

## Own Your Value

The bestselling motivational guide that TheAtlantic.com calls "a rallying cry for women to get the money they deserve." Why are women so often overlooked and underpaid? What are the real reasons men get raises more often than women? How can women ask for--and actually get--the money, the job, the recognition they deserve? Prompted by her own experience as cohost of Morning Joe, Mika Brzezinski asked a wide range of successful women to share the critical lessons they learned while moving up in their fields. Power players such as Facebook's Sheryl Sandberg, Senator Elizabeth Warren, Harvard's Victoria Budson, comedian Susie Essman, and many more shared their surprising personal stories. They spoke candidly about why women are paid less and the pitfalls women face--and play into. Now expanded to address gender dynamics in the #MeToo era, Know Your Value blends compelling personal stories with the latest research on why many women don't negotiate their compensation, why negotiating aggressively usually backfires, and what can be done about it. For any woman who has ever wondered if her desire to be liked can be a liability (yes), if there is a way to reclaim her contribution after it's been co-opted in a meeting (yes), and if there are strategies men use to get ahead that women should too (yes!), Know Your Value provides vital advice to help women be their own best advocates. A "motivating, encouraging, concise, clear, effective and efficient" primer for anyone who wants to live, work, and find success as their true self (Jason O'Rourke, Hospital Chaplain, US Army Special Ops). Are you missing out on future success because your internal values are out of alignment with your external message? In One Face, Sarah McDugal takes you on a journey of personal discovery and growth, showcasing stories of wildly successful entrepreneurs and professionals who are committed to leading with transparency and living with a clear, honest, and singular purpose. Here, you will discover how to Define your personal core values. Transform even the harshest feedback into fuel for growth. Use a proven framework to make decisions you won't regret. Live with less stress, less guilt, and more freedom to be yourself. Utilizing the lessons in this book, you will possess a clearly defined set of core values, a four-step framework for making decisions without regret, and the tools you need to build your brand to last beyond a lifetime. Do you own your own business? If so, how much is it worth? Overall, how comfortable are you with the whole business valuation process? Most owners do not realize that they have a lot more control over what actually drives business value; consequently, few are focusing on the right things. Enter the Ring\$ of Value, my secret interpretation of how to take an ordinary company and make it extraordinary. In this book, I'll show you how to quickly calculate a business value just like the professionals do. But more than that, I'll also show you how to drive that value beyond what you might have ever thought possible--something those professionals generally keep to themselves. Are you ready to start your

transformation?

Why should you read this book? Millions of people spend their entire lives drifting without purpose or meaning while others seem to find direction early on in life. In *Achieving Your Best Self*, Dr David Barton presents you with essential key principles to help you discover your own path and then pursue that course with persistence, self-discipline and courage. In *Achieving Your Best Self* you will learn: How to gain clarity about your values, dreams and desires How to set SMART goals that get results How to develop more self-discipline How to cultivate greater persistence and grit How to produce greater courage and overcome fear How to deal with procrastination and stop putting off your goals How to use the power of your subconscious mind and automate the pursuit of your goals By following the principles and key ideas laid down in this book you can literally transform your life for the better. Furthermore, you will learn valuable lessons from real life cases of people who achieved astonishing results when they overcame their fears, focussed on their most important goals and triumphed in the face of adversity. You will learn about: How one team of explorers managed to get to one of the coldest places on earth first and survived the trip, while another team died on their way back. How a group of artists challenged the powers of the day, set their own course and shook the art world more than at any other time in the history of art How one small shepherd boy defeated a giant and became a king"

Find your signature voice People are drawn to and influenced by leaders who communicate authentically, connect easily with people, and have immediate impact. So how do you become one of them? How can you learn to “own the room”? This book will help you develop your leadership presence. According to Amy Jen Su and Muriel Maignan Wilkins, leadership presence is the ability to consistently and clearly articulate your value proposition while influencing and connecting with others. They offer a simple and compelling framework, as well as practical advice about how you can develop your own personal presence. No matter where you sit in an organization, you can “own the room” if you are able to do two things well: first, demonstrate your authentic value and distinction, and second, connect to others in a positive way. Leaders who are able to be authentic while connecting with and impacting others have what the authors call a “signature voice”—a means of self-expression that is uniquely and distinctly their own. Once you discover and express your own signature voice, you’ll be ready to take your leadership presence to the next level. Filled with real-life stories and examples, *Own the Room* demystifies the concept of presence and gives you the tools you need to identify and embrace your unique leadership voice—and have a greater impact on the world around you.

**GET READY TO LIVE YOUR PHENOMENAL LIFE** It's not easy being a young woman in business today, but *Own Your Phenomenal Self* is the guide that will put your career on the fast track. After almost four decades succeeding as a business executive and entrepreneur, Rita P. Mitchell has already fought and conquered the battles you currently face in

the corporate world. What's her secret? Find out in *Own Your Phenomenal Self*. With refreshing and unfiltered candor, Mitchell delivers a much-needed take on 'been there, done that,' offering the next generation of females in business: A collection of compelling, inspirational, and personal stories, easily read during a quick flight or short road trip Memorable anecdotes and illustrations that deliver profound wisdom and strategic prowess Encouragement to focus on the three core building blocks of being phenomenal: character, success, leadership Practical steps for owning your purpose and understanding your value No matter your background, experience, education, or credentials, you can have what you want out of life, and you can have it on your terms. Only you get to determine your value, your worth, and your destiny. *Own Your Phenomenal Self* is the book to help you do just that. Shift your mindset. Knock down obstacles. Become the phenomenal woman you've always wanted to be.

-- TheAtlantic.com Prompted by her own experience as cohost of -- *Know Your Value*.

Has anyone ever sat you down and explained how money works? "*Grow Your Own Economy*" does just that. The author believes people can learn and change their circumstances if they just know how. He has distilled the most useful economic thought into seven principles the average man or woman can understand and use to plant his or her own financial foundation. Seeds that will grow a brighter future. Written in an easy to understand style, "*Grow Your Own Economy*" explains: How money works and why it is not real. Why understanding value is the key to wealth. How helping others can help you. A simple plan for your own success. Using these seven principles will open up a new understanding of how the world works, and give a person the tools to take control of her or his own destiny. "I just read the entire book, *Grow Your Own Economy*, from cover to cover. The book held my interest right from the start to the finish. I never stopped reading it until I finished. The book is loaded with great quotes at the start of each chapter. All I kept thinking about is where was this book when I created the Jelly Belly jelly bean? I believe this book is a **MUST READ** for anyone who wants to make it in the business world." - David Klein Inventor of Jelly Belly jelly beans. CandyManFilm.com

The future of Pharmacy practice lies in learning to control your own destiny. You need to stop waiting for permission and exercise your will to be great. If you believe that your employer will look out for your future, you are sadly mistaken. Learn how to start building your own income streams to secure you own financial security. I help frustrated, overworked professionals worried about the state of their profession, select and implement the best value strategy possible so they can get paid what they are worth and build a secure future for themselves and their families. My tribe believes that the Real Pharmacists are needed to provide real care to real patients. Patients never fit the guidelines. They need us to figure out what they need and figure out how to get it to them. If you want to become the best in the world at what you do then you need to develop the will to be great, the desire to excel and the ability to create value for your stakeholders.

Untangle your emotions and expectations about money so that you can live your best financial life. Without fear and shame holding you back, it's more possible to move past all those social barriers to actualizing whatever your money aspirations are, whether that's getting a raise, getting out of debt, having honest conversations about money with your family, raising your kids to be savers, or wherever your values lead you. Dr. Faith, author of the bestselling *Unf\*ck Your Brain* and *Unf\*ck Your Intimacy*, tackles one of the toughest emotional topics there is with her trademark mix of neuroscience, gentle encouragement, and no-nonsense language. This book isn't about getting rich quick (or necessarily at all)—it's about figuring out your own economic values and baggage, and learning to be the person in the world you know you have it in you to be.

Companies all over the world could greatly benefit from moving part of even all their staff to work from home as virtual employees. Using the techniques and strategies inside *The Invisible Organization*, all that is possible quickly and efficiently. If you are the CEO of a company that could benefit by generating more profits, shedding overhead and thriving staff, this book is a must read. Penned by former CEO of Tony Robbins and Chet Holmes Business Breakthroughs, International, Russo successfully scaled the company with nearly 100% growth per year, and about 300 remote staff, owning no infrastructure. Russo helps clients create the leadership management strategy as outlined in his book and advises CEOs on moving "virtual" with confidence. Why is this book different than other books on working virtually? Because it comes from the CEOs perspective as an operating executive; dealing with the strategy of creating momentum around changing the company, slowly at first and then accelerating as results prove viable. The book is more of a blueprint designed to accomplish this singular act of internal revolution.

Lesley Salvato offers fresh perspectives, strategies and solutions as a means of becoming more effective and efficient in your life. She offers realistic considerations for CEO's, Business Owners, as well as people simply looking for lasting change in balance and success at work, home and daily relationships. Finally a real opportunity to become more productive at work, more present with your family and more engaged in your current relationships...now. It is time to Own your Now. After all, it is yours to own! *Own Your Now* will motivate you to move forward in every area of your life. It will shed light into behaviors and routines that keep you stuck and distant from the success and happiness you are capable of achieving. You will see that you do not need to become someone else, but simply be open to a new lens, which will allow a new path to emerge. Lesley is a successful Coach and Owner of Geller Coaching. For more details about her experience and approach please visit: [www.GellerCoaching.com](http://www.GellerCoaching.com).

**#1 NEW YORK TIMES BESTSELLER •** Brené Brown has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Look for Brené Brown's new podcast, *Dare to Lead*, as well as her ongoing podcast *Unlocking Us!* **NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG** Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't see power as finite and hoard it; we know that power becomes infinite when we share it with

others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 50 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read *Daring Greatly* and *Rising Strong* or you're new to Brené Brown's work, this book is for anyone who wants to step up and into brave leadership.

The future of Pharmacy practice lies in learning to control your own destiny. You need to stop waiting for permission and exercise your will to be great. If you believe that your employer will look out for your future, you are sadly mistaken. Learn how to start building your own income streams to secure you own financial security. I help frustrated, overworked professionals worried about the state of their profession, select and implement the best value strategy possible so they can get paid what they are worth and build a secure future for themselves and their families. My tribe believes that the Real Pharmacists are needed to provide real care to real patients. Patients never fit the guidelines. They need us to figure out what they need and figure out how to get it to them. If you want to become the best in the world at what you do then you need to develop the will to be great, the desire to excel and the ability to create value for your stakeholders.

Do you avoid marketing your business because it makes you feel salesy? Have you tried a lot of marketing strategies only to find they don't work for you? Are you ready to finally master how to market your business with ease? You're not alone! Many women entrepreneurs would rather have a root canal than market themselves. Marketing successfully and authentically requires a deep understanding of your value and your perfect clients' pains, struggles, and dreams. You want to talk to your clients so they listen. *She Markets* is your step-by-step guide to attracting clients effectively and naturally. Inside, you'll discover how to: "Reframe your Marketing Mindset so you feel comfortable attracting clients" "Tap into your clients' pain points and create content specifically for them" "Speak your clients' language so they realize you 'get' them" "Craft emotional, compelling headlines that capture their

attention"Put the 90-Day Client Connection Plan to work sharing your message, your expertise, and your content"Use our structure, checklists, examples, and exercises to reach and impact more of your perfect clients; And much, much more!You possess unique, hard-won skills, talents, and expertise. Your clients need your help, training, and leadership. They're waiting for you. She Markets makes it easy for your clients to find you.

Dolly Parton once said, "Find out who you are and do it on purpose."Many people today are coasting on autopilot, with no passionate connection to the routine work they do day in and day out. The good news is that it doesn't have to be this way. In The Passion Belief Method, entrepreneur success strategist and in-demand life and business coach and speaker Megan Tull offers practical exercises and methods to help you find your gifts and turn them into work you can be truly passionate about.Megan, who became a single mother after being widowed at an early age, used her passion for raising her young son as the starting point for creating a business that allowed her to stay closer to home but to also triple her income in the first year. Megan leans on her experiences to teach you her 5-Step Passion Belief Method to achieve an empowered self.Filled with recognizable true stories from Megan's many clients and inspiring quotes from other high achievers, speakers, and writers, The Passion Belief Method will teach you how to unlock your inner gifts, overcome your fears, and visualize what you want and who you'll be when you have it--then bring that into being.

Discover how to become an entrepreneur by starting your own small business Do you hate your job? Are you looking for a way to build the lifestyle you want? Do you want to work from home but have no business ideas? Would you like to explore new business opportunities? Becoming an entrepreneur and starting your own business is actually not as difficult as what most people would have you believe. You don't need a MBA or business degree, nor do you need years of experience. Entrepreneurs start small businesses, often highly successful, with a few simple business ideas and not much else. Take Action! and Start your own Business explores why entrepreneurs go out on their own and how they go about it. \*\*\*\* The myths surrounding starting your own business are stripped away. This book will show you: How to start your own business. Where to look for new business ideas. How entrepreneurs take business ideas and turn them into profit. How running a small business can free you from the rat race. How to build your life around your unique purpose in life. Taking Consistent Action is Key to Changing your LifeDo you want your own profitable small business that will bring fame and success? Do you desire financial independence and personal freedom? Would you love to improve your relationships and make them more fulfilling by being able to spend more quality time with your loved ones?\*\*\*\* Becoming an entrepreneur and starting your own business becomes easy once you know how. You can achieve all of the above, but you must be willing to take action. If you apply the principles taught, you can become an entrepreneur and start a small business faster than what you ever imagined possible. Will this be one of those books that will change your life and start you on your entrepreneurial journey? There's only one way to find out ...Starting a business has never been made

this easy!

The authors of the international bestseller *Business Model Generation* explain how to create value propositions customers can't resist. *Value Proposition Design* helps you tackle the core challenge of every business — creating compelling products and services customers want to buy. This highly practical book, paired with its online companion, will teach you the processes and tools you need to create products that sell. Using the same stunning visual format as the authors' global bestseller, *Business Model Generation*, this sequel explains how to use the "Value Proposition Canvas" to design, test, create, and manage products and services customers actually want. *Value Proposition Design* is for anyone who has been frustrated by new product meetings based on hunches and intuitions; it's for anyone who has watched an expensive new product launch fail in the market. The book will help you understand the patterns of great value propositions, get closer to customers, and avoid wasting time with ideas that won't work. You'll learn the simple process of designing and testing value propositions, that perfectly match customers' needs and desires. In addition the book gives you exclusive access to an online companion on [Strategyzer.com](http://Strategyzer.com). You will be able to assess your work, learn from peers, and download pdfs, checklists, and more. *Value Proposition Design* is an essential companion to the "Business Model Canvas" from *Business Model Generation*, a tool embraced globally by startups and large corporations such as MasterCard, 3M, Coca Cola, GE, Fujitsu, LEGO, Colgate-Palmolive, and many more. *Value Proposition Design* gives you a proven methodology for success, with value propositions that sell, embedded in profitable business models." The author of the best-selling *You Can Make It Happen* strongly encourages readers to create a strong, unique, unassailable personal "Life Brand" they can carry with them into every circumstance to enrich their own lives and the lives of others in the workplace, the family, and the community-at-large. Reprint. 35,000 first printing.

A revised and expanded edition of Mika Brzezinski's *Knowing Your Value*-her bestselling self-help title about women and negotiating, featuring interviews and advice from the likes of Sheryl Sandberg, Elizabeth Warren and many others-now with updated statistics, fresh interviews, and a powerful new chapter about knowing your value in personal relationships. Why are women so often overlooked and underpaid? In her bestselling 2011 manifesto *Knowing Your Value*-now updated and expanded with all-new material-Mika takes an in-depth look at how women can achieve their deserved recognition and financial worth. Prompted by her own experience as co-host of *Morning Joe*, Mika interviews a number of prominent women across a wide range of industries on their experiences moving up in their fields. Mika shares the surprising stories of power players such as presidential adviser Valerie Jarrett, comedian Susie Essman, writer and director Nora Ephron, Facebook's Sheryl Sandberg, television personality Joy Behar, and many others. She also gets honest answers from the likes of Donny Deutsch, Jack Welch, President Donald Trump, and others about why women

are paid less, and what pitfalls women face - and play into. Know Your Value blends new personal stories with updated cutting-edge research on why many women don't negotiate their compensation, why negotiating aggressively usually backfires, the real reasons why the gender wage gap persists, and what can be done about it. In the new 2018 edition, Mika updates the book throughout with current statistics about women's compensation rates and leadership roles; she adds new interviews with high-profile business leaders; and adds an entirely new chapter about "knowing your value" in personal relationships. Written in Mika's brutally honest, funny, and self-deprecating style, Know Your Value is a vital book for professional women of all ages.

Confidence is a major factor in your success. Without it, you will never experience the satisfaction of a life well-lived. Your future starts today. All you need is the confidence to stand boldly and break through the roadblocks of insecurity and anxiety. Learning each technique in Like You Own It will transform your ability to communicate with others and address challenges. When you feel more confident about your abilities, it will change the way you interact with people and drastically improve your ability to achieve your dreams. Own your reputation. Own your value. Own your courage. Own your life. Own your future. Own your confidence. Do anything you think you are big enough to do. You are ready. You are already enough. Your time is now. About the Author: Carrie Perrien Smith MBA is a marketing, branding, and communication expert. She works internationally with speakers, authors, business leaders, candidates, and growing companies who want to brand themselves as experts in their industry and build a speaking and consulting business. She mingles the best of the old-school, tried-and-true techniques with new-tech publishing and communication tools to help her clients build a brand that screams EXPERT AND WORTH EVERY PENNY!

#1 New York Times Bestseller Over 1 million copies sold In this generation-defining self-help guide, a superstar blogger cuts through the crap to show us how to stop trying to be "positive" all the time so that we can truly become better, happier people. For decades, we've been told that positive thinking is the key to a happy, rich life. "F\*\*k positivity," Mark Manson says. "Let's be honest, shit is f\*\*ked and we have to live with it." In his wildly popular Internet blog, Manson doesn't sugarcoat or equivocate. He tells it like it is—a dose of raw, refreshing, honest truth that is sorely lacking today. The Subtle Art of Not Giving a F\*\*k is his antidote to the coddling, let's-all-feel-good mindset that has infected American society and spoiled a generation, rewarding them with gold medals just for showing up. Manson makes the argument, backed both by academic research and well-timed poop jokes, that improving our lives hinges not on our ability to turn lemons into lemonade, but on learning to stomach lemons better. Human beings are flawed and limited—"not everybody can be extraordinary, there are winners and losers in society, and some of it is not fair or your fault." Manson advises us to get to know our limitations and accept them. Once we embrace our fears, faults, and uncertainties, once we stop



running and avoiding and start confronting painful truths, we can begin to find the courage, perseverance, honesty, responsibility, curiosity, and forgiveness we seek. There are only so many things we can give a f\*\*k about so we need to figure out which ones really matter, Manson makes clear. While money is nice, caring about what you do with your life is better, because true wealth is about experience. A much-needed grab-you-by-the-shoulders-and-look-you-in-the-eye moment of real-talk, filled with entertaining stories and profane, ruthless humor, *The Subtle Art of Not Giving a F\*\*k* is a refreshing slap for a generation to help them lead contented, grounded lives.

*The Richest Man in the Babylon.* This book deals with the personal success of each of us. Success means results coming from our efforts and ability. A good preparation is the key to our success. So keep a part of what you earn with yourself. From the benefits of saving to the essentials of getting rich, this collection of educative Babylonian fables gives you timeless information on how to make money. It guides to getting rich, attracting good fortune and the five golden rules. As a guide to understanding hydro-wealth and a powerhouse has been inspiring readers for generations. You know that Babylon became the richest city of the ancient civilization because it had reserved part of its earnings for the future. That's why citizens got everything they wanted. How can you always keep your wallet heavy, the author has taught very beautifully on this topic.

Do you need core values? More than you know. If you want to make a change in your life, moving into a more life-giving future, having clear core values is an essential tool. *Discovering Your Authentic Core Values* walks you step-by-step through the process of identifying your authentic core values. These are not your aspirational values, the ones you wish were true of you. These are your authentic inside-out core values that already have played an enormous role in shaping your life. You live in a world where other people's agendas are competing for your time and resources. In the same way, you often live in reaction to other people's values. You've learned to use a schedule and a budget so that your time and money are used intentionally. Why wouldn't you put the same care into thinking through your own core values? This little book is guide that will walk you through a journaling process where you can discover these important motivations.

Depending on your speed, it's an approximately 10 hour process. By discovering and naming these essential motivations, you can begin to align your life with who God made you to be. Once you've done the work of articulating your core values, you have an invaluable aid for an intentional life. In this concise step-by-step guide, you will learn: Why core values matter. What the two different kinds of core values are. How to discover your authentic core values in your own story. What to do with negative core values. How to actively use your core values. If you are a follower of Jesus, how your core values connect with your spiritual journey. Table of Contents Why Core Values? Two Kinds of Core Values Gather Your Tools Find the Clues in Your Story Consider the Why Get the Outside Unvarnished View Gather and Refine

## Yourself Look Past the Shadow to the Light Shape the Words that Shape You Letting Your Core Values Work A Final Word

An award-winning entrepreneur and business coach outlines an easy-to-follow formula that helps you own your unique value, make more money, have more impact, and get more out of life--all without being pushy or sales-y. Meant for More is a How to Win Friends and Influence People for the modern age. It shows you how to stand out in an increasingly noisy world by simply offering your unique skills and talents and helping others do the same. It offers tangible skills to use in all areas of your life, including work, to increase your success and do good while you're at it. It speaks to people looking to leave the 9-to-5 for more freedom and fulfillment; stay-at-home moms going back to work; young Boomers worried they're too senior (and expensive) to find new jobs; idealistic Gen Xers and Millennials unwilling to toe the company line; and experts in any field who want to cash in on their expertise while making a difference. In Meant for More, an award-winning entrepreneur and business coach outlines the formula for getting the "more" you've been longing for: a proven system to sell yourself and your one-of-a-kind gifts to the people you were meant to help and reap the rewards that come when you stop giving away your gifts for free. The Meant for More Formula helps you upgrade your mind-set, unwrap your unique gifts, claim your value, and make irresistible offers so you can get what you're worth and make the difference you're here to make--in a way that isn't remotely pushy or sales-y. We all long for more: More impact. More success. More fulfillment. More abundance. More freedom. More joy. But it's not necessarily easy to fulfill this longing. We all know someone who clearly has so much to offer the world but who holds back out of fear--fear of failure, or of success; fear of putting herself "out there"; fear of being perceived as pushy or full of himself. Maybe that person is you.

The deliberate devaluation of Blacks and their communities has had very real, far-reaching, and negative economic and social effects. An enduring white supremacist myth claims brutal conditions in Black communities are mainly the result of Black people's collective choices and moral failings. "That's just how they are" or "there's really no excuse": we've all heard those not so subtle digs. But there is nothing wrong with Black people that ending racism can't solve. We haven't known how much the country will gain by properly valuing homes and businesses, family structures, voters, and school districts in Black neighborhoods. And we need to know. Noted educator, journalist, and scholar Andre Perry takes readers on a tour of six Black-majority cities whose assets and strengths are undervalued. Perry begins in his hometown of Wilksburg, a small city east of Pittsburgh that, unlike its much larger neighbor, is struggling and failing to attract new jobs and industry. Bringing his own personal story of growing up in Black-majority Wilksburg, Perry also spotlights five others where he has deep connections: Detroit, Birmingham, New Orleans, Atlanta, and Washington, D.C. He provides an intimate look at the assets that should be of greater value to residents—and that can be if they demand it. Perry provides a new means of determining the value of Black communities. Rejecting policies shaped by flawed perspectives of the past and present, it gives fresh insights on the historical effects of racism and provides a new value paradigm to limit them in the future. Know Your Price demonstrates the worth of Black people's intrinsic personal strengths, real property, and traditional institutions. These assets are a means of empowerment and, as Perry argues in this provocative and very personal book, are what we need to know and understand to build Black prosperity.

Stop coasting on autopilot—with this five-step method filled with "simple yet effective life changing principles" (John Gray, PhD). Dolly Parton once said, "Find out who you are and do it on purpose." Many people today have no passionate connection to the routine work they do day in and day out. The good news is that it doesn't have to be this way. In The Passion Belief Method, entrepreneur success strategist and in-

demand life and business coach and speaker Megan Tull offers practical exercises and methods to help you find your gifts and turn them into work you can be truly passionate about. Megan, who became a single mother after being widowed at an early age, used her passion for raising her young son as the starting point for creating a business that allowed her to stay closer to home but to also triple her income in the first year. Now Megan leans on her experiences to teach you her 5-Step Passion Belief Method. Filled with true stories from Megan's many clients and inspiring quotes from other high achievers, speakers, and writers, The Passion Belief Method will teach you how to unlock your inner gifts, overcome your fears, and visualize what you want and who you'll be when you have it—then bring that into being.

Stop Trying To Please Everyone.. Do you know that you cannot live with true freedom when everything you do is based on other people's expectation of you. Based on real events of people living in the society, "The Power of Not Caring" will show you examples of why people are suffering emotionally. Also, this book will offer you a powerful code of conduct that can rapidly transform your mindset to a new experience of freedom, true happiness, and love. Whether you are dealing with stresses, worries, or feeling peer pressure from everyday life. "The Power of Not Caring" offers basic and easy-to-use advice on dealing with normal problems in a healthy, positive way. Here is what I'll be sharing with you: - The Downside of Always Seeking Approval - Dealing with Other People's Judgement - Experience True Freedom and Live an Authentic Life

Own Your Value give you a ring-side seat to meet more than 40 innovators who are friends, clients, and supporters. Their stories from field experience are examples of real-world experiences you can relate to that are relevant to your challenges. These innovators are the real heroes and this is a small part of their heroes' journey toward success.

A powerful new voice providing clear and direct guidance for personal transformation Energy Speaks gives us a clear blueprint for growth and change. It provides practical guidance and inspiration on the things that matter most to us — including love, sex, money, personal power, self-expression and purpose, emotional healing and well-being, and how to have peace with our families — as well as more esoteric topics, such as how to invoke the help of our spirit guides and angels. This empowering book is the work of a great emerging spiritual teacher. It is filled with tools that you can use to break free of limitations and transform your life.

Knowing Your Value Women, Money, and Getting What You're Worth Hachette Books

An insidious parasite is working its way through the suburbs of Washington, D.C. NITS follows the trail of a virulent outbreak of head lice as it wreaks havoc on the lives of a social climbing mother of a scholarship student, a buff young Latin teacher and a controlling do-gooder who is so consumed with exterminating the pest, people start calling her the "Lice Nazi." A social satire with bite, NITS explores the themes of class, ambition, and the unavoidable interconnectedness of modern life.

Learn how to stand out from other CPAs by showing clients that YOU are the value of your CPA firm. You Are the Value: Define Your Worth, Differentiate Your CPA Firm, Own Your Market provides you with practical strategies to build meaningful and lasting relationships with clients. Written specifically for CPAs, this new book guides you to discover what makes you valuable and different from other CPAs. While exploring the meaning of the word value and how it applies to you and your firm, you will examine the following seven questions about yourself to tap in to your personal value: Who Are You? What Do You Do? Why Do You Do What You Do? How Do You Do What You Do? Who Have You Done It

For? What Makes You Different? Why Should I Do Business With You? (Real Value) Exploring these important questions prepares you to no longer “wing” client meetings, but knowledgably and confidently present yourself to clients in a unique way.

What makes up your personal brand, and how might people's current perceptions be holding you back? How do you plan a strategy to shape how people see you and to raise their awareness of what you can do? How do you create an image that works for your professional life, while still feeling authentically 'you'? To stand out in today's competitive, fast-changing world, you must become clear on who you are in business and on the unique value that you bring. To stay top of mind and become a true go-to in your field, you must treat your personal brand like a business and work with a specific and targeted plan. Julissa Shrewsbury is a leading thinker in personal branding for professionals and professional service businesses in Australia. She has worked with hundreds of people to communicate the value they bring to stakeholders, leading to stronger positioning, connectivity and visibility to achieve individual and company goals. Julissa collates 20 years of learning and teaching in this book, to show you how to apply business brand strategy to your professional life for a high-impact personal brand. Julissa shares her personal experience changing careers and building two very different businesses from scratch using personal branding as a major tool. She also describes common concerns and questions people have about personal branding, and the proven solutions she uses with clients. You will enjoy her straight-talking and often humorous writing in this comprehensive and highly practical book that will give you the complete framework, tools and exercises you need to build a stand-out personal brand of your own. Whether you are a business leader or building your professional career, this book is for you.

This is an inaugural title in the University of Michigan Business School Management Series (UMBS)-a top-5 ranked business school- that offers innovative solutions to the most pressing problems facing managers today. In *Becoming a Better Value Creator*, University of Michigan Professor Anjan V. Thakor tackles the bottom line-how can marketing; manufacturing, human resources and finance do more to make a company successful. • *The Challenge and the Joy of Being a Great Value Creator* • *The Tools of Value Creation* • *Being a More Effective Value Creator in Manufacturing and Procurement* • *Being a More Effective Value Creator in the Marketing, Sales and Distribution, and New-Product Development Functions* • *Being a More Effective Value Creator in the Human Resources Group* • *Being a More Effective Value Creator in Finance*

The number one guide to corporate valuation is back and better than ever Thoroughly revised and expanded to reflect business conditions in today's volatile global economy, *Valuation*, Fifth Edition continues the tradition of its bestselling predecessors by providing up-to-date insights and practical advice on how to create, manage, and measure the value of

an organization. Along with all new case studies that illustrate how valuation techniques and principles are applied in real-world situations, this comprehensive guide has been updated to reflect new developments in corporate finance, changes in accounting rules, and an enhanced global perspective. Valuation, Fifth Edition is filled with expert guidance that managers at all levels, investors, and students can use to enhance their understanding of this important discipline. Contains strategies for multi-business valuation and valuation for corporate restructuring, mergers, and acquisitions Addresses how you can interpret the results of a valuation in light of a company's competitive situation Also available: a book plus CD-ROM package (978-0-470-42469-8) as well as a stand-alone CD-ROM (978-0-470-42457-7) containing an interactive valuation DCF model Valuation, Fifth Edition stands alone in this field with its reputation of quality and consistency. If you want to hone your valuation skills today and improve them for years to come, look no further than this book.

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