

Ask And It Is Given Book

In this clever book, bestselling author Richard Templar delivers a collection of principles, tactics and techniques that will make sure things always go your way, without you even having to ask. You'll discover the secrets of being the kind of person who gets what they want, and the secrets of making it easy for people to say yes to you (sometimes without even realising they are doing it). And for those rare occasions where you really do have to ask, you'll find priceless advice on exactly what to say and how to say it, so that you'll definitely never have to ask twice.

Sunlight is beginning to spill across the Malibu coastline as I begin this Preface. And the deep indigo tint of the Pacific Ocean at this time of the morning seems to match the depth of pleasure I'm feeling as I'm imagining the value you're about to receive from the revelations within this book. Ask and It Is Given is certainly a book about our "asking" being answered by All-That-Is. But it's primarily about how whatever we're asking for is being given to us - and it's also the first book to ever, in such clear terminology, give us the simple practical formula for how to ask for, and then how to receive, whatever we want to be, do, or have. Decades ago, while searching for plausible answers to my never-ending quest to know

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what "It" is all about, I discovered the word ineffable (meaning "incapable of being expressed in words"). Ineffable coincided with a conclusion I'd formed relative to It. I had decided that the closer we get to knowing the "Non-Physical," the fewer words we have for clearly expressing It. And so, any state of complete knowing would also, therefore, be a state of ineffability. In other words, at this point in our time-space reality the Non-Physical cannot be clearly expressed with physical words. Throughout physical history, we've evolved to, through, and into billions of philosophies, religions, opinions, and beliefs. Yet, with the billions upon billions of thinkers thinking, concluding, and passing their beliefs on to the next generations, we have not - at least not in any words we can agree on - found physical words to express the Non-Physical. This book offers you a hands-on course in spiritual practicality. It's a how-to book in the broadest sense of the term - that is, how to be, do, or have anything that pleases you. This book also teaches you how not to be, do, or have anything that displeases you.----Jerry Popular marriage counselor and seminar leader John Gray provides a unique, practical and proven way for men and women to communicate and relate better by acknowledging the differences between them. Once upon a time Martians and Venusians met, fell in love, and had happy relationships together because they respected and accepted their differences. Then they came to earth and amnesia

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set in: they forgot they were from different planets. Using this metaphor to illustrate the commonly occurring conflicts between men and women, Gray explains how these differences can come between the sexes and prohibit mutually fulfilling loving relationships. Based on years of successful counseling of couples, he gives advice on how to counteract these differences in communication styles, emotional needs and modes of behavior to promote a greater understanding between individual partners. Gray shows how men and women react differently in conversation and how their relationships are affected by male intimacy cycles ("get close", "back off"), and female self-esteem fluctuations ("I'm okay", "I'm not okay"). He encourages readers to accept the other gender's particular way of expressing love, and helps men and women learn how to fulfill each other's emotional needs. With practical suggestions on how to reduce conflict, crucial information on how to interpret a partner's behavior and methods for preventing emotional "trash from the past" from invading new relationships, *Men Are from Mars, Women Are from Venus* is a valuable tool for couples who want to develop deeper and more satisfying relationships with their partners.

A “persuasive and essential” (Matthew Desmond) work that will forever change how we look at life after prison in America through Miller’s “stunning, and deeply

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painful reckoning with our nation's carceral system” (Heather Ann Thompson) Each year, more than half a million Americans are released from prison and join a population of twenty million people who live with a felony record. Reuben Miller, a chaplain at the Cook County Jail in Chicago and is now a sociologist studying mass incarceration, spent years alongside prisoners, ex-prisoners, their friends, and their families to understand the lifelong burden that even a single arrest can entail. What his work revealed is a simple, if overlooked truth: life after incarceration is its own form of prison. The idea that one can serve their debt and return to life as a full-fledge member of society is one of America's most nefarious myths. Recently released individuals are faced with jobs that are off-limits, apartments that cannot be occupied and votes that cannot be cast. As *The Color of Law* exposed about our understanding of housing segregation, *Halfway Home* shows that the American justice system was not created to rehabilitate. Parole is structured to keep classes of Americans impoverished, unstable, and disenfranchised long after they've paid their debt to society. Informed by Miller's experience as the son and brother of incarcerated men, captures the stories of the men, women, and communities fighting against a system that is designed for them to fail. It is a poignant and eye-opening call to arms that reveals how laws, rules, and regulations extract a tangible cost not only from those working to

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rebuild their lives, but also our democracy. As Miller searchingly explores, America must acknowledge and value the lives of its formerly imprisoned citizens.

From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “reply all” • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist

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(starred review) “The author’s friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers’ lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green’s Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of *The No Asshole Rule* and *The Asshole Survival Guide* “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of *Broke Millennial: Stop Scraping By and Get Your Financial Life Together*

This information-packed book, which presents the teachings of the Non-Physical entity Abraham, will help you learn how to manifest your desires so that you're living the joyous and fulfilling life you deserve. Each day you'll come to understand how your relationships, health issues, finances, career concerns, and more are influenced by the Universal laws that govern your time-space reality - and you'll discover powerful processes that will help you go with the positive flow of life. So start making your dreams a reality ... right now!

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The Merchant of Venice has been performed more often than any other comedy by Shakespeare. Molly Mahood pays special attention to the expectations of the play's first audience, and to our modern experience of seeing and hearing the play. In a substantial new addition to the Introduction, Charles Edelman focuses on the play's sexual politics and recent scholarship devoted to the position of Jews in Shakespeare's time. He surveys the international scope and diversity of theatrical interpretations of The Merchant in the 1980s and 1990s and their different ways of tackling the troubling figure of Shylock.

Offers guidance in using the principles of the "law of attraction" to attain physical and financial well-being.

"Do you believe in ghosts?" Annette just sort of blurted out. Sara and Seth both looked up with surprise. "Well," Sara stalled, "I guess I do." She remembered the night Solomon had visited her in her bedroom after Jason and Jimmy had shot him, but she hadn't really thought about him being a ghost that night; she'd just been so glad to see her beloved feathered friend. Sara and Seth looked at each other. Both of them knew that if anything would fall into the category of ghosts, Solomon would most likely be it, but they didn't say anything, uncertain about telling their new friend their special secret. "Well, do you believe in ghosts?" Seth asked, looking intently at Annette's serious face. Annette looked at Seth and

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then at Sara, who both sat quietly, each waiting to hear the answer. "No, I just wondered if you did," Annette answered abruptly. "Hey, let's swing." And without taking the time to execute a perfectly calculated leap from the platform as she usually did, Annette grabbed the swinging rope and jumped off as if she couldn't do so fast enough. . . .Get ready for an exciting new adventure in joy with Sara, Seth, Solomon, and their new friend!

What happens when you bring together one of the most inspirational spiritual teachers of all time and the Master Sages of the Universe? A magical, insightful, invigorating encounter you will never forget! In this awe-inspiring book based on a live event in Anaheim, California, Dr. Wayne W. Dyer sits down with Esther Hicks and the wise Collective Consciousness known as Abraham. Wayne asks all the questions he has accumulated from his more than 40 years of teaching others about self-reliance and self-discovery, and Abraham delivers the answers we all need to hear. Topics include: • Parenting, parents, and the continuum of life • Can we reach the state of "love that has no opposite"? • Dharma, destiny, and being on your path • Dealing with bad news • Are there ascended masters and guides? • Monsanto and GMOs • and many more! While Wayne and Esther have been friends for years, this is the first time that he engages with Abraham in an extended dialogue about life's many lessons and perplexing questions. Read

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this book and experience this extraordinary meeting of the minds for yourself! The murder of a world-famous physicist raises fears that the Illuminati are operating again after centuries of silence, and religion professor Robert Langdon is called in to assist with the case.

Abraham, channeled through Esther Hicks, explains how to understand emotions and follow the life-affirming guidance that they provide, in a book that discusses how to deal with thirty-three specific situations.

This information-packed little book, which presents the teachings of the nonphysical entity Abraham, will help you learn how to manifest your desires so that you're living the joyous and fulfilling life you deserve. Each day, you'll come to understand how your relationships, health issues, finances, career concerns, and more are influenced by the Universal laws that govern your time-space reality—and you'll discover powerful processes that will help you go with the positive flow of life. So start making your dreams a reality . . . right now!

"Ask, and it will be given to you; seek, and you will find; knock, and it will be opened to you. For everyone who asks receives, and the one who seeks finds, and to the one who knocks it will be opened." Matthew 7:7-8 Jesus made three specific promises about prayer: 1. Everyone Asking in prayer will receive. 2. Everyone Seeking something in prayer will find what they are looking for. 3.

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Everyone Knocking on spiritual doors in prayer will eventually see them opened. With such an incredible guarantee, why are we not receiving everything we ask for? Either Matthew 7:7-8 is not true, or we need to learn the true meaning of Asking, Seeking and Knocking. It's time to take hold of the promise and begin Asking, Seeking and Knocking our way toward guaranteed results! This book is divided into three sections, which examine Asking, Seeking and Knocking, followed by a 7 day devotional.

This leading-edge book by Esther and Jerry Hicks, who present the teachings of the nonphysical entity Abraham, is about having a deliberate intent for whatever you want in life, while at the same time balancing your energy along the way. But it's important to note that the awareness of the need to balance your energy is much more significant than goal-setting or focusing on ultimate desires. And it is from this very important distinction that this work has come forth. As you come to understand and effectively practice the processes offered here, you will not only achieve your goals and desired outcomes more rapidly, but you'll enjoy every single step along the path even before their manifestation. As such, you'll find that the living of your life is an ongoing journey of joy, rather than a series of long dry spells between occasional moments of temporary satisfaction.

"Your Word is Your Wand" will provide you with the concrete advices for verbal

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and physical everyday affirmations, accompanied by a "real life" anecdote whose function is to bring metaphysical ideas in a down to earth style, easily readable and perfectly clear for anyone interested in personal development. Contents: Success Prosperity Happiness Love Marriage Forgiveness Words of Wisdom Faith Loss Debt Sales Interviews Guidance Protection Memory The Divine Design Health Eyes Anaemia Ears Rheumatism False Growths Heart Disease Animals The Elements Journey

Abraham's teachings claim that all things wanted or unwanted are brought to a person through the laws of attraction. Esther and Jerry Hicks lead listeners on a voyage of discovery, explaining how focus and longing can lure the object of desire.

Ask and It Is Given Learning to Manifest Your Desires ReadHowYouWant.com

"I think that Abraham is one of the best teachers on the planet today!" — Louise L. Hay, the bestselling author of *You Can Heal Your Life* "I am a medical doctor and have not, before, run across material that has this much potential to create health. I have enjoyed Abraham's books and tapes beyond any expectations. . . ." — Christiane Northrup, M.D., the best-selling author of *Women's Bodies, Women's Wisdom* This beautiful card deck encompasses gems of wisdom gathered from the Abraham-Hicks teachings on practical spirituality. Each of these 60 cards will accentuate your natural state of well-being.

An uneasy alliance between warring families gets heated in this otherworldly novella

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from bestselling author Ilona Andrews. At first glance, the planet Rada seems like a lush paradise. But the ruling families, all boasting genetically enhanced abilities, are in constant competition for power--and none more so than the Adlers and the Baenas. For generations, the powerful families have pushed and pulled each other in a dance for dominance. Until a catastrophic betrayal from within changes everything. Now, deadly, disciplined, and solitary leaders Ramona Adler and Matias Baena must put aside their enmity and work together in secret to prevent sinister forces from exploiting universe-altering technology. Expecting to suffer through their uneasy alliance, Ramona and Matias instead discover that they understand each other as no one in their families can--and that their combined skills may eclipse the risks of their forbidden alliance. As the two warriors risk their lives to save their families, they must decide whether to resist or embrace the passion simmering between them. For now, the dance between their families continues--but just one misstep could spell the end of them both.

A sit-down interview with Esther and Jerry Hicks as they relate their story and introduce the Non-Physical group consciousness Abraham.

Pinocchio, The Tale of a Puppet follows the adventures of a talking wooden puppet whose nose grew longer whenever he told a lie and who wanted more than anything else to become a real boy.As carpenter Master Antonio begins to carve a block of pinewood into a leg for his table the log shouts out, "Don't strike me too hard!" Frightened by the talking log, Master Cherry does not know what to do until his

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neighbor Geppetto drops by looking for a piece of wood to build a marionette. Antonio gives the block to Geppetto. And thus begins the life of Pinocchio, the puppet that turns into a boy. Pinocchio, The Tale of a Puppet is a novel for children by Carlo Collodi is about the mischievous adventures of Pinocchio, an animated marionette, and his poor father and woodcarver Geppetto. It is considered a classic of children's literature and has spawned many derivative works of art. But this is not the story we've seen in film but the original version full of harrowing adventures faced by Pinocchio. It includes 40 illustrations.

NATIONAL BOOK AWARD FINALIST • NATIONAL BESTSELLER • A twisting, haunting true-life murder mystery about one of the most monstrous crimes in American history, from the author of *The Lost City of Z*. In the 1920s, the richest people per capita in the world were members of the Osage Nation in Oklahoma. After oil was discovered beneath their land, the Osage rode in chauffeured automobiles, built mansions, and sent their children to study in Europe. Then, one by one, the Osage began to be killed off. The family of an Osage woman, Mollie Burkhart, became a prime target. One of her relatives was shot. Another was poisoned. And it was just the beginning, as more and more Osage were dying under mysterious circumstances, and many of those who dared to investigate the killings were themselves murdered. As the death toll rose, the newly created FBI took up the case, and the young director, J. Edgar Hoover, turned to a former Texas Ranger named Tom White to try to unravel the mystery. White put

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together an undercover team, including a Native American agent who infiltrated the region, and together with the Osage began to expose one of the most chilling conspiracies in American history.

In this perpetual calendar, which you can use year after year, Esther and Jerry Hicks present the teachings of the nonphysical entity Abraham. You will learn how to manifest your desires so that you're living the joyous and fulfilling life you deserve, you will understand how your relationships, health issues, finances, career concerns, and more are influenced by the Universal laws that govern your time/space reality, and you'll discover powerful processes that will help you go with the positive flow of life.

The Essential Law of Attraction Collection is the perfect read for those who want to deepen their understanding of the Teachings of Abraham, as well as anyone who would like to have three wonderful books by Esther and Jerry together in one special edition! •The Law of Attraction presents the powerful basics of the original Teachings of Abraham®. You've most likely heard the saying "Like attracts like," and although the Law of Attraction has been alluded to by some of the greatest teachers in history, it has never been explained in as clear and practical terms as it is in these pages. •Money, and the Law of Attraction shines a spotlight on two subjects troubling many people today: money and physical health. This book was written to deliberately align you with the most powerful law in the universe—the Law of Attraction—so that you can make it work specifically for you, no matter what your life experience may be. •The Vortex will help you understand every relationship you are currently involved in or have ever experienced. It uncovers a myriad of false premises that are at the heart of every

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uncomfortable relationship issue, and guides you to a clear understanding of the creative Vortex that has already assembled the relationships that you have desired.

From the number-one bestselling author of *The Nightingale* and *The Great Alone* comes a powerful American epic about love and heroism and hope, set during the Great Depression, a time when the country was in crisis and at war with itself, when millions were out of work and even the land seemed to have turned against them. “My land tells its story if you listen. The story of our family.” Texas, 1921. A time of abundance. The Great War is over, the bounty of the land is plentiful, and America is on the brink of a new and optimistic era. But for Elsa Wolcott, deemed too old to marry in a time when marriage is a woman’s only option, the future seems bleak. Until the night she meets Rafe Martinelli and decides to change the direction of her life. With her reputation in ruin, there is only one respectable choice: marriage to a man she barely knows. By 1934, the world has changed; millions are out of work and drought has devastated the Great Plains. Farmers are fighting to keep their land and their livelihoods as crops fail and water dries up and the earth cracks open. Dust storms roll relentlessly across the plains. Everything on the Martinelli farm is dying, including Elsa’s tenuous marriage; each day is a desperate battle against nature and a fight to keep her children alive. In this uncertain and perilous time, Elsa—like so many of her neighbors—must make an agonizing choice: fight for the land she loves or leave it behind and go west, to California, in search of a better life for her family. *The Four Winds* is a rich, sweeping novel that stunningly brings to life the Great Depression and the people who lived through it—the harsh realities that divided us as a nation and the enduring battle between the haves and the have-nots. A testament to hope, resilience, and the strength of the human spirit to survive adversity, *The Four Winds* is an indelible portrait

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of America and the American dream, as seen through the eyes of one indomitable woman whose courage and sacrifice will come to define a generation.

One of the most powerful of the Seth Books, this essential guide to conscious living clearly and powerfully articulates the furthest reaches of human potential, and the concept that we all create our own reality according to our individual beliefs. Having withstood the test of time, it is still considered one of the most dynamic and brilliant maps of inner reality available today.

“The Seth books present an alternate map of reality with a new diagram of the psyche . . . useful to all explorers of consciousness.” — Deepak Chopra “Seth was one of my first metaphysical teachers. He remains a constant source of knowledge and inspiration in my life.” — Marianne Williamson “I would like to see the Seth books as required reading for anyone on their spiritual pathway. The amazing in-depth information in the Seth books is as relevant today as it was in the early '70s when Jane Roberts first channeled this material.” — Louise Hay Provides guided meditations to help you come into alignment with the energy of your Source, and thus become a joyful Being.

This book, which presents the teachings of the nonphysical entity Abraham, will help you learn how to manifest your desires so that you're living the joyous and fulfilling life you deserve. You'll come to understand how your relationships, health issues, finances, career concerns, and more are influenced by the Universal laws that govern your time-space-reality and you'll discover powerful processes that will help you go with the positive flow of life.--From publisher description.

The New York Times bestseller Shortlisted for the 2020 Financial Times & McKinsey Business Book of the Year Netflix cofounder Reed Hastings reveals for the first time the unorthodox

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culture behind one of the world's most innovative, imaginative, and successful companies. There has never before been a company like Netflix. It has led nothing short of a revolution in the entertainment industries, generating billions of dollars in annual revenue while capturing the imaginations of hundreds of millions of people in over 190 countries. But to reach these great heights, Netflix, which launched in 1998 as an online DVD rental service, has had to reinvent itself over and over again. This type of unprecedented flexibility would have been impossible without the counterintuitive and radical management principles that cofounder Reed Hastings established from the very beginning. Hastings rejected the conventional wisdom under which other companies operate and defied tradition to instead build a culture focused on freedom and responsibility, one that has allowed Netflix to adapt and innovate as the needs of its members and the world have simultaneously transformed. Hastings set new standards, valuing people over process, emphasizing innovation over efficiency, and giving employees context, not controls. At Netflix, there are no vacation or expense policies. At Netflix, adequate performance gets a generous severance, and hard work is irrelevant. At Netflix, you don't try to please your boss, you give candid feedback instead. At Netflix, employees don't need approval, and the company pays top of market. When Hastings and his team first devised these unorthodox principles, the implications were unknown and untested. But in just a short period, their methods led to unparalleled speed and boldness, as Netflix quickly became one of the most loved brands in the world. Here for the first time, Hastings and Erin Meyer, bestselling author of *The Culture Map* and one of the world's most influential business thinkers, dive deep into the controversial ideologies at the heart of the Netflix psyche, which have generated results that are the envy of the business world. Drawing on hundreds of interviews with current

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and past Netflix employees from around the globe and never-before-told stories of trial and error from Hastings's own career, *No Rules Rules* is the fascinating and untold account of the philosophy behind one of the world's most innovative, imaginative, and successful companies. This *Leading Edge* work by Esther and Jerry Hicks, who present *The Teachings of Abraham*, will help you understand every relationship you are currently involved in as well as every relationship you have ever experienced. This book uncovers a myriad of false premises that are at the heart of every uncomfortable relationship issue, and guides you to a clear understanding of the powerful creative Vortex that has already assembled the relationships that you have desired. Abraham will show you how to enter that Vortex, where you will rendezvous with everything and everyone you have been looking for. Included is a link to download audio on the Law of Attraction!

This book offers you, the reader, a thoughtful and inspired formula for generating appreciation, happiness, and good feelings—deftly blended into the uplifting story of a plucky, inquisitive girl named Sara; and her teacher, an ethereal owl named Solomon. There's something in Sara for any child, adult, or teen pursuing joy and meaning . . . and searching for answers about life, death, and the desires of the heart. It's filled with techniques and processes for making one's dreams come true . . . especially yours! Sara and Solomon will delight and enchant you!

These beautiful cards capture the essence of the life-changing, best-selling book *Ask and It Is Given*. You will experience an enhancing of your personal power, which may, at first, seem illogical or even magical, as the Energy Stream from which these cards have come dovetails with the true essence of your own being.

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As you return for frequent visits to these beautiful cards, you will begin to notice a definite closing of the gap between where you are and where you want to be on all subjects that are important to you.

The New York Times best-selling book exploring the counterproductive reactions white people have when their assumptions about race are challenged, and how these reactions maintain racial inequality. In this “vital, necessary, and beautiful book” (Michael Eric Dyson), antiracist educator Robin DiAngelo deftly illuminates the phenomenon of white fragility and “allows us to understand racism as a practice not restricted to ‘bad people’ (Claudia Rankine). Referring to the defensive moves that white people make when challenged racially, white fragility is characterized by emotions such as anger, fear, and guilt, and by behaviors including argumentation and silence. These behaviors, in turn, function to reinstate white racial equilibrium and prevent any meaningful cross-racial dialogue. In this in-depth exploration, DiAngelo examines how white fragility develops, how it protects racial inequality, and what we can do to engage more constructively.

A special fiftieth anniversary edition of Kurt Vonnegut’s masterpiece, “a desperate, painfully honest attempt to confront the monstrous crimes of the twentieth century” (Time), featuring a new introduction by Kevin Powers, author

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of the National Book Award finalist *The Yellow Birds* Selected by the Modern Library as one of the 100 best novels of all time *Slaughterhouse-Five*, an American classic, is one of the world's great antiwar books. Centering on the infamous World War II firebombing of Dresden, the novel is the result of what Kurt Vonnegut described as a twenty-three-year struggle to write a book about what he had witnessed as an American prisoner of war. It combines historical fiction, science fiction, autobiography, and satire in an account of the life of Billy Pilgrim, a barber's son turned draftee turned optometrist turned alien abductee. As Vonnegut had, Billy experiences the destruction of Dresden as a POW. Unlike Vonnegut, he experiences time travel, or coming "unstuck in time." An instant bestseller, *Slaughterhouse-Five* made Kurt Vonnegut a cult hero in American literature, a reputation that only strengthened over time, despite his being banned and censored by some libraries and schools for content and language. But it was precisely those elements of Vonnegut's writing—the political edginess, the genre-bending inventiveness, the frank violence, the transgressive wit—that have inspired generations of readers not just to look differently at the world around them but to find the confidence to say something about it. Authors as wide-ranging as Norman Mailer, John Irving, Michael Crichton, Tim O'Brien, Margaret Atwood, Elizabeth Strout, David Sedaris, Jennifer Egan, and J. K. Rowling have

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all found inspiration in Vonnegut's words. Jonathan Safran Foer has described Vonnegut as "the kind of writer who made people—young people especially—want to write." George Saunders has declared Vonnegut to be "the great, urgent, passionate American writer of our century, who offers us . . . a model of the kind of compassionate thinking that might yet save us from ourselves." Fifty years after its initial publication at the height of the Vietnam War, Vonnegut's portrayal of political disillusionment, PTSD, and postwar anxiety feels as relevant, darkly humorous, and profoundly affecting as ever, an enduring beacon through our own era's uncertainties. "Poignant and hilarious, threaded with compassion and, behind everything, the cataract of a thundering moral statement."—The Boston Globe

A moving exploration of the most common but most mysterious procedure in medicine. For many of the 40 million Americans who undergo anesthesia each year, it is the source of great fear and fascination. From the famous first demonstration of anesthesia in the Ether Dome at Massachusetts General Hospital in 1846 to today's routine procedure that controls anxiety, memory formation, pain relief, and more, anesthesia has come a long way. But it remains one of the most extraordinary, unexplored corners of the medical world. In *Counting Backwards*, Dr. Henry Jay Przybylo—a pediatric anesthesiologist with

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more than thirty years of experience—delivers an unforgettable account of the procedure's daily dramas and fundamental mysteries. Przybylo has administered anesthesia more than 30,000 times in his career—erasing consciousness, denying memory, and immobilizing the body, and then reversing all of these effects—on newborn babies, screaming toddlers, sullen teenagers, even a gorilla. With compassion and candor, he weaves his experiences into an intimate exploration of the nature of consciousness, the politics of pain relief, and the wonder of modern medicine. Filled with intensity and humanity, with moments of near-disaster, life-saving success, and simple grace, *Counting Backwards* is for anyone curious about what happens after we lose consciousness.

The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands

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of potential buyers to your company—but only if your content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. They Ask, You Answer is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you

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need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

This book presents the powerful basics of the original Teachings of Abraham. Within these pages, you'll learn how all things, wanted and unwanted, are brought to you by this most powerful law of the universe, the Law of Attraction (that which is like unto itself is drawn). You've most likely heard the saying "Like attracts like," "Birds of a feather flock together," or "It is done unto you as you believe" (a belief is only a thought you keep thinking); and although the Law of Attraction has been alluded to by some of the greatest teachers in history, it has never before been explained in as clear and practical terms as in this latest book by New York Times best-selling authors, Esther and Jerry Hicks. Learn here about the omnipresent Laws that govern this Universe and how to make them work to your advantage. The understanding that you'll achieve by reading this book will take all the guesswork out of daily living. You'll finally understand just

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about everything that's happening in your own life as well as in the lives of those you're interacting with. This book will help you to joyously be, do, or have anything that you desire!

"A writer and literary critic's diary of the year 2020, beginning with the outbreak of the COVID-19 pandemic and spanning the protests for racial justice and the chaos of the U.S. presidential election"--

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