOR. HIT THE FASTLANE, CRACK THE CODE TO WEALTH, AND FIND OUT HOW TO LIVE RICH FOR A LIFETIME.

POSTURES - DESMOND MORRIS 2019-11-05

THIS COPIOUSLY ILLUSTRATED BOOK, BY THE EVER-PROVOCATIVE DESMOND MORRIS, IS A PIONEERING AND LIVELY EXPLORATION OF THE IMPORTANCE OF BODY LANGUAGE IN HOW WE UNDERSTAND ART. EVERY TIME AN ARTIST PORTRAYS A HUMAN SUBJECT, A DECISION HAS TO BE MADE ABOUT THE POSTURE OF THE FIGURE. WILL THEY BE STANDING, SITTING, OR RECLINING? SMILING, SCREAMING, OR WEEPING? NEVER BEFORE GIVEN SUCH DEDICATED ATTENTION, POSTURES ARGUES THAT THE GESTURES PORTRAYED IN A WORK OF ART CAN REFLECT THE MORES OF A PARTICULAR PERIOD IN HISTORY, THE CUSTOMS OF A CERTAIN CULTURE, OR A FASHION IN ARTISTIC STYLES. EXPLORING THESE WITH MASTERFUL SUBTLETY, CELEBRATED ARTIST AND ANTHROPOLOGIST DESMOND MORRIS UNCOVERS FASCINATING INSIGHTS ABOUT CHANGING SOCIAL ATTITUDES AND CONVENTIONS THROUGHOUT HISTORY, FINDING SURPRISING SIMILARITIES AND SIGNIFICANT DIFFERENCES. MORRIS'S VAST

SELECTION OF GESTURES, FROM THE HANDSHAKE TO THE GLOVE-SLAP, ARE ANALYZED AND GROUPED ACCORDING TO WIDER FORMS OF COMMUNICATION—GREETINGS, THREATS, INSULTS, AND MORE. ALL ARE ILLUSTRATED WITH FULL COLOR WORKS, RANGING FROM PREHISTORIC MASKS AND GREEK STATUES TO CONTEMPORARY PAINTINGS AND SCULPTURES. POSTURES UNIQUELY COMBINES MORRIS'S EXPERTISE IN BOTH ART AND SOCIAL SCIENCE, SHEDDING NEW LIGHT ON EVEN THE MOST FAMILIAR PAINTINGS.

KISS THAT FROG! - BRIAN TRACY 2012-10-05

THE ENHANCED EDITION INCLUDES SHORT-COURSE VIDEOS BY THE COAUTHORS FOR EACH OF THE TWELVE CHAPTERS OF THE BOOK (TOTAL OF 18.5 MINUTES). BOTH BRIAN TRACY AND CHRISTINA TRACY STEIN SHOW HOW TO APPLY THE MESSAGES OF EACH CHAPTER TO EVERYDAY LIFE. VIDEOS INCLUDE: YOUR FULL POTENTIAL, CONFRONT YOUR FROGS, YOU BECOME WHAT YOU THINK, THE LAW OF SUBSTITUTION, VICTIM OF VICTOR IN LIFE, AND THE LAW OF FORGIVENESS. JUST LIKE THE LONELY PRINCESS IN THE FAIRY TALE WHO WAS RELUCTANT TO LOCK LIPS WITH A WARTY FROG AND TRANSFORM HIM INTO A HANDSOME PRINCE, SOMETHING STOPS MANY OF US SHORT OF ATTAINING OUR DREAMS. OUR NEGATIVE THOUGHTS, EMOTIONS, AND ATTITUDES CAN THREATEN TO KEEP US FROM ACHIEVING ALL THAT WE'RE CAPABLE OF. HERE BESTSELLING AUTHOR AND SPEAKER BRIAN TRACY AND HIS DAUGHTER, THERAPIST

CHRISTINA TRACY STEIN, PROVIDE A SET OF PRACTICAL, PROVEN STRATEGIES ANYONE CAN USE TO TURN THOSE NEGATIVE FROGS INTO POSITIVE PRINCES. TRACY AND STEIN PRESENT A STEP-BY-STEP PLAN THAT ADDRESSES THE ROOT CAUSES OF NEGATIVITY, HELPS YOU UNCOVER BLOCKS THAT HAVE BECOME MENTAL OBSTACLES, AND SHOWS HOW YOU CAN TRANSFORM THEM INTO STEPPING-STONES TO ACHIEVE YOUR FULLEST POTENTIAL. THE BOOK DISTILLS, IN AN ACCESSIBLE AND IMMEDIATELY USEFUL FORM, WHAT TRACY HAS PRESENTED IN MORE THAN 5,000 TALKS AND SEMINARS WITH MORE THAN FIVE MILLION PEOPLE IN FIFTY-EIGHT COUNTRIES AND WHAT STEIN HAS LEARNED THROUGH THOUSANDS OF HOURS OF COUNSELING PEOPLE FROM ALL WALKS OF LIFE. "THERE IS NOTHING EITHER GOOD OR BAD, BUT THINKING MAKES IT SO," THE AUTHORS QUOTE SHAKESPEARE. THE MANY POWERFUL TECHNIQUES AND EXERCISES IN THIS BOOK WILL HELP YOU CHANGE YOUR MINDSET SO THAT YOU DISCOVER SOMETHING WORTHWHILE IN EVERY PERSON AND EXPERIENCE, HOWEVER DIFFICULT AND CHALLENGING THEY MIGHT SEEM AT FIRST. YOU'LL LEARN HOW TO DEVELOP UNSHAKABLE SELF-CONFIDENCE, BECOME YOUR BEST SELF, AND BEGIN LIVING AN EXTRAORDINARY LIFE.

BUZZMARKETING - MARK HUGHES 2005-07-07

"THERE'S FAKE CORPORATE MARKETING AND THEN THERE'S REAL MARKETING. THIS IS THE REAL STUFF FOR REAL PEOPLE."
-BEN COHEN, CO-FOUNDER OF BEN & JERRY'S ICE CREAM

THESE DAYS CONSUMERS ARE PAYING LESS AND LESS ATTENTION TO ADVERTISING. A MAJORITY ALREADY ZAP COMMERCIALS, AND NEW TECHNOLOGY KEEPS MAKING IT EASIER TO TUNE OUT MARKETING MESSAGES. MARK HUGHES HAS WRITTEN A BREAKTHROUGH GUIDE TO THE ART OF SUCCESSFUL BUZZMARKETING WHICH MANY PEOPLE TALK ABOUT BUT FEW TRULY UNDERSTAND. HE DRAWS ON HIS OWN REAL-WORLD EXPERIENCE AS AN EXECUTIVE AND CONSULTANT, AS WELL AS UNTOLD STORIES OF SOME OF THE GREAT BUZZ GENERATORS OF OUR TIME, INCLUDING AMERICAN IDOL, TIE-DYE SHIRTS, AND THE BIRTH OF LITE BEER.

THE 25 MOST COMMON SALES MISTAKES AND HOW TO AVOID THEM - STEPHAN SCHIFFMAN 2009-07-18

"25 SALES MISTAKES IS ESSENTIAL FOR ANY PROFESSIONAL OR ORGANIZATION COMMITTED TO SALES EXCELLENCE." -- MICHAEL A. BERMAN, CHIEF OPERATING OFFICER, OUTSIDE VENTURES

IN THE NEWEST EDITION OF THIS VALUABLE MANUAL, STEPHAN SCHIFFMAN OFFERS UPDATED ADVICE TO SALESPEOPLE ABOUT GETTING PROSPECTS AND MAKING THE SALE. IT'S NOT JUST WHAT YOU DO--IT'S WHAT YOU DON'T DO: DON'T SELL AGAINST A COMPETITOR DON'T BE SATISFIED DON'T STOP GETTING IDEAS DON'T USE BOILERPLATE PROPOSALS DON'T OVERUSE E-MAIL THE BOOK ALSO INCLUDES A NEW INTRODUCTION AND UPDATED TEXT. SCHIFFMAN OFFERS SALESPEOPLE THE KIND OF ADVICE--FROM LISTENING TO THE CLIENT TO FOLLOWING UP ON THE SALE--

THAT HAS MADE HIM THE BEST CORPORATE SALES TRAINER TODAY. WITH SCHIFFMAN'S BOOK IN THEIR POCKET, SALEPEOPLE CAN AVOID COMMON BLUNDERS AND MAKE THE SALE.

So, This Is Christmas - TRACY ANDREEN 2022-10-11

LET IT SNOW MEETS DASH AND LILY'S BOOK OF DARES IN THIS NEW SMALL-TOWN CHRISTMAS ROMANCE. WHEN FINLEY BROWN RETURNED TO HER HOMETOWN OF CHRISTMAS, OKLAHOMA, FROM BOARDING SCHOOL, SHE EXPECTED TO FIND IT JUST AS SHE LEFT IT. CHRISTMAS HASN'T CHANGED MUCH IN HER SIXTEEN YEARS. BUT INSTEAD SHE RETURNS TO FIND THAT HER BEST FRIEND IS DATING HER EX-BOYFRIEND, HER PARENTS HAVE SEPARATED, AND HER ARCHNEMESIS GOT A JOB WORKING AT HER GRANDMOTHER'S INN. AND SHE CERTAINLY DIDN'T EXPECT TO FIND THE BOY SHE MAY OR MAY NOT HAVE TRICKED INTO BELIEVING THAT CHRISTMAS WAS AN IDYLIC HOLIDAY PARADISE ON HER GRANDMOTHER'S DOORSTEP. IT'S UP TO FINLEY TO MAKE SURE HE GETS THE CHRISTMAS HE WAS PROMISED. THIS IS FINLEY'S CHRISTMAS. IT'S ABOUT HOME AND FAMILY AND FRIENDS AND FINDING HER PLACE, AND ALONG THE WAY SHE ALSO FINDS THE BEST CHRISTMAS PRESENT OF ALL: LOVE.

HIGH TRUST SELLING - TODD DUNCAN 2007-04-15

DO YOU FEEL LIKE YOUR CAREER EXISTS SOMEWHERE BETWEEN YOUR LAST SALE AND YOUR NEXT ONE? ARE YOU ALWAYS SEARCHING FOR THE WAY TO BRIDGE THE GAP AND CREATE

LONG-TERM SUCCESS? DOES IT SEEM THAT SOMEHOW YOUR LIFE IS ONLY ABOUT YOUR ABILITY TO PERFORM ON THE JOB? FOR TOO LONG YOU HAVE BOUGHT INTO THE IDEA THAT THE BUSINESS YOU DO AND THE LIFE YOU LEAD ARE COMPLETELY SEPARATE. WHAT TODD DUNCAN HAS LEARNED IN HIS TWENTY-TWO YEARS OF SALES IS THE POLAR OPPOSITE:

WHEN YOU DISCOVER HOW TO CONNECT WHO YOU ARE AND WHAT YOU ARE ABOUT IN YOUR SELLING CAREER, THE RESULTS WILL BE PHENOMENAL AND LONG-LASTING. NO MATTER WHAT INDUSTRY YOU WORK IN OR WHAT TYPE OF SALES POSITION YOU HOLD, ADOPTING THE PRACTICAL PRINCIPLES IN HIGH TRUST SELLING WILL OPEN THE DOOR TO A NEW WAY OF THINKING AND A LIFE BEYOND YOUR WILDEST EXPECTATIONS. "LONG-TERM SALES SUCCESS HAPPENS WHEN HIGH TRUST EXISTS—WHEN YOU ARE A TRUSTWORTHY SALESPERSON RUNNING A TRUSTWORTHY SALES BUSINESS, AND WHEN IT'S CLEAR TO YOUR CLIENTS THAT YOU ARE A PERSON OF INTEGRITY WHO WILL NOT ONLY DO WHAT YOU SAY BUT WHO ALSO HAS THE MEANS TO DELIVER." —TODD DUNCAN

FINDING YOUR ELEMENT - SIR KEN ROBINSON, PHD

2013-05-21

THE NEW YORK TIMES BESTSELLING AUTHOR OF *THE ELEMENT* GIVES READERS AN INSPIRATIONAL AND PRACTICAL GUIDE TO SELF-IMPROVEMENT, HAPPINESS, CREATIVITY, AND PERSONAL TRANSFORMATION SIR KEN ROBINSON'S TED TALK VIDEO AND

GROUNDBREAKING BOOK, *THE ELEMENT*, INTRODUCED READERS TO A NEW CONCEPT OF SELF-FULFILLMENT THROUGH THE CONVERGENCE OF NATURAL TALENTS AND PERSONAL PASSIONS. *THE ELEMENT* HAS INSPIRED READERS ALL OVER THE WORLD AND HAS CREATED FOR ROBINSON AN INTENSELY DEVOTED FOLLOWING. NOW COMES THE LONG-AWAITED COMPANION, THE PRACTICAL GUIDE THAT HELPS PEOPLE FIND THEIR OWN ELEMENT. AMONG THE QUESTIONS THAT THIS NEW BOOK ANSWERS ARE: • HOW DO I FIND OUT WHAT MY TALENTS AND PASSIONS ARE? • WHAT IF I LOVE SOMETHING I'M NOT GOOD AT? • WHAT IF I'M GOOD AT SOMETHING I DON'T LOVE? • WHAT IF I CAN'T MAKE A LIVING FROM MY ELEMENT? • HOW DO I DO HELP MY CHILDREN FIND THEIR ELEMENT? FINDING YOUR ELEMENT COMES AT A CRITICAL TIME AS CONCERNS ABOUT THE ECONOMY, EDUCATION AND THE ENVIRONMENT CONTINUE TO GROW. THE NEED TO CONNECT TO OUR PERSONAL TALENTS AND PASSIONS HAS NEVER BEEN GREATER. AS ROBINSON WRITES IN HIS INTRODUCTION, WHEREVER YOU ARE, WHATEVER YOU DO, AND NO MATTER HOW OLD YOU ARE, IF YOU'RE SEARCHING FOR YOUR ELEMENT, THIS BOOK IS FOR YOU.

THE SHERLOCK HOLMES PUZZLE COLLECTION - JOHN WATSON 2011-01-01

JOIN THE WORLD'S GREATEST FICTIONAL DETECTIVE AND USE YOUR OWN POWERS OF DEDUCTION TO SOLVE THESE INGENUOUS ENIGMAS. THIS REMARKABLE COLLECTION FEATURES

ALL KINDS OF PUZZLES TO SUIT ALL TASTES AND LEVELS OF LOGICAL SKILL - FROM 'ELEMENTARY' TO 'IMPENETRABLE'. "YOU KNOW MY METHODS, APPLY THEM" SHERLOCK HOLMES - *THE SIGN OF FOUR* 150 SPECIALLY COMMISSIONED CONUNDRUMS FROM MASTER PUZZLE-SMITH TIM DEDOPULOS. **JEFFREY GITOMER'S LITTLE RED BOOK OF SALES ANSWERS** - JEFFREY GITOMER 2020-05-12

SALESPEOPLE ARE LOOKING FOR ANSWERS. THE FASTEST, EASIEST ANSWERS THAT WORK EVERY TIME. THE GOOD NEWS IS, THE ANSWERS EXIST. THE BAD NEWS IS, IN ORDER TO BE ABLE TO BECOME A SUCCESSFUL SALESPERSON, YOU HAVE TO UNDERSTAND, PRACTICE, AND MASTER THE ANSWERS. YOU WOULD THINK WITH ALL THE ANSWERS CONTAINED IN THIS BOOK, THAT ANYONE WHO READS IT WOULD AUTOMATICALLY BECOME A BETTER SALESPERSON. YOU WOULD BE THINKING WRONG. TO BECOME A BETTER SALESPERSON, THE FIRST THING YOU HAVE TO DO IS READ IT. THE SECOND THING TO DO WITH THIS BOOK IS READ IT AGAIN. THE THIRD THING TO DO WITH THIS BOOK IS TRY ONE ANSWER EVERY DAY. IF IT DOES NOT WORK EXACTLY RIGHT THE FIRST TIME, OR THE OUTCOME WAS NOT WHAT YOU EXPECTED, TRY IT AGAIN AND TWEAK IT A LITTLE BIT. THE FOURTH THING YOU HAVE TO DO IS PRACTICE THE ANSWER UNTIL YOU FEEL THAT IT IS WORKING. THE FIFTH THING YOU HAVE TO DO IS BECOME THE MASTER OF IT. BLEND EACH ANSWER TO YOUR SELLING SITUATION AND DO IT IN A WAY THAT FITS YOUR

STYLE, AND YOUR PERSONALITY. THINK ABOUT THE WAY YOU ASK FOR AN APPOINTMENT. THE WAY YOU LEAVE A VOICE-MAIL MESSAGE. THE WAY YOU FOLLOW UP AFTER A SALES CALL. THE WAY YOU BEGIN A SALES PRESENTATION. THE WAY YOU ASK FOR A SALE. THE WAY YOU RESPOND TO AN ANGRY CUSTOMER. THE WAY YOU EARN A REFERRAL. OR THE WAY YOU GET A TESTIMONIAL. WOULDNT YOU LOVE TO HAVE THE PERFECT ANSWER FOR EVERY ONE OF THESE SITUATIONS?

BRANDING ON THE EASTERN FRONT: THE QUEST OF A BRAND CONSULTANT IN THE NEW EUROPE - ANETA BOGDAN
2019-04-10

BRANDING ON THE EASTERN FRONT IS BOTH A TESTIMONY OF HOW WESTERN-BORN APPROACHES MUST ADAPT TO EMERGING ECONOMIES, AND A CRASH COURSE IN BRANDING AND LEADERSHIP FOR ENTREPRENEURS, MARKETERS, AND CONTEMPORARY CONSUMERS OF ANY KIND. THE LATE GREAT BRANDING MASTER WALLY OLINS SAID IN THE FOREWORD TO THE BOOK "WHAT IS FASCINATING ABOUT THE WORK THAT MY VERY GOOD FRIEND ANETA BOGDAN HAS BEEN DOING FOR THE LAST DOZEN YEARS OR SO IS THAT IT SEEKS NOT ONLY TO CREATE BRANDS IN A COUNTRY IN WHICH THEY HAD NO EXISTENCE AT ALL FOR FIFTY OR MORE YEARS, BUT THAT SHE HAS DONE IT WITH SUCH VERVE, INTELLIGENCE AND CREATIVITY." THE BOOK IS A PREMIER, EASTERN VIEW ON THE DEBATE AROUND THE TRANSFORMATIVE POWER OF BRANDING,

INCLUDING RELEVANT CASE STUDIES, AND AN INSIGHT INTO THE EMERGENT CORPORATE AND ENTREPRENEURIAL MILIEUS. THE AUTHOR IS NEVER AVERAGE: CYNICAL AND IDEALISTIC, AUTHORITARIAN AND INSPIRATIONAL-A FRESH, BREAK-THE-RULES STORYTELLER WITH A SPECULATIVE AND PASSIONATE DISCOURSE. ALL IN ALL, THE BOOK IS A KEEN PRACTITIONER'S CANDID ACCOUNT ABOUT THE ASSIMILATION AND DEVELOPMENT OF BRANDS AND BRANDING IN POST-COMMUNIST EASTERN EUROPE AND OTHER EMERGENT MARKETS - IN A TIME WHEN WESTERN-BORN PRINCIPLES OF BRANDING ARE BEING TRIED AND TESTED, NOT ONLY BY THEIR NEW GROUNDS, BUT ALSO BY THE CHANGING TIMES.

OVERDELIVER - BRIAN KURTZ 2019-04-09

BRIAN KURTZ IS THE BRIDGE CONNECTING THE BEDROCK FUNDAMENTALS OF DIRECT RESPONSE MARKETING TO THE STATE-OF-THE-ART STRATEGIES, TACTICS, AND CHANNELS OF TODAY. OVERDELIVER DISTILLS HIS EXPERTISE FROM WORKING IN THE TRENCHES OVER ALMOST FOUR DECADES TO HELP READERS BUILD A BUSINESS THAT MAXIMIZES BOTH REVENUE AND RELATIONSHIPS. MARKETING ISN'T EVERYTHING, ACCORDING TO BRIAN KURTZ. IT'S THE ONLY THING. IF YOU HAVE A VISION OR A MISSION IN LIFE, WHY NOT SHARE IT WITH MILLIONS INSTEAD OF DOZENS? AND WHILE YOU ARE SHARING IT WITH AS MANY PEOPLE AS POSSIBLE AND CREATING MAXIMUM IMPACT, WHY NOT MEASURE EVERYTHING AND MAKE ALL OF YOUR MARKETING ACCOUNTABLE? THAT'S

WHAT THIS BOOK IS ALL ABOUT. IN THE WORLD OF DIRECT MARKETING, BRIAN KURTZ HAS SEEN IT ALL AND DONE IT ALL OVER ALMOST FOUR DECADES. AND HE LIVES BY THE PHILOSOPHY, "THOSE WHO DID IT HAVE A RESPONSIBILITY TO TEACH IT." HERE'S A SMALL SAMPLE OF WHAT YOU'LL LEARN:

- * THE 4 PILLARS OF BEING EXTRAORDINARY
- * THE 5 PRINCIPLES OF WHY "ORIGINAL SOURCE" MATTERS
- * THE 7 CHARACTERISTICS THAT ARE PRESENT IN EVERY WORLD CLASS COPYWRITER
- * MULTIPLE WAYS TO TRACK THE METRICS THAT MATTER IN EVERY CAMPAIGN AND EVERY MEDIUM, ONLINE AND OFFLINE
- * WHY CUSTOMER SERVICE AND FULFILLMENT ARE MARKETING FUNCTIONS
- * THAT THE MOST IMPORTANT CAPITAL YOU OWN HAS NOTHING TO DO WITH MONEY
- * AND MUCH MORE

WHETHER YOU'RE NEW TO MARKETING OR A SEASONED PRO, THIS BOOK GIVES YOU A CRYSTAL-CLEAR ROAD MAP TO GROW YOUR BUSINESS, MAKE MORE MONEY, MAXIMIZE YOUR IMPACT IN YOUR MARKET, AND LOVE WHAT YOU'RE DOING WHILE YOU'RE DOING IT. KURTZ TAKES YOU INSIDE THE CRAFT TO HELP YOU USE ALL THE TOOLS AT YOUR DISPOSAL--FROM THE INTRICATE RELATIONSHIP BETWEEN LISTS, OFFERS, AND COPY, TO CONTINUITY AND CREATING LIFETIME VALUE, TO THE CRITICAL IMPORTANCE OF MULTICHANNEL MARKETING AND MORE--SO YOU CAN SUCCEED WILDLY, EXCEED ALL YOUR EXPECTATIONS, AND OVERDELIVER EVERY TIME.

SPIN® -SELLING - NEIL RACKHAM 2020-04-28

TRUE OR FALSE? IN SELLING HIGH-VALUE PRODUCTS OR SERVICES: 'CLOSING' INCREASES YOUR CHANCE OF SUCCESS; IT IS ESSENTIAL TO DESCRIBE THE BENEFITS OF YOUR PRODUCT OR SERVICE TO THE CUSTOMER; OBJECTION HANDLING IS AN IMPORTANT SKILL; OPEN QUESTIONS ARE MORE EFFECTIVE THAN CLOSED QUESTIONS. ALL FALSE, SAYS THIS PROVOCATIVE BOOK. NEIL RACKHAM AND HIS TEAM STUDIED MORE THAN 35,000 SALES CALLS MADE BY 10,000 SALES PEOPLE IN 23 COUNTRIES OVER 12 YEARS. THEIR FINDINGS REVEALED THAT MANY OF THE METHODS DEVELOPED FOR SELLING LOW-VALUE GOODS JUST DON'T WORK FOR MAJOR SALES. RACKHAM WENT ON TO INTRODUCE HIS SPIN-SELLING METHOD. SPIN DESCRIBES THE WHOLE SELLING PROCESS: SITUATION QUESTIONS PROBLEM QUESTIONS IMPLICATION QUESTIONS NEED-PAYOFF QUESTIONS SPIN-SELLING PROVIDES YOU WITH A SET OF SIMPLE AND PRACTICAL TECHNIQUES WHICH HAVE BEEN TRIED IN MANY OF TODAY'S LEADING COMPANIES WITH DRAMATIC IMPROVEMENTS TO THEIR SALES PERFORMANCE.

EAT THAT FROG! FOR STUDENTS - BRIAN TRACY
2020-12-29

ADAPTED FROM BRIAN TRACY'S INTERNATIONAL TIME-MANAGEMENT BESTSELLER, EAT THAT FROG!, THIS BOOK WILL GIVE TODAY'S STRESSED-OUT AND OVERWHELMED STUDENTS THE TOOLS FOR LIFELONG SUCCESS. LIKE ADULTS, STUDENTS OF ALL AGES STRUGGLE WITH HOW TO MANAGE THEIR TIME.

ENCOUNTERING THE NECESSITY OF TIME MANAGEMENT FOR THE FIRST TIME, HIGH SCHOOLERS JUGGLE CLASSES, EXTRACURRICULAR ACTIVITIES (ALL BUT MANDATORY FOR COLLEGE ADMISSIONS), JOBS, INTERNSHIPS, FAMILY RESPONSIBILITIES, AND MORE. COLLEGE BRINGS EVEN MORE FREEDOM AND LESS STRUCTURE, MAKING TIME MANAGEMENT EVEN MORE CRITICAL. BRIAN TRACY'S EAT THAT FROG! HAS HELPED MILLIONS AROUND THE WORLD GET MORE DONE IN LESS TIME. NOW THIS LIFE-CHANGING GLOBAL BESTSELLER HAS BEEN ADAPTED TO THE SPECIFIC NEEDS OF STUDENTS. TRACY OFFERS READERS TIPS, TOOLS, AND TECHNIQUES FOR STRUCTURING TIME, SETTING GOALS, STAYING ON TASK (EVEN WHEN YOU'RE NOT INTERESTED), DEALING WITH STRESS, AND DEVELOPING THE SKILLS TO ACHIEVE FAR MORE THAN YOU EVER THOUGHT POSSIBLE. THIS IS THE BOOK THAT PARENTS AND TEACHERS HAVE LONG BEEN WISHING TRACY WOULD WRITE.

GROW A PAIR - LARRY WINGET 2014-08-05

THE STRAIGHT-TALKING, NEW YORK TIMES BESTSELLING AUTHOR AND PITBULL OF PERSONAL DEVELOPMENT® IS BACK WITH A PITHY AND PRESCRIPTIVE GUIDE TO SUCCESS. A FIVE-TIME BESTSELLING AUTHOR AND ONE OF THE COUNTRY'S LEADING BUSINESS SPEAKERS, LARRY HAS MADE A REPUTATION FOR BEING THE FIRST TO CHALLENGE THE POSITIVE-ATTRACTION GURUS AND THE LAW-OF-ATTRACTION BOZOS WITH HIS COMMONSENSE APPROACH TO SUCCESS. LARRY

DOESN'T SUGAR-COAT, AND HE ISN'T AFRAID TO MAKE PEOPLE UNCOMFORTABLE, BECAUSE HE WANTS US TO STOP MAKING EXCUSES, AND START GETTING RESULTS. IN THE NEW YORK TIMES AND WALL STREET JOURNAL BESTSELLER GROW A PAIR, LARRY TAKES ON ENTITLEMENT CULTURE, THE SELF-HELP MOVEMENT, POLITICAL CORRECTNESS, AND MORE. WE'VE ALL HEARD THE PHRASE "GROW A PAIR," BUT LARRY'S ADVICE ISN'T ABOUT ANATOMY—IT'S ABOUT ATTITUDE. TO GET THE SUCCESS WE WANT, WE NEED TO REJECT VICTIMHOOD IN FAVOR OF BEING ASSERTIVE AND FINALLY TAKING SOME RESPONSIBILITY. WITH PRESCRIPTIVE ADVICE ON GOAL ACHIEVING, CAREER, PERSONAL FINANCE, AND MORE, GROW A PAIR WILL GIVE THE READERS THE KICK IN THE PANTS THEY NEED.

SOMETHING TO SMILE ABOUT - ZIG ZIGLAR 1997

STORIES OF HOPE BY THE MASTER STORYTELLER AND MOTIVATOR.

ROME'S LAST CITIZEN - ROB GOODMAN 2012-10-16

"CATO, HISTORY'S MOST FAMOUS FOE OF AUTHORITARIAN POWER, WAS THE PIVOTAL POLITICAL MAN OF ROME; AN INSPIRATION TO OUR FOUNDING FATHERS; AND A CAUTIONARY FIGURE FOR OUR TIMES. HE LOVED ROMAN REPUBLICANISM, BUT SAW HIMSELF AS TOO PRINCIPLED FOR THE MERE POLITICS THAT MIGHT HAVE SAVED IT. HIS LIFE AND LESSONS ARE URGENTLY RELEVANT IN THE HARSHLY DIVIDED AMERICA—AND WORLD—OF TODAY. WITH ERUDITION AND VERVE, ROB

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GOODMAN AND JIMMY SONI TURN THEIR LIFE OF CATO INTO THE MOST MODERN OF BIOGRAPHIES, A BLEND OF THE DECLINE AND FALL OF THE ROMAN EMPIRE AND GAME CHANGE.”—HOWARD FINEMAN, EDITORIAL DIRECTOR OF THE HUFFINGTON POST MEDIA GROUP, NBC AND MSNBC NEWS ANALYST, AND NEW YORK TIMES BESTSELLING AUTHOR OF THE THIRTEEN AMERICAN ARGUMENTS “A TRULY OUTSTANDING PIECE OF WORK. WHAT MOST IMPRESSES ME IS THE BOOK’S ABILITY TO REACH THROUGH THE CONFUSING DYNASTIC POLITICS OF THE LATE ROMAN REPUBLIC TO PRESENT SOCIAL REALITIES IN A WAY INTELLIGIBLE TO THE MODERN READER. ROME’S LAST CITIZEN ENTERTAININGLY RESTORES TO LIFE THE STOIC ROMAN WHO INSPIRED GEORGE WASHINGTON, PATRICK HENRY AND NATHAN HALE. THIS IS MORE THAN A BIOGRAPHY: IT IS A STUDY OF HOW A REPUTATION LASTED THROUGH THE CENTURIES FROM THE END OF ONE REPUBLIC TO THE START OF ANOTHER.”—DAVID FRUM, DAILYBEAST COLUMNIST, FORMER WHITE HOUSE SPEECH WRITER, AND NEW YORK TIMES BESTSELLING AUTHOR OF THE RIGHT MAN MARCUS PORCIUS CATO: ARISTOCRAT WHO WALKED BAREFOOT AND SLEPT ON THE GROUND WITH HIS TROOPS, POLITICAL HEAVYWEIGHT WHO CULTIVATED THE IMAGE OF A STOIC PHILOSOPHER, A HARDNOSED DEFENDER OF TRADITION WHO PRESENTED HIMSELF AS A MAN OUT OF THE SACRED ROMAN PAST—AND THE LAST MAN STANDING WHEN ROME’S REPUBLIC FELL TO TYRANNY. HIS BLOOD FEUD WITH

CAESAR BEGAN IN THE CHAMBER OF THE SENATE, PLAYED OUT ON THE BATTLEFIELDS OF A WORLD WAR, AND ENDED WHEN HE TOOK HIS OWN LIFE RATHER THAN LIVE UNDER A DICTATOR. CENTURIES OF THINKERS, WRITERS, AND ARTISTS HAVE DRAWN INSPIRATION FROM CATO’S STOIC COURAGE. SAINT AUGUSTINE AND THE EARLY CHRISTIANS WERE MOVED AND CHALLENGED BY HIS EXAMPLE. DANTE, IN HIS DIVINE COMEDY, CHOSE CATO TO PRESIDE OVER THE SOULS WHO ARRIVE IN PURGATORY. GEORGE WASHINGTON SO REVERED HIM THAT HE STAGED A PLAY ON CATO’S LIFE TO REVIVE THE SPIRIT OF HIS TROOPS AT VALLEY FORGE. NOW, IN ROME’S LAST CITIZEN, ROB GOODMAN AND JIMMY SONI DELIVER THE FIRST MODERN BIOGRAPHY OF THIS STIRRING FIGURE. CATO’S LIFE IS A GRIPPING TALE THAT RESONATES DEEPLY WITH OUR OWN TURBULENT TIMES. HE GRAPPLED WITH TERRORISTS, A DEBT CRISIS, ENDEMIC POLITICAL CORRUPTION, AND A HUGE GULF BETWEEN THE ELITES AND THOSE THEY GOVERNED. IN MANY WAYS, CATO WAS THE ULTIMATE MAN OF PRINCIPLE—HE EVEN CHOSE SUICIDE RATHER THAN BE USED BY CAESAR AS A POLITICAL PAWN. BUT CATO WAS ALSO A POLITICAL FAILURE: HIS STUBBORNNESS SEALED HIS AND ROME’S DEFEAT, AND HIS LONELY END CASTS A SHADOW ON THE RECURRING HOPE THAT A SINGULAR LEADER CAN TRANSCEND THE DIRTY BUSINESS OF POLITICS. ROME’S LAST CITIZEN IS A TIMELESS STORY OF AN UNCOMPROMISING MAN IN A TIME OF CRISIS AND HIS LIFELONG BATTLE TO SAVE THE REPUBLIC.

ZIGLAR ON SELLING - ZIG ZIGLAR 2007-05-13
WANT TO BE ON TOP IN YOUR SALES CAREER? HOW DO YOU SUCCEED IN THE PROFESSION OF SELLING? WHILE ALSO MAINTAINING YOUR SANITY, AVOIDING ULCERS AND HEART ATTACKS, CONTINUING IN A GOOD RELATIONSHIP WITH YOUR SPOUSE AND CHILDREN, MEETING YOUR FINANCIAL OBLIGATIONS, AND PREPARING FOR THOSE "GOLDEN YEARS,"? AND STILL HAVE A MOMENT YOU CAN CALL YOUR OWN? ZIG ZIGLAR SHOWS YOU HOW, SHARING INFORMATION, DIRECTION, INSPIRATION, LAUGHTER, AND TEARS THAT WILL HELP YOU MAKE THE NECESSARY CHOICES FOR A BALANCED LIFE? PERSONAL AND PROFESSIONAL. SELLING IS A MAGNIFICENTLY REWARDING AND EXCITING PROFESSION. IT IS, HOWEVER, MORE THAN A CAREER. IT IS A WAY OF LIFE? CONSTANTLY CHANGING AND ALWAYS DEMANDING YOUR BEST. IN *ZIGLAR ON SELLING*, YOU'LL DISCOVER THE KIND OF PERSON YOU ARE IS THE MOST ESSENTIAL FACET IN BUILDING A SUCCESSFUL PROFESSIONAL SALES CAREER. YOU'VE GOT TO BE BEFORE YOU CAN DO. "I WILL SEE YOU AT THE TOP?" IN THE WORLD OF SELLING."? ZIG ZIGLAR
PSIHOLOGIA v[?] nz[?] RILO BRIAN TRACY 2014

CENTRAL AND EASTERN EUROPEAN ART SINCE 1950 (WORLD OF ART) - MAJA FOWKES 2020-04-14

A GROUNDBREAKING INTRODUCTION TO THE CONTEMPORARY ART OF CENTRAL AND EASTERN EUROPE, THIS WIDE-RANGING

STUDY EXPLORES PAINTING, SCULPTURE, PHOTOGRAPHY, PERFORMANCE, AND CONCEPTUAL WORK. IN THIS PATHBREAKING NEW HISTORY, MAJA AND REUBEN FOWKES INTRODUCE OUTSTANDING ARTWORKS AND MAJOR FIGURES FROM ACROSS CENTRAL AND EASTERN EUROPE TO REVEAL THE MOVEMENTS, THEORIES, AND STYLES THAT HAVE SHAPED ARTISTIC PRACTICE SINCE 1950. THEY EMPHASIZE THE PARTICULARLY RICH AND VARIED ART SCENES OF POLAND, CZECHOSLOVAKIA, HUNGARY, AND YUGOSLAVIA, EXTENDING THEIR GAZE AT INTERVALS TO EAST GERMANY, ROMANIA, THE BALTIC STATES, AND THE REST OF THE BALKANS. THIS GENEROUSLY ILLUSTRATED OVERVIEW EXPLORES THE RICHNESS OF THIS REGION'S ARTISTS' SINGULAR CONTRIBUTION TO RECENT ART HISTORY. TRACING ART-HISTORICAL CHANGES FROM 1950 TO NOW, THE AUTHORS EXAMINE THE REPERCUSSIONS OF POLITICAL EVENTS ON ARTISTIC LIFE—NOTABLY THE UPRISINGS IN HUNGARY AND CZECHOSLOVAKIA, THE SOLIDARITY MOVEMENT IN POLAND, AND THE COLLAPSE OF THE COMMUNIST BLOC. BUT THEIR PRIMARY INTEREST IS IN THE EXPERIMENTAL ART OF THE NEO-AVANT-GARDE THAT RESISTED OFFICIAL AGENDAS AND ENGAGED WITH GLOBAL CURRENTS SUCH AS PERFORMANCE ART, VIDEO, MULTIMEDIA, AND NET ART. *CENTRAL AND EASTERN EUROPEAN ART SINCE 1950* IS A COMPREHENSIVE, TRANSNATIONAL SURVEY OF THE MAJOR MOVEMENTS OF ART FROM THIS REGION.

AFFILIATE MARKETING FOR BEGINNERS - BRIAN CONNERS
2014-12-27

AFFILIATE MARKETING FOR BEGINNERS: SIMPLE, SMART AND PROVEN STRATEGIES TO MAKE A LOT OF MONEY ONLINE, THE EASY WAY!!!!!! TODAY ONLY, GET THIS AMAZON BESTSELLER FOR JUST \$0.99. REGULARLY PRICED AT \$4.99. READ ON YOUR PC, MAC, SMART PHONE, TABLET OR KINDLE DEVICE. HAVE YOU HEARD OF AFFILIATE MARKETING, BUT YOU JUST DON'T KNOW WHERE TO START? DO YOU HAVE A BLOG THAT YOU WANT TO MONETIZE BUT YOU JUST DON'T KNOW HOW? DO YOU WANT TO QUIT FOR JOB AND LIVE A LIFE OF FINANCIAL FREEDOM? DO YOU WANT TO BUILD AN AUTOMATIC MONEY MAKING MACHINE THAT DOES EVERYTHING AUTOMATICALLY AND JUST MAKES YOU MONEY ON AUTOPILOT? WELL.... AFFILIATE MARKETING IS FOR YOU!!!! AFFILIATE MARKETING IS ACTUALLY REALLY SIMPLE; YOU PROMOTE, OR EVEN JUST MENTION SOMEONE ELSE'S PRODUCT. THEN SOMEONE COMES ALONG, CLICKS THE LINK YOU PROVIDE, BUYS THE PRODUCT, AND YOU GET A COMMISSION ON THE SALE, WHICH IS SOMETIMES AS HIGH AS 75% OF THE PRICE OF THE PRODUCT! AFFILIATE MARKETING CAN BE A POWERFUL TOOL TO MAKE LARGE AMOUNTS OF MONEY, WITHOUT DOING A LOT OF WORK. HOWEVER, WHILE AFFILIATE MARKETING IS AN EASY CONCEPT, YOU NEED TO KNOW WHAT YOU ARE DOING. THERE ARE SPECIFIC, PROVEN STRATEGIES AND STEPS THAT YOU MUST FOLLOW IN ORDER TO BUILD A SUCCESSFUL

AFFILIATE MARKETING BUSINESS ONLINE. LOTS OF PEOPLE TRY AFFILIATE MARKETING FOR THE FIRST TIME AND FAIL, BECAUSE THEY DON'T HAVE THE ROADMAP TO FOLLOW. WELL, NOT ANYMORE! SO WHETHER YOU WANT TO BUILD AN INTERNET MARKETING EMPIRE THAT MAKES YOU A MILLIONAIRE, OR YOU JUST WANT TO MAKE SOME MONEY FROM YOUR BLOG ON THE SIDE, THIS BOOK IS FOR YOU!!!! HERE IS A PREVIEW OF WHAT YOU'LL LEARN... THE BASICS OF AFFILIATE MARKETING HOW TO FIND AFFILIATE NETWORKS HOW TO FIND A PROFITABLE NICHE HOW TO BUILD AN AFFILIATE BLOG IN 9 EASY STEPS HOW TO BECOME A NICHE AUTHORITY HOW TO GET TRAFFIC IN 7 EASY STEPS MUCH, MUCH MORE!

ADVANCED SELLING STRATEGIES - BRIAN TRACY
1996-08-27

PRESENTS TECHNIQUES FOR SUCCESSFUL SALES RESULTS, OFFERING LISTENERS TIPS ON HOW TO CONQUER FEARS, READ CUSTOMERS, PLAN STRATEGICALLY, FOCUS EFFORTS ON KEY EMOTIONAL ELEMENTS, AND CLOSE EVERY SALE.

MILLION DOLLAR HABITS - BRIAN TRACY 2017-09-12
95% OF WHAT PEOPLE THINK, FEEL AND DO, IS DETERMINED BY HABITS. HABITS ARE INGRAINED BUT NOT UNCHANGEABLE—NEW, POSITIVE HABITS CAN BE LEARNED TO REPLACE WORN-OUT, INEFFECTIVE PRACTICES WITH OPTIMAL BEHAVIORS THAT CAN CAUSE DRAMATIC, IMMEDIATE BENEFITS TO THE BOTTOM LINE. IN MILLION DOLLAR HABITS, TRACY TEACHES READERS HOW TO DEVELOP THE HABITS OF

SUCCESSFUL MEN AND WOMEN SO THEY TOO CAN THINK MORE EFFECTIVELY, MAKE BETTER DECISIONS, AND ULTIMATELY DOUBLE OR TRIPLE THEIR INCOME. READERS WILL LEARN HOW TO ORGANIZE THEIR FINANCES, INCREASE HEALTH AND VITALITY, SUSTAIN LOVING RELATIONSHIPS, BUILD FINANCIAL INDEPENDENCE, AND TAKE A LEADERSHIP ROLE TO TURN VISIONS INTO REALITY.

STAYING UP, UP, UP IN A DOWN, DOWN WORLD - ZIG ZIGLAR 2004-01-20

THE DAILY GRIND CAN BE EXHAUSTING-BOTH PHYSICALLY AND MENTALLY. MOTIVATIONAL SPEAKER ZIG ZIGLAR OFFERS THIS DEVOTIONAL AS AN ANTIDOTE TO "JUMP START" YOUR DAY! YOU CAN FACE EACH WEEKDAY MORNING WITH A POWER-PACKED MESSAGE AND END THE DAY WITH ENCOURAGING WORDS THAT WILL PROMOTE RESTFUL SLEEP. FULL OF MOTIVATION AND INSPIRATION, STAYING UP, UP, UP IN A DOWN, DOWN WORLD IS A COMBINATION OF INSPIRING VIGNETTES, HUMOROUS ANECDOTES, WELL-CHOSEN QUOTES, AND RELEVANT SCRIPTURES. DON'T ALLOW YOURSELF TO BE DRAGGED DOWN BY DAY-TO-DAY TRIALS; INSTEAD, ALLOW THE POSITIVE WORDS OF ZIGLAR TO LIFT YOU UP EACH DAY.

FULL ENGAGEMENT! - BRIAN TRACY 2011

IN THESE TOUGH ECONOMIC TIMES, EVERYONE IS EXPECTED TO PRODUCE MORE WITH LESS. THIS BOOK SHOWS YOU HOW TO ACHIEVE THIS.

THE ULTIMATE SECRETS OF TOTAL SELF-CONFIDENCE -

ROBERT ANTHONY 2005-10-01

NOW YOU CAN JOIN THE THOUSANDS OF SUCCESSFUL PEOPLE WHO HAVE MASTERED THE PRINCIPLES OF TOTAL SELF-CONFIDENCE! FOR THE FIRST TIME, DR. ROBERT ANTHONY REVEALS THE FORMULAS HE HAS TAUGHT THOUSANDS OF PEOPLE IN SOLD-OUT SEMINARS AND WORKSHOPS FROM COAST TO COAST. THIS PROVEN FORMULA WILL ENABLE YOU TO CONTACT YOUR CREATIVE IMAGINATION AND USE IT TO GET WHAT YOU WANT. DR. ANTHONY REVEALS THE SECRETS OF CLEARING YOUR MIND OF FEAR, WORRY, AND GUILT, THE LAW OF MENTAL MAGNETISM, AND THE BEST WAYS TO COMMUNICATE WITH OTHERS. LISTEN TO DR. ANTHONY'S ENLIGHTENING INSTRUCTION, AND YOUR CAREER, FAMILY LIFE, LOVE RELATIONSHIPS, FINANCES, MENTAL AND PHYSICAL HEALTH, AND DAY-TO-DAY HAPPINESS WILL FINALLY BE UNDER YOUR CONTROL.

SUCCEED AND GROW RICH THROUGH PERSUASION - NAPOLEON HILL 1992

IN THIS REMARKABLE BOOK, NAPOLEON HILL, WHOSE WORLD BESTSELLER, THINK AND GROW RICH, HAS SHOWN MILLIONS OF PEOPLE THE WAY TO SUCCESS, REVEALS THE MOST POTENT AND PRACTICAL PART OF HIS FAMOUS FORMULA: THE ART OF PERSUASION.

RELATIONSHIP MARKETING IN THE DIGITAL AGE - ROBERT W. PALMATIER 2019-01-15

THE CONCEPT OF RELATIONSHIP MARKETING HAS BEEN

DISCUSSED AMONG MARKETING ACADEMICS AND MANAGERS SINCE THE EARLY 1980S. BUT INSTEAD OF REACHING ITS MATURITY STAGE, RELATIONSHIP MARKETING IS NOWADAYS ENCOUNTERING ITS NEXT UPSURGE. DUE TO A CONFLUENCE OF TRENDS DRIVING THE GLOBAL BUSINESS WORLD—including the transition to service-based economies, faster product commoditization, intensified competition worldwide, growth among emerging markets, aging populations, advertising saturation, and (above all) the digital age—strong customer relationships are more than ever vital to company strategy and performance. Relationship Marketing in the Digital Age provides a comprehensive overview of the state-of-the-art of relationship marketing, offering fruitful insights to marketing scholars and practitioners. In seven chapters, divided into two main sections on understanding (Part I) and effectively applying (Part II) relationship marketing, an introductory and a concluding chapter, readers learn how to successfully manage customer-seller relationships.

The E-Myth Enterprise - Michael E. Gerber
2009-06-23

“THIS EXCELLENT BOOK IS A MUST-READ FOR CURRENT AND ASPIRING ENTREPRENEURS.” —BOOKLIST DISCOVER HOW TO TURN A GREAT IDEA INTO A THRIVING BUSINESS WITH THE E-MYTH ENTERPRISE, USING THE PROVEN METHODS THAT

BESTSELLING AUTHOR MICHAEL E. GERBER HAS DEVELOPED OVER THE COURSE OF HIS MORE THAN FORTY YEARS AS AN ENTREPRENEUR AND COACH. MICHAEL E. GERBER IS THE #1 NAME IN SMALL BUSINESS AND HIS COMPANY, E-MYTH WORLDWIDE, BOASTS MORE THAN 52,000 BUSINESS CLIENTS IN 145 COUNTRIES. THE E-MYTH ENTERPRISE SHOWS READERS HOW TO GET STARTED—BECAUSE SIMPLY COMING UP WITH A BRILLIANT BUSINESS IDEA IS THE EASY PART.
The Sales Bible - Jeffrey Gitomer 2003

Eat That Frog! Action Workbook - Brian Tracy
2017-07-24

THE WORKBOOK FOLLOWS THE SAME TWENTY-ONE-CHAPTER FORMAT AS THE BOOK. EACH CHAPTER INCLUDES FOUR EXERCISES WITH SPACE TO DO THE EXERCISES ON THE PAGES. THE WORKBOOK WILL ALSO INCLUDE A NARRATIVE CHARACTER WHO IS STRUGGLING WITH PROCRASTINATION IN HER WORK AND HOME LIVES AND USES THE RECOMMENDATIONS FROM EAT THAT FROG! TO IMPROVE HER TIME MANAGEMENT PERFORMANCE.

Dune: The Lady of Caladan - Brian Herbert
2021-09-21

FROM BRIAN HERBERT AND KEVIN J. ANDERSON, DUNE: THE LADY OF CALADAN IS A BRAND NEW NOVEL IN THE INTERNATIONALLY BESTSELLING DUNE SERIES. LADY JESSICA, MOTHER OF PAUL, AND CONSORT TO LETO ATRIDES. THE

CHOICES SHE MADE SHAPED AN EMPIRE, BUT FIRST THE LADY OF CALADAN MUST RECKON WITH HER OWN BETRAYAL OF THE BENE GESSERIT. SHE HAS ALREADY BETRAYED HER ANCIENT ORDER, BUT NOW SHE MUST DECIDE IF HER LOYALTY TO THE SISTERHOOD IS MORE IMPORTANT THAN THE LOVE OF HER OWN FAMILY. MEANWHILE, EVENTS IN THE GREATER EMPIRE ARE ACCELERATING BEYOND THE CONTROL OF EVEN THE REVEREND MOTHER, AND LADY JESSICA'S FAMILY IS ON A COLLISION COURSE WITH DESTINY. AT THE PUBLISHER'S REQUEST, THIS TITLE IS BEING SOLD WITHOUT DIGITAL RIGHTS MANAGEMENT SOFTWARE (DRM) APPLIED.

SELLING 101 - Zig ZIGLAR 2003

SELLING 101 SHOWS YOU THE BASICS OF HOW TO BUILD A MORE SUCCESSFUL SALES CAREER BEFORE, DURING, AND AFTER THE SALE IS MADE. WITH THESE SKILLS YOU CAN BUILD A SOLID BUSINESS, A MORE SATISFYING LIFE, AND A PROFESSIONAL SELLING CAREER THAT MAKES A POSITIVE DIFFERENCE IN TODAY'S WORLD.

GET SH*T DONE - JEFFREY GITOMER 2019-11-06

DISCOVER THE LOST SECRETS OF ACCOMPLISHMENT AND ACHIEVEMENT! DO YOU WANT TO DO MORE, ACCOMPLISH MORE? OF COURSE YOU DO, EVERYONE DOES. SO, WHAT'S STOPPING YOU? GET SH*T DONE NOT ONLY SHOWS YOU WHAT'S PREVENTING YOU FROM DAILY ACHIEVEMENT, IT PROVIDES THE TOOLS AND THE STRATEGIES TO HELP YOU GET TO WHERE YOU WANT TO BE. GET SH*T DONE IS MUCH MORE

THAN JUST THE TITLE OF THIS BOOK, IT'S THE METHOD THAT UNLOCKS THE SECRETS OF ACCOMPLISHMENT AND ACHIEVEMENT—THE GSD SECRET FORMULA. IN THIS BOOK, YOU WILL LEARN TO IDENTIFY AND IMPLEMENT THE ELEMENTS OF SUPERIOR PRODUCTIVITY, ELIMINATE THE CAUSES OF PROCRASTINATION, AND ACHIEVE THE BEST POSSIBLE OUTCOMES IN BUSINESS AND IN LIFE. THIS VALUABLE GUIDE GIVES YOU A COMPREHENSIVE, STEP-BY-STEP PLAN FOR ACHIEVING MAXIMUM PRODUCTIVITY. BESTSELLING AUTHOR AND "KING OF SALES" JEFFREY GITOMER GUIDES YOU THROUGH EACH ASPECT OF THE GSD PROCESS, FROM ATTITUDE, DESIRE, AND DETERMINATION, TO GOALS, PRODUCTIVITY, RESILIENCE, AND FULFILLMENT. ENGAGING AND EASY TO READ, THIS BOOK SHOWS YOU HOW TO DISCOVER THE BEST WAYS TO INVEST YOUR TIME INTO PRODUCTIVE AND PROFITABLE ACTIONS—AND FEEL GREAT ABOUT YOUR ACHIEVEMENTS. USING THE PROVEN, IMMEDIATELY-ACTIONABLE GSD FORMULA, YOU'RE ON YOUR WAY TO: DOUBLING YOUR ACHIEVEMENTS, YOUR WORK HABITS, AND YOUR INCOME IMPLEMENTING SIMPLE SHIFTS AND SIMPLE ACTIONS THAT INCREASE POSITIVE OUTCOMES RECOGNIZING THE EARLY WARNING SIGNS OF PROCRASTINATION AND RELUCTANCE ELIMINATING THE MAJOR GSD DISTRACTIONS THAT HOLD YOU BACK DISCOVERING HOW TO SELECT, SET, AND ACHIEVE YOUR GOALS GET SH*T DONE: THE ULTIMATE GUIDE TO PRODUCTIVITY, PROCRASTINATION, & PROFITABILITY IS A

MUST-HAVE RESOURCE FOR ANYONE WHO WANTS TO NEVER AGAIN SAY "I'LL DO IT LATER" AND JUST GET IT DONE.

CREATE YOUR OWN FUTURE - TRACY 2006-02-13

NAPOLEON HILL'S THE ROAD TO SUCCESS - NAPOLEON HILL 2011

ARE YOU LACKING IN A SENSE OF DIRECTION? UNABLE TO CHART A COURSE FOR SUCCESS IN YOUR LIFE? UNEASY AS TO WHETHER OR NOT YOU ARE FOLLOWING THE CORRECT ROUTE TO YOUR DESTINATION? STUDY THIS GUIDEBOOK FOR YOUR LIFE'S JOURNEY. THIS BOOK PROVIDES ONLY TIME-TESTED ADVICE FOR YOU TO FOLLOW. IN FACT, NAPOLEON HILL CREATED THE FIRST GPS SYSTEM DECADES AGO IN THE FORM OF BILLBOARDS THAT POSITIONED HIS STUDENTS ON THE ROAD TO SUCCESS. WHAT WAS TRUE THEN IS TRUE NOW AND YOU WILL BENEFIT IMMEDIATELY BY APPLYING HIS SUCCESS COORDINATES IN YOUR LIFE. WHEN YOU HAVE THE "HOW TO" IT BECOMES EASY TO FOLLOW THE SIGNPOSTS THAT DELIVER YOU TO YOUR DESTINATION RIGHT ON TIME.

ARE YOU READY TO BEGIN? THE MASTER TEACHER NAPOLEON HILL AWAITS YOU. OPEN THIS BOOK FOR YOUR SUCCESS ITINERARY AND TRAVEL THE FOOTSTEPS HE HAS PLACED ON THE PATHWAY. YOU WILL NOT LOSE YOUR WAY!

PRACTICAL MIRACLES - ARIELLE ESSEX 2013-02-04

AFTER SEEING NATUROPATH ARIELLE ESSEX IN THE FILM DOCUMENTARY THE LIVING MATRIX, MANY PEOPLE ASK 'HOW

DID SHE HEAL HER OWN BRAIN TUMOUR WITHOUT MEDICAL TREATMENT?' CONVINCED THAT RESOLVING STRESS WOULD HELP, ARIELLE'S HEALING JOURNEY FOCUSED ON HOW THE MIND AND EMOTIONS AFFECT THE BODY. BY APPLYING THE PRACTICAL PSYCHOLOGY OF NLP, SHE LEARNED HOW TO DISENTANGLE HER OWN CONFUSING CLOUD OF THOUGHTS AND RESTORE INNER PEACE. HER FASCINATION WITH NEW SCIENTIFIC RESEARCH, EXPLORING ALTERNATIVE TECHNIQUES, TREATMENTS, MYSTICISM AND SPIRITUAL PRINCIPLES HELPED HER DESIGN A STRATEGY THAT ALLOWS INDIVIDUALS TO PARTICIPATE IN THEIR OWN HEALING. THIS INSIGHTFUL BOOK CLEARLY EXPLAINS ARIELLE'S PROCESS FOR FACING ANY KIND OF CRISIS AND TURNING IT AROUND. HEAL THE THINKING TO TRANSFORM THE STRESS. DON'T LET OUTSIDE EVENTS TRIGGER YOUR EMOTIONS. LEARN HOW TO BOUNCE BACK INSTEAD OF BEING BEWILDERED AND CONFUSED. DEVELOP THE KIND OF RESILIENCY THAT SUSTAINS YOU AND KEEPS YOU WELL, NO MATTER WHAT HAPPENS. HAVING FACED HER OWN CRISIS, ARIELLE KNOWS THE KIND OF QUESTIONS PEOPLE REALLY WANT TO ASK: • HOW CAN I MAKE A MIRACLE HAPPEN WHEN I NEED ONE? • HOW COULD THIS HAVE HAPPENED TO ME, AND WHY NOW? • HOW IS IT POSSIBLE THAT MY THOUGHTS HAVE CONTRIBUTED TO THIS? • HOW CAN I RESOLVE THIS PROBLEM AND GET RID OF IT RIGHT NOW? • HOW IS IT POSSIBLE TO FORGIVE THE UNFORGIVABLE AND LET GO? • HOW CAN I BOUNCE BACK AND PREVENT IT HAPPENING AGAIN? IN

PRACTICAL MIRACLES, FINDING ANSWERS TO ALL OF THESE QUESTIONS BECOMES NOT ONLY POSSIBLE, BUT COMPLETELY ACHIEVABLE IN YOUR LIFE, AS ARIELLE GUIDES YOU ON YOUR OWN UNIQUE HEALING JOURNEY TO A LIFE OF FREEDOM AND FULFILLMENT.

THE 80/20 MANAGER - RICHARD KOCH 2013-10-01

BESTSELLING AUTHOR RICHARD KOCH SHOWS MANAGERS HOW TO APPLY THE 80/20 PRINCIPLE TO ACHIEVE EXCEPTIONAL RESULTS AT WORK -- WITHOUT STRESS OR LONG HOURS. IN HIS BESTSELLING BOOK THE 80/20 PRINCIPLE, RICHARD KOCH SHOWED READERS HOW TO PUT THE 80/20 PRINCIPLE -- THE IDEA THAT 80 PERCENT OF RESULTS COME FROM JUST 20 PERCENT OF EFFORT -- INTO PRACTICE IN THEIR PERSONAL LIVES. NOW IN THE 80/20 MANAGER, HE DEMONSTRATES HOW TO APPLY THE PRINCIPLE TO MANAGEMENT. AN 80/20 MANAGER LEARNS TO FOCUS ONLY ON THE ISSUES THAT REALLY MATTER, ACHIEVING EXCEPTIONAL RESULTS, AND FEELING SUCCESSFUL EVERYDAY WHILE WORKING LESS HARD IN FEWER HOURS. A LARGE NUMBER OF MANAGERS -- ESPECIALLY IN THESE DIFFICULT TIMES -- FEEL COMPLETELY OVERWHELMED. THEIR INBOXES ARE OVERFLOWING AND THEY CONSTANTLY STRUGGLE TO FINISH THEIR TO-DO LISTS, LEAVING LITTLE TIME FOR THE THINGS THAT REALLY MATTER. THE 80/20

MANAGER SHOWS A NEW WAY TO LOOK AT MANAGEMENT -- AND AT LIFE -- TO ENJOY WORK AND BUILD A SUCCESSFUL AND FULFILLING CAREER.

TIME POWER - BRIAN TRACY 2007

ONE OF THE WORLD'S PREMIER BUSINESS CONSULTANTS AND PERSONAL SUCCESS EXPERTS, BRIAN TRACY HAS DEVOTED MORE THAN 25 YEARS TO STUDYING THE MOST POWERFUL TIME MANAGEMENT PRACTICES USED BY THE MOST SUCCESSFUL PEOPLE IN EVERY ARENA. NOW, IN TIME POWER, BRIAN REVEALS HIS COMPREHENSIVE SYSTEM DESIGNED TO HELP READERS INCREASE THEIR PRODUCTIVITY AND INCOME EXPONENTIALLY -- IN JUST WEEKS FILLED WITH HUNDREDS OF POWERFUL, PROVEN TOOLS AND TECHNIQUES, THIS BOOK SHOWS READERS HOW TO: * GAIN TWO MORE PRODUCTIVE HOURS EACH DAY * MAKE BETTER DECISIONS, FASTER * SET CLEAR GOALS AND FOCUS ON HIGHER-VALUE ACTIVITIES * MANAGE MULTITASK JOBS MORE EFFICIENTLY * OVERCOME THE PEOPLE PROBLEMS THAT CAN SAP THEIR TIME * USE THE FIVE TOOLS AND TECHNIQUES THAT WILL MAKE THEM MORE PRODUCTIVE FOR THE REST OF THEIR LIVES * AND MUCH MORE OVERFLOWING WITH QUICK AND EFFECTIVE TIME-SAVING STRATEGIES, BRIAN TRACY'S TIME POWER LETS READERS IN ON THE SECRETS TO BEING MORE PRODUCTIVE, EARNING MORE MONEY, AND GETTING MORE SATISFACTION FROM LIFE.