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The Fire Starter Sessions is an apathy-kicking, integrity-infusing guide to defining success on your own terms. Danielle LaPorte's straight-talk life-and-livelihood sermons have been read by over one million people. Bold but empathetic, in The Fire Starter Sessions she reframes popular self-help and success concepts, including: - Life balance is a myth, and the pursuit of it is causing us more stress than the craving for balance itself. - Being well-rounded is over-rated. When you focus on developing your true strengths, you enter your mastery zone. - Screw your principles (they might be holding you back). - We have ambition backwards. Getting clear on how you want to feel in your life + work is more important than setting goals. It's the most potent form of clarity that you can have, and it's what leads to true fulfillment.

An edition expanded with more than 100 pages of new content offers a blueprint for a better life, whether one's dream is escaping the rat race, experiencing high-end world travel, earning a monthly five-figure income with zero management or just living more and working less.

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The small business guru behind Duct Tape Marketing shares his most valuable lesson: how to get your customers to do your best marketing for you. The power of glitzy advertising and elaborate marketing campaigns is on the wane; word-of-mouth referrals are what drive business today. People trust the recommendation of a friend, family member, colleague, or even stranger with similar tastes over anything thrust at them by a faceless company. Most business owners believe that whether customers refer them is entirely out of their hands. But science shows that people can't help recommending products and services to their friends-it's an instinct wired deep in the brain. And smart businesses can tap into that hardwired desire. Marketing expert John Jantsch offers practical techniques for harnessing the power of referrals to ensure a steady flow of new customers. Keep those customers happy, and they will refer your business to even more customers. Some of Jantsch's strategies include: -Talk with your customers, not at them. Thanks to social networking sites, companies of any size have the opportunity to engage with their customers on their home turf as never before-but the key is listening. -The sales team is the most important part of your marketing team. Salespeople are the company's main link to customers, who are the main source of referrals. Getting them on board with your referral strategy is critical. -Educate your customers. Referrals are only helpful if they're given to the right people. Educate your customers about whom they should be talking to. The secret to generating referrals lies in understanding the "Customer Referral Cycle"-the

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way customers refer others to your company who, in turn, generate even more referrals. Businesses can ensure a healthy referral cycle by moving customers and prospects along the path of Know, Like, Trust, Try, Buy, Repeat, and Refer. If everyone in an organization keeps this sequence in mind, Jantsch argues, your business will generate referrals like a well-oiled machine. This practical, smart, and original guide is essential reading for any company looking to grow without a fat marketing budget.

The author of the New York Times Bestseller *THE \$100 STARTUP*, shows how to launch a profitable side hustle in just 27 days. To some, the idea of quitting their day job to start a business is exhilarating. For others, it's terrifying. After all, a job that produces a steady paycheck can be difficult to give up. But in a time when businesses have so little loyalty to employees that the very notion of "job security" has become a punchline, wouldn't it be great to have an additional source of income to fall back on? And wouldn't it be great to make that happen without leaving your day job? Enter the Side Hustle. Based on detailed information from hundreds of case studies, Chris Guillebeau provides a step-by-step guide that anyone can use to create and launch a profitable project in less than a month. Designed for the busy and impatient, this plan will have you generating income immediately, without the risk of throwing yourself head first into the world of entrepreneurship. Whether you just want to make some extra money, or start something that may end up replacing your day job entirely, the side hustle is the new job security. When

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you generate income from multiple sources, it gives you options, and in today's world, options aren't just nice to have: they're essential. You don't need entrepreneurial experience to launch a profitable side hustle. You don't need a business degree, know how to code, or be an expert marketer. And you certainly don't need employees or investors. With this book as your guide, anyone can learn to build a fast track to freedom.

The \$100 Startup Reinvent the Way You Make a Living, Do what You Love, and Create a New Future Currency Pamela Slim, a former corporate training manager, left her office job twelve years ago to go solo and has enjoyed every bit of it. In her groundbreaking book, based on her popular blog Escape from Cubicle Nation, Slim explores both the emotional issues of leaving the corporate world and the nuts and bolts of launching a business. Drawing on her own career, as well as stories from her coaching clients and blog readers, Slim will help readers weigh their options, and make a successful escape if they decide to go for it.

Do you dream of starting your own business but don't have any money? What if you could set up a venture with nothing but a good business idea and the determination to make it work? It's an appealing idea, particularly in the current economic climate where no one has cash to spare and austerity rules the day. In fact, studies show that more people start businesses during recessions than at any other time. The good news is that it can be done, provided you follow a few golden rules. Based on Rachel Bridge's popular workshops, this book will help set you on the way to success. As the former

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Enterprise Editor for the Sunday Times, Rachel has interviewed hundreds of successful entrepreneurs. Join her on her journey as she starts up her very own enterprise, entrepreneurthings.com, and covers all the ups and downs she encounters, while giving examples along the way of how real-life entrepreneurs have coped with the same problems that beset everyone in business at some point.

"Chris Guillebeau shows you how to lead a life of adventure, meaning and purpose--and earn a good living. Still in his early thirties, Chris has traveled around the world--and yet he's never held a "real job" or earned a regular paycheck. Rather, he has a genius for turning ideas into income, and he uses what he earns both to support his life of adventure and to give back. In preparing to write this book, Chris identified 1,500 individuals who have built businesses earning \$50,000 or more from a modest investment, and he's focused on the 50 most intriguing case studies. Here, distilled into one easy-to-use guide, are the most valuable lessons from those who've learned how to turn what they do into a gateway to self-fulfillment. It's all about finding the intersection between your expertise and what other people will pay for. You don't need an MBA, a business plan or even employees. All you need is a product or service that springs from what you love to do anyway, people willing to pay, and a way to get paid"--Publisher. Fully revised and expanded for the first time in a decade, this is Guy Kawasaki's classic, bestselling guide to launching and making your new product, service, or idea a success. Whether you're an

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aspiring entrepreneur, small-business owner, intrapreneur, or not-for-profit leader, there's no shortage of advice on topics such as innovating, recruiting, fund raising, and branding. In fact, there are so many books, articles, websites, blogs, webinars, and conferences that many startups get paralyzed, or they focus on the wrong priorities and go broke before they succeed. The Art of the Start 2.0 solves that problem by distilling Guy Kawasaki's decades of experience as one of the most hardworking and irreverent strategists in the business world. Guy has totally overhauled this iconic, essential guide for anyone starting anything. It's 64 percent longer than version 1.0 and features his latest insights and practical advice about social media, crowdfunding, cloud computing, and many other topics. Guy understands the seismic changes in business over the last decade: Once-invulnerable market leaders are struggling. Many of the basics of getting established have become easier, cheaper, and more democratic. Business plans are no longer necessary. Social media has replaced PR and advertising as the key method of promotion. Crowdfunding is now a viable alternative to investors. The cloud makes basic infrastructure affordable for almost any new venture. The Art of the Start 2.0 will show you how to effectively deploy all these new tools. And it will help you master the fundamental challenges that have not changed:

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building a strong team, creating an awesome product or service, and facing down your competition. As Guy likes to say, “Entrepreneur is a state of mind, not a job title.” His book will help you make your crazy ideas stick, through an adventure that's more art than science – the art of the start. The surprising and compelling story of two rival geniuses in an all-out race to decode one of the world's most famous documents—the Rosetta Stone—and their twenty-year-long battle to solve the mystery of ancient Egypt's hieroglyphs. The Rosetta Stone is one of the most famous objects in the world, attracting millions of visitors to the British museum ever year, and yet most people don't really know what it is. Discovered in a pile of rubble in 1799, this slab of stone proved to be the key to unlocking a lost language that baffled scholars for centuries. Carved in ancient Egypt, the Rosetta Stone carried the same message in different languages—in Greek using Greek letters, and in Egyptian using picture-writing called hieroglyphs. Until its discovery, no one in the world knew how to read the hieroglyphs that covered every temple and text and statue in Egypt. Dominating the world for thirty centuries, ancient Egypt was the mightiest empire the world had ever known, yet everything about it—the pyramids, mummies, the Sphinx—was shrouded in mystery. Whoever was able to decipher the Rosetta Stone, and learn how to read hieroglyphs, would solve that

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mystery and fling open a door that had been locked for two thousand years. Two brilliant rivals set out to win that prize. One was English, the other French, at a time when England and France were enemies and the world's two great superpowers. *The Writing of the Gods* chronicles this high-stakes intellectual race in which the winner would win glory for both himself and his nation. A riveting portrait of empires both ancient and modern, this is an unparalleled look at the culture and history of ancient Egypt and a fascinating, fast-paced story of human folly and discovery unlike any other.

Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

Geared toward the unique challenges faced by self-employed businesswomen—and updated for the social media-driven, post-financial crisis world—*The Girl's Guide to Starting Your Own Business* offers solutions and advice for handling a range of issues, including how to write a business plan, how to secure funding, and how to hire (and fire) employees. Caitlin Friedman and Kimberly Yorio share practical information drawn from their own extensive experience in the public relations, marketing, and consulting fields. Their concise and

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engaging advice is explained through entertaining tips, lists, and quizzes that speak directly to women who are dreaming of starting, or have already started, their own businesses.

Outlines the managerial decisions and leadership goals that guide a startup business to success, and provides tips and advice from the founders of such companies as Spanx, Zipcar, Flickr, Honest Tea, and LinkedIn.

Required reading at Harvard Business School and Columbia Business School. Everyone wants to be more appealing and effective, but few believe we can manage the personal magnetism of a Bill Clinton or an Oprah Winfrey. John Neffinger and Matthew Kohut trace the path to influence through a balance of strength (the root of respect) and warmth (the root of affection). Each seems simple, but only a few of us figure out the tricky task of projecting both at once. Drawing on cutting-edge social science research as well as their own work with Fortune 500 executives, members of Congress, TED speakers, and Nobel Prize winners, Neffinger and Kohut reveal how we size each other up—and how we can learn to win the admiration, respect, and affection we desire. Despite the world's elation at the Arab Spring, shockingly little has changed politically in the Middle East; even frontliners Egypt and Tunisia continue to suffer repression, fixed elections, and bombings, while Syria descends into civil war. But in the midst

of it all, a quieter revolution has begun to emerge, one that might ultimately do more to change the face of the region: entrepreneurship. As a seasoned angel investor in emerging markets, Christopher M. Schroeder was curious but skeptical about the future of investing in the Arab world. Travelling to Dubai, Cairo, Amman, Beirut, Istanbul, and even Damascus, he saw thousands of talented, successful, and intrepid entrepreneurs, all willing to face cultural, legal, and societal impediments inherent to their worlds. Equally important, he saw major private equity firms, venture capitalists, and tech companies like Google, Intel, Cisco, Yahoo, LinkedIn, and PayPal making significant bets, despite the uncertainty in the region. With *Startup Rising*, he marries his own observations with the predictions of these tech giants to offer a surprising and timely look at the second stealth revolution in the Middle East—one that promises to reinvent it as a center of innovation and progress.

Proven methods for building an online income stream You don't have to quit your current job, or already have piles of money, or be 24 years old, or riding a booming economy, in order to start a successful online business. *The Six-Figure Second Income* explains how to start or grow a business even when you think you have plenty of strikes against you. In the course of building an eight-figure real estate information marketing business, David

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Lindahl and Jonathan Rozek tested dozens of tools and techniques. This book is centered around principles they derived from all the tests they ran, tools they used, and money they spent. If you're tired of the gimmicks and skepticism that anyone can really succeed online, this book will give you the no-hype, no-nonsense advice you need.

In 2017 34% of the workforce was considered part of the gig economy. This growing workforce of freelancers and side-giggers is also estimated to grow to 43% by 2020. That's 4 million freelancers, soon to be 7 million by 2020. Whether it's people looking to earn extra money, those tired of their 9-to-5, to entrepreneurs looking to grow their side hustle, Entrepreneur is uniquely qualified to guide a new generation of bold individuals looking to live their best lives and make it happen on their own terms. Whatever industry or jobs this new workforce takes, *Start Your Own Business* will guide them through the first three years of business. They'll gain the know-how of more than 30 years of collective advice from those who've come before them to: How to avoid analysis paralysis when launching a business Tips for testing ideas in the real-world before going to market with insights from Gary Vaynerchuk Decide between building, buying, or becoming a distributor What to consider when looking for funding from venture capitalists, loans, cash advances, etc. Whether or not a co-working space is a right move Tips on running successful Facebook and Google ads as part of a marketing campaign Use micro-influencers to

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successfully promote your brand on social media
The International Bestseller "This book blew my mind. More importantly, it made financial independence seem achievable. I read Financial Freedom three times, cover-to-cover." —Lifehacker Money is unlimited. Time is not. Become financially independent as fast as possible. In 2010, 24-year old Grant Sabatier woke up to find he had \$2.26 in his bank account. Five years later, he had a net worth of over \$1.25 million, and CNBC began calling him "the Millennial Millionaire." By age 30, he had reached financial independence. Along the way he uncovered that most of the accepted wisdom about money, work, and retirement is either incorrect, incomplete, or so old-school it's obsolete. Financial Freedom is a step-by-step path to make more money in less time, so you have more time for the things you love. It challenges the accepted narrative of spending decades working a traditional 9 to 5 job, pinching pennies, and finally earning the right to retirement at age 65, and instead offers readers an alternative: forget everything you've ever learned about money so that you can actually live the life you want. Sabatier offers surprising, counter-intuitive advice on topics such as how to:

- * Create profitable side hustles that you can turn into passive income streams or full-time businesses
- * Save money without giving up what makes you happy
- * Negotiate more out of your employer than you thought possible
- * Travel the world for less
- * Live for free--or better yet, make money on your living situation
- * Create a simple, money-making portfolio that only needs minor adjustments
- * Think creatively--there are so many ways

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to make money, but we don't see them. But most importantly, Sabatier highlights that, while one's ability to make money is limitless, one's time is not. There's also a limit to how much you can save, but not to how much money you can make. No one should spend precious years working at a job they dislike or worrying about how to make ends meet. Perhaps the biggest surprise: You need less money to "retire" at age 30 than you do at age 65. Financial Freedom is not merely a laundry list of advice to follow to get rich quick--it's a practical roadmap to living life on one's own terms, as soon as possible.

"What a romp....Alan Paul walked the walk, preaching the blues in China. Anyone who doubts that music is bigger than words needs to read this great tale." —Gregg Allman

"An absolute love story. In his embrace of family, friends, music and the new culture he's discovering, Alan Paul leaves us contemplating the love in our own lives, and rethinking the concept of home." —Jeffrey Zaslow, coauthor, with Randy Pausch, of *The Last Lecture* Alan Paul, award-winning author of the *Wall Street Journal's* online column "The Expat Life," gives his engaging, inspiring, and unforgettable memoir of blues and new beginnings in Beijing. Paul's three-and-a-half-year journey reinventing himself as an American expat—while raising a family and starting the revolutionary blues band Woodie Alan, voted Beijing Band of the Year in the 2008—is a must-read adventure for anyone who has lived abroad, and for everyone who dreams of rewriting the story of their own future.

Real estate investing can be very satisfying. It gives you the opportunity to work for yourself and independently

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make money on a consistent basis. It also gives you financial freedom and peace of mind, because you can work whenever you feel like it. You will never have to clock in or deal with office politics. You are not held responsible by your boss, because you are the boss. However, real estate does require work and the competition is fierce. Nowadays, with information so freely available on the internet and in books, many people do not want to climb the corporate ladder. And who blames them. No one feels like working 30-40 years for companies with only 3 weeks of paid time off, barely making enough money to live off, invest for your future and put a roof over you or your family's head. The new trend is to retire early and enjoy a somewhat stress free life. Real estate can truly fulfill this promise and just keep in mind...if you don't do it, then your next door neighbor will!

Look out for Daniel Pink's new book, *When: The Scientific Secrets of Perfect Timing* From Daniel H. Pink, the #1 bestselling author of *Drive* and *To Sell Is Human*, comes an illustrated guide to landing your first job in *The Adventures of Johnny Bunko: The Last Career Guide You'll Ever Need*. There's never been a career guide like *The Adventures of Johnny Bunko* by Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*). Told in manga—the Japanese comic book format that's an international sensation—it's the fully illustrated story of a young Everyman just out of college who lands his first job. Johnny Bunko is new to the Boggs Corp., and he stumbles through his early months as a working stiff until a crisis prompts him to

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rethink his approach. Step by step he builds a career, illustrating as he does the six core lessons of finding, keeping, and flourishing in satisfying work. A groundbreaking guide to surviving and flourishing in any career, *The Adventures of Johnny Bunko* is smart, engaging and insightful, and offers practical advice for anyone looking for a life of rewarding work.

The vibrant, sprawling saga of Empress Maria Theresa—one of the most renowned women rulers in history—and three of her extraordinary daughters, including Marie Antoinette, the doomed queen of France. Out of the thrilling and tempestuous eighteenth century comes the sweeping family saga of beautiful Maria Theresa, a sovereign of uncommon strength and vision, the only woman ever to inherit and rule the vast Habsburg Empire in her own name, and three of her remarkable daughters: lovely, talented Maria Christina, governor-general of the Austrian Netherlands; spirited Maria Carolina, the resolute queen of Naples; and the youngest, Marie Antoinette, the glamorous, tragic queen of France, and perhaps the most famous princess in history. Unfolding against an irresistible backdrop of brilliant courts from Vienna to Versailles, embracing the exotic lure of Naples and Sicily, this epic history of Maria Theresa and her daughters is a tour de force of desire, adventure, ambition, treachery, sorrow, and glory. Each of these women's lives was packed with passion and heart-stopping suspense. Maria Theresa inherited her father's thrones at the age of twenty-three and was immediately attacked on all sides by foreign powers confident that a woman would to be too weak to defend

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herself. Maria Christina, a gifted artist who alone among her sisters succeeded in marrying for love, would face the same dangers that destroyed the monarchy in France. Resourceful Maria Carolina would usher in the golden age of Naples only to face the deadly whirlwind of Napoleon. And, finally, Marie Antoinette, the doomed queen whose stylish excesses and captivating notoriety have masked the truth about her husband and herself for two hundred and fifty years. Vividly written and deeply researched, *In the Shadow of the Empress* is the riveting story of four exceptional women who changed the course of history.

Set against the backdrop of one of the most colorful countries in the world, *A Glimpse of Eternal Snows* is an inspiring story of courage, love and a family's determination to give their child the best life possible. In pulsating, polluted Kathmandu and an idyllic village on a river island at the foot of the Himalayas, 'Doctor Jane' and her engineer husband Simon hope to make a difference: Jane to fulfil her vision to heal and advocate for the poor, Simon to avert the floods that threaten to devastate the land every monsoon season. The Nepali people are accepting of whatever fate flings at them and here the family find sanity, compassion and joy with baby David, who in England was little more than an 'interesting case'. This is a tale of Himalayan highs and monsoon lows, of cultural complexities, unexpected wildlife and rugged terrain, of vivid color, superstition and spicy smells.

Success in 50 Steps has been 10 years in the making, with the author researching and compiling over 500 book

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summaries into video, audio and written format on his website Bestbookbits.com. The book takes the reader through the steps of taking their dreams out of their head and making them a reality. Walking the reader through the steps to success such as dreams, passions, desire, purpose, goals, planning, time, knowledge, ideas, thinking, beliefs, attitude, action, work, habits, happiness, growth, failure, fear, courage, motivation, persistence, discipline, results and success. With the pathway to success outlined in 50 easy steps, anyone can put into practice the wisdom to take their personal dreams and goals out of their head into reality. Featuring a treasure trove of quotations from the legends of personal development such as Tony Robbins, Jim Rohn, Napoleon Hill, Les Brown, Zig Ziglar, Wayne Dyer, Brian Tracy, Earl Nightingale, Dale Carnegie, Norman Vincent Peale, Og Mandino and Bob Proctor to name a few, let this book inspire you to become the best version of yourself.

An exploration of why people all over the world love to engage in pain on purpose--from dominatrices, religious ascetics, and ultramarathoners to ballerinas, icy ocean bathers, and sideshow performers Masochism is sexy, human, reviled, worshipped, and can be delightfully bizarre. Deliberate and consensual pain has been with us for millennia, encompassing everyone from Black Plague flagellants to ballerinas dancing on broken bones to competitive eaters choking down hot peppers while they cry. Masochism is a part of us. It lives inside workaholics, tattoo enthusiasts, and all manner of garden variety pain-seekers. At its core, masochism is about

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feeling bad, then better—a phenomenon that is long overdue for a heartfelt and hilarious investigation. And Leigh Cowart would know: they are not just a researcher and science writer—they're an inveterate, high-sensation seeking masochist. And they have a few questions: Why do people engage in masochism? What are the benefits and the costs? And what does masochism have to say about the human experience? By participating in many of these activities themselves, and through conversations with psychologists, fellow scientists, and people who seek pain for pleasure, Cowart unveils how our minds and bodies find meaning and relief in pain—a quirk in our programming that drives discipline and innovation even as it threatens to swallow us whole.

Shares advice for transitioning away from unfulfilling jobs to embark on adventurous, meaningful careers, outlining recommendations for starting a personal business with a minimum of time and investment while turning ideas into higher income levels. 60,000 first printing.

In his first work of narrative nonfiction, Matthew Pearl, bestselling author of acclaimed novel *The Dante Club*, explores the little-known true story of the kidnapping of legendary pioneer Daniel Boone's daughter and the dramatic aftermath that rippled across the nation. On a quiet midsummer day in 1776, weeks after the signing of the Declaration of Independence, thirteen-year-old Jemima Boone and her friends Betsy and Fanny Callaway disappear near the Kentucky settlement of Boonesboro, the echoes of their faraway screams lingering on the air. A Cherokee-Shawnee raiding party has taken the girls as the latest salvo in the blood feud

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between American Indians and the colonial settlers who have decimated native lands and resources. Hanging Maw, the raiders' leader, recognizes one of the captives as Jemima Boone, daughter of Kentucky's most influential pioneers, and realizes she could be a valuable pawn in the battle to drive the colonists out of the contested Kentucky territory for good. With Daniel Boone and his posse in pursuit, Hanging Maw devises a plan that could ultimately bring greater peace both to the tribes and the colonists. But after the girls find clever ways to create a trail of clues, the raiding party is ambushed by Boone and the rescuers in a battle with reverberations that nobody could predict. As Matthew Pearl reveals, the exciting story of Jemima Boone's kidnapping vividly illuminates the early days of America's westward expansion, and the violent and tragic clashes across cultural lines that ensue. In this enthralling narrative in the tradition of Candice Millard and David Grann, Matthew Pearl unearths a forgotten and dramatic series of events from early in the Revolutionary War that opens a window into America's transition from colony to nation, with the heavy moral costs incurred amid shocking new alliances and betrayals.

A remarkable guide to the quests that give our lives meaning—and how to find your own—from the New York Times bestselling author of *The \$100 Startup* and *100 Side Hustles* “If you like complacency and mediocrity, do not read this book. It's dangerously inspiring.”—A. J. Jacobs, author of *The Know-It-All* When he set out to visit all of the planet's countries by age thirty-five,

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compulsive goal-seeker Chris Guillebeau never imagined that his journey's biggest revelation would be how many people like himself exist—each pursuing a challenging quest. These quests are as diverse as humanity itself, involving exploration, the pursuit of athletic or artistic excellence, or battling against injustice and poverty. Everywhere that Chris visited he found ordinary people working toward extraordinary goals, making daily down payments on their dreams. These “questers” included a suburban mom pursuing a wildly ambitious culinary project, a DJ producing the world's largest symphony, a young widower completing the tasks his wife would never accomplish—and scores of others writing themselves into the record books. The more Chris spoke with these strivers, the more he began to appreciate the direct link between questing and long-term happiness, and he was compelled to complete a comprehensive study of the phenomenon. In *The Happiness of Pursuit*, he draws on interviews with hundreds of questers, revealing their secret motivations, their selection criteria, the role played by friends and family, their tricks for solving logistics, and the importance of documentation. Equally fascinating is Chris's examination of questing's other side. What happens after the summit is climbed, the painting hung, the endurance record broken, the at-risk community saved? A book that challenges each of us to take control—to make our lives be about something while at the same time remaining clear-eyed about the commitment—*The Happiness of Pursuit* will inspire readers of every age and aspiration. It's a playbook for making your life count. “*The Happiness of Pursuit* is

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smart, honest, and dangerous. Why dangerous?

Because it is as practical as it is inspiring. You won't just be daydreaming about your quest—you'll be packing for it!"—Brené Brown, Ph.D., LMSW, author of *Daring*

Greatly

In this revealing new book, top trader Robbie Burns cuts through the jargon to give you the low-down on the strategies you need to make money from share dealing. Robbie, aka the Naked Trader, is an expert and highly entertaining guide to the sometimes baffling world of the stock market.. The book kicks off with the basics such as: the best websites, magazines and newspapers to look at; the kit you need to get cracking; and some key tips for choosing a broker. Robbie, then, gives you the essential techniques for picking the good shares and, just as importantly, avoiding the bad ones, and finishes up with some more advanced topics like how to make money even when shares fall. Packed with practical advice and delivered in a down-to-earth style, this book is all you need to get started. So, grab your laptop and get trading - your naked future awaits!

Benny Lewis, who speaks over ten languages—all self-taught—runs the largest language-learning blog in the world, *Fluent In 3 Months*. Lewis is a full-time "language hacker," someone who devotes all of his time to finding better, faster, and more efficient ways to learn languages. *Fluent in 3 Months: How Anyone at Any Age Can Learn to Speak Any Language from Anywhere in the World* is a new blueprint for fast language learning. Lewis argues that you don't need a great memory or "the language gene" to learn a language quickly, and

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debunks a number of long-held beliefs, such as adults not being as good of language learners as children.

A manager's guide to hiring the right employees introduces the practical and effective A Method for Hiring, which draws on the expertise of hundreds of high-level executives to present a simple, easy-to-follow program to guarantee hiring success. 50,000 first printing.

From bestselling author of *The \$100 Startup* and *Side Hustle* comes Chris Guillebeau's engaging story about the power you have to create your own financial destiny. Like financial classics *The Latte Factor* and *The Richest Man in Babylon*, *The Money Tree* uses a compelling story with captivating characters to share its core insight: you are never at the mercy of fortune as long as you have an appetite for hard work and a willingness to step outside your comfort zone. Jake Aarons is in trouble. He's being evicted from his apartment in less than 30 days, the bill for his \$50,000 in overdue student loans is almost due, and the digital marketing agency he works at just implemented a new military-style grading system that might cost him his job. To top it off, Jake's new relationship with Maya was going so well... but with everything else falling down around him, he might lose her, too. In search of answers, Jake reluctantly attends a weekly group meeting at the invitation of a coworker. Everyone in the group is trying to create a lucrative side hustle with one key requirement: they can only spend up to \$500 before earning a profit. Over the course of several weeks, Jake undertakes a series of challenges, first learning how to make \$1,000 in a single weekend,

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and ultimately how to discover the untapped skills he needs to take control of his finances--and his life.

Have you ever met someone with the perfect job? To the outside observer, it seems like they've won the career lottery—that by some stroke of luck or circumstance they've found the one thing they love so much that it doesn't even feel like work—and they're getting paid well to do it. In reality, their good fortune has nothing to do with chance. There's a method for finding your perfect job, and Chris Guillebeau, the bestselling author of *The \$100 Startup*, has created a practical guide for how to do it—whether within a traditional company or business, or by striking out on your own. Finding the work you were “born to do” isn't just about discovering your passion. Doing what brings you joy is great, but if you aren't earning a living, it's a hobby, not a career. And those who jump out of bed excited to go to work every morning don't just have jobs that turn their passions into paychecks. They have jobs where they also can lose themselves for hours in the flow of meaningful work. This intersection of joy, money, and flow is what Guillebeau will help you find in this book. Through inspiring stories of those who have successfully landed their dream career, as well as actionable tools, exercises, and thought experiments, he'll guide you through today's vast menu of career options to discover the work perfectly suited to your unique interests, skills, and experiences. You'll learn how to:

- Hack the job of your dreams within a traditional organization by making it work for you
- Find not only your ideal work but also your ideal working conditions
- Create plans that will allow you to take

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- smarter career risks and “beat the house” every time
- Start a profitable “side hustle” and earn extra cash on top of your primary stream of income
- Escape the prison of working for someone else and build a mini-empire as an entrepreneur
- Become a rock star at any creative endeavor by creating a loyal base of fans and followers

Whichever path you choose, this book will show you how to find that one job or career that feels so right, it’s like you were born to do it.

Best-selling author Chris Guillebeau presents a full-color ideabook featuring 100 stories of regular people launching successful side businesses that almost anyone can do. This unique guide features the startup stories of regular people launching side businesses that almost anyone can do: an urban tour guide, an artist inspired by maps, a travel site founder, an ice pop maker, a confetti photographer, a group of friends who sell hammocks to support local economies, and many more. In *100 Side Hustles*, best-selling author of *The \$100 Startup* Chris Guillebeau presents a colorful "idea book" filled with inspiration for your next big idea.

Distilled from Guillebeau's popular Side Hustle School podcast, these case studies feature teachers, artists, coders, and even entire families who've found ways to create new sources of income. With insights, takeaways, and photography that reveals the human element behind the hustles, this playbook covers every important step of launching a side hustle, from identifying underserved markets to crafting unique products and services that spring from your passions. Soon you'll find yourself joining the ranks of these innovative

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entrepreneurs--making money on the side while living your best life.

If you have a great idea, why not turn it into a lucrative career path? Starting your own business is possible, and this book will give you all of the tools and advice necessary! You will learn how to craft your idea from its beginning stages into a business that is successful and functional. By following these steps, you can make sure that you are putting all of your time and effort into the business correctly. No matter what your dreams are or what you envision for your business, it is possible if you are willing to put in the work. This book makes it easy for you—serving as a guideline to follow so you always know what to do next.

Put yourself in the hands of the Business Coach-and run your business like a champion! Follow along as the Coach demonstrates how to successfully navigate the challenges and recognize the opportunities business owners face every day. The Business Coach uses strategies developed by Sugars and the business coaches at Action International, who have helped nearly a million business owners worldwide realize their dreams. You'll learn: The story of business basics for beginning and experienced business owners How to pinpoint problem areas, develop winning strategies, and measure your progress The secrets to true financial freedom by building a successful company that runs itself Get real results right now when you discover all that Instant Success has to offer! Instant Advertising * Instant Cashflow * Instant Leads * Instant Profit * Instant Promotions * Instant Referrals * Instant Repeat Business

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* Instant Sales * Instant Systems * Instant Team Building
* The Business Coach * The Real Estate Coach *

Successful Franchising * Billionaire in Training

The 10th Anniversary Edition of Trust Agents helps companies get back on track in their efforts to build reputation, attention, and trust In the years since authors Chris Brogan and Julien Smith first released their groundbreaking book Trust Agents, social media channels have become inundated by questionable, low-quality content. As a result, many businesses have suffered from damaged reputations and poorly performing social media initiatives. The power of social media is as strong as ever, yet businesses are struggling when trying to re-capture the trust and attention of their audience. This special 10th Anniversary Edition of Trust Agents helps companies of all kinds regain their reputation and re-establish the attention and trust of the marketplace. Celebrating a decade in print, this New York Times bestseller has been thoroughly revised and updated to reflect the new business realities of social networks and the latest digital technologies. All-new content and supplemental materials show business leaders how to attract the right kind of attention, communicate directly to specific groups, and leverage human innovation and originality in this age of Artificial Intelligence and automation. From using the latest social apps and platforms to build trusted networks of influence, to implementing laser-focused marketing strategies to cut through the digital clutter, critical information is supported by real-world examples and case studies, advanced theory, and practical, actionable guidance.

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This must-have guide: Provides expert advice on creating and growing brand influence Features specific strategies for small businesses, nonprofits, the hospitality industry, corporations, and more Discusses the six main tenets of trust agents and their use Explores online tools that foster better relationships, increased sales, and greater profits Explains the relationship between trust, social capital, and media The 10th Anniversary Edition of *Trust Agents: Using the Web to Build Influence, Improve Reputation, and Earn Trust* is a valuable source of knowledge for any organization operating in the Digital Age.

From the incomparable Emmy, Grammy, and Tony Award winner, a powerful and revealing autobiography about race, sexuality, art, and healing It's easy to be yourself when who and what you are is in vogue. But growing up Black and gay in America has never been easy. Before Billy Porter was slaying red carpets and giving an iconic Emmy-winning performance in the celebrated TV show *Pose*; before he was the groundbreaking Tony and Grammy Award-winning star of Broadway's *Kinky Boots*; and before he was an acclaimed recording artist, actor, playwright, director, and all-around legend, Porter was a young boy in Pittsburgh who was seen as different, who didn't fit in. At five years old, Porter was sent to therapy to "fix" his effeminacy. He was endlessly bullied at school, sexually abused by his stepfather, and criticized at his church. Porter came of age in a world where simply being himself was a constant struggle. Billy Porter's *Unprotected* is the life story of a singular artist and

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survivor in his own words. It is the story of a boy whose talent and courage opened doors for him, but only a crack. It is the story of a teenager discovering himself, learning his voice and his craft amidst deep trauma. And it is the story of a young man whose unbreakable determination led him through countless hard times to where he is now; a proud icon who refuses to back down or hide. Porter is a multitalented, multifaceted treasure at the top of his game, and *Unprotected* is a resonant, inspirational story of trauma and healing, shot through with his singular voice.

If you've ever thought, "There must be more to life than this," *The Art of Non-Conformity* is for you. Based on Chris Guillebeau's popular online manifesto "A Brief Guide to World Domination," *The Art of Non-Conformity* defies common assumptions about life and work while arming you with the tools to live differently. You'll discover how to live on your own terms by exploring creative self-employment, radical goal-setting, contrarian travel, and embracing life as a constant adventure. Inspired and guided by Chris's own story and those of others who have pursued unconventional lives, you can devise your own plan for world domination—and make the world a better place at the same time.

Learn how to take your work to the next level with this informative guide on the craft, business, and lifestyle of writing. With warmth and humor, Paulette Perhach welcomes you into the writer's life as someone who has once been on the outside looking in. Like a freshman orientation for writers, this book includes an in-depth exploration of all the elements of being a writer—from

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your writing practice to your reading practice, from your writing craft to the all-important and often-overlooked business of writing. In Welcome to the Writer's Life, you will learn how to tap into the powers of crowdsourcing and social media to grow your writing career. Perhach also unpacks the latest research on success, gamification, and lifestyle design, demonstrating how you can use these findings to further improve your writing projects. Complete with exercises, tools, checklists, infographics, and behind-the-scenes tips from working writers of all types, this book offers everything you need to jump-start a successful writing life.

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