

The Mafia Manager A Guide To The Corporate Machiavelli Thomas Dunne Book

Deborah Knott, an attorney attempting to infiltrate the old boy network of tobacco country by running for district judge, is distracted from the race, and almost eliminated from it, when she finds new evidence to an old small-town murder. A journey to Castel Di Sangro, an Italian village that stunned the soccer world with its team's unexpected success, offers a portrayal of the emotion that swept the town.

Do you have a grip on your business, or does your business have a grip on you? All entrepreneurs and business leaders face similar frustrations—personnel conflict, profit woes, and inadequate growth. Decisions never seem to get made, or, once made, fail to be properly implemented. But there is a solution. It's not complicated or theoretical. The Entrepreneurial Operating System® is a practical method for achieving the business success you have always envisioned. More than 80,000 companies have discovered what EOS can do. In Traction, you'll learn the secrets of strengthening the six key components of your business. You'll discover simple yet powerful ways to run your company that will give you

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and your leadership team more focus, more growth, and more enjoyment. Successful companies are applying Traction every day to run profitable, frustration-free businesses—and you can too. For an illustrative, real-world lesson on how to apply Traction to your business, check out its companion book, *Get A Grip*.

A collection of advice for the aspiring manager draws on the Mafia's reputation for understanding the dynamics of human nature, offering such maxims as "If you must lie, be brief" and "Keep your friends close, but keep your enemies closer" Alex Rogo is a harried plant manager working ever more desperately to try and improve performance. His factory is rapidly heading for disaster. So is his marriage. He has ninety days to save his plant - or it will be closed by corporate HQ, with hundreds of job losses. It takes a chance meeting with a colleague from student days - Jonah - to help him break out of conventional ways of thinking to see what needs to be done. Described by *Fortune* as a 'guru to industry' and by *Businessweek* as a 'genius', Eliyahu M. Goldratt was an internationally recognized leader in the development of new business management concepts and systems. This 20th anniversary edition includes a series of detailed case study interviews by David Whitford, Editor at Large, *Fortune Small Business*, which explore how organizations around the world have been transformed by Eli

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Goldratt's ideas. The story of Alex's fight to save his plant contains a serious message for all managers in industry and explains the ideas which underline the Theory of Constraints (TOC) developed by Eli Goldratt. Written in a fast-paced thriller style, *The Goal* is the gripping novel which is transforming management thinking throughout the Western world. It is a book to recommend to your friends in industry - even to your bosses - but not to your competitors!

"It took me a long time and most of the world to learn what I know about love and fate and the choices we make, but the heart of it came to me in an instant, while I was chained to a wall and being tortured." So begins this epic, mesmerizing first novel by Gregory David Roberts, set in the underworld of contemporary Bombay. Shantaram is narrated by Lin, an escaped convict with a false passport who flees maximum security prison in Australia for the teeming streets of a city where he can disappear. Accompanied by his guide and faithful friend, Prabaker, the two enter Bombay's hidden society of beggars and gangsters, prostitutes and holy men, soldiers and actors, and Indians and exiles from other countries, who seek in this remarkable place what they cannot find elsewhere. As a hunted man without a home, family, or identity, Lin searches for love and meaning while running a clinic in one of the city's poorest slums, and serving his apprenticeship in the dark arts of the Bombay mafia. The search leads him to war, prison torture,

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murder, and a series of enigmatic and bloody betrayals. The keys to unlock the mysteries and intrigues that bind Lin are held by two people. The first is Khader Khan: mafia godfather, criminal-philosopher-saint, and mentor to Lin in the underworld of the Golden City. The second is Karla: elusive, dangerous, and beautiful, whose passions are driven by secrets that torment her and yet give her a terrible power. Burning slums and five-star hotels, romantic love and prison agonies, criminal wars and Bollywood films, spiritual gurus and mujaheddin guerrillas---this huge novel has the world of human experience in its reach, and a passionate love for India at its heart. Based on the life of the author, it is by any measure the debut of an extraordinary voice in literature.

Quick, practical management advice from Harvard Business Review to help you do your job better. Drawing from HBR's popular Management Tip of the Day newsletter, this concise, handy guide is packed with easy-to-read tips on a broad range of topics, organized into three major skills every manager must master: Managing yourself Managing your team Managing your business Management Tips 2: From Harvard Business Review puts the best management practices and insights, from top thinkers in the field, right at your fingertips. Pick it up any time you have a few minutes to spare, and you'll have a fresh, powerful idea you can immediately put into action. With this handy book as your guide, you'll stand the

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best chance of succeeding in your role as a manager.

The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U.S. history. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. He realized that the Mob's most valuable business lessons would allow him to survive and thrive in the real world. Now he offers eighty-eight time-tested Mafia strategies, including: * Go get your own coffee!: Respecting the chain of command without being a sucker. * The walls have ears: Never bad-mouth the boss. * Is this phone tapped?: Watch what you say every day. * How to bury the hatchet-but not in someone's head. * Don't split yourself in half: The wrong decision is better than none at all. * Don't build Yankee stadium, just supply the concrete: Spotting new rackets. * Leave the gun, take the cannolis...and beware of hubris. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes

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episodes almost as outrageous as those occurring on Wall Street every day. Gangsters have been around boxing for ever. When boxing took hold in Madison Square Garden just after the First World War, a new wave of criminals moved in: the Mob. It was then that Prohibition gave street legitimacy to organised crime right across America; and by the time Joe Louis arrived to breathe excitement through a country ravaged by the Great Depression, the wise guys were firmly entrenched at ringside. Mike Jacobs, the grizzled boss of boxing at the Garden for nearly twenty years, made the Brown Bomber the biggest sports star in the world, and a string of romantic writers ensured this would be remembered as the fight game's golden age. They mingled with underworld heavies along a strip of New York pavement near the Garden known only as Jacobs Beach. Kevin Mitchell's gripping book is the unsanitised story of those times and that place, of Rat Pack cool and the fading of the Mob's peculiar glamour, brilliantly told through the eyes of the men who were there.

Describes the brain as a three-part system consisting of a mental, spiritual, and emotional section and shows how "rewiring" the thinking behind thinking can allow one's brain to function and operate more fully. 25,000 first printing. \$50,000 ad/promo. Tour. IP.

The first-ever full account of Nixon's extensive ties to the American Mafia, from a veteran White House reporter. Unbeknownst to most people even now, the election of 1968 placed the patron saint of the Mafia in the White House. In other words, Richard

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Nixon would go on to not only lead a criminal presidency; he would be totally indebted to our nation's top mobsters. By 1969, thanks in large part to his long-time campaign manager and political advisor Murray Chotiner, a lawyer who specialized in representing mobsters, Nixon had participated in secret criminal dealings for more than 20 years with sketchy figures such as Mickey Cohen, Mob financial guru Meyer Lansky, Teamsters union chief Jimmy Hoffa, and New Orleans Mafia boss Carlos Marcello. And with Chotiner as one of his key behind-the-scenes advisors in the White House, Nixon's ties to the Mafia didn't end there. *The Mafia's President* reveals a mind-blowing litany of favors Nixon exchanged with these sinister characters over decades, ranging from springing Jimmy Hoffa from prison to banning the federal government from using the terms "Mafia" and "La Cosa Nostra." Drawing on newly released government tapes, documents, and other fresh information, *The Mafia's President* by Don Fulsom offers a carefully reported, deeply researched account of Richard Nixon's secret connections to America's top crime lords.

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

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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 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.

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Get a taste of New York's underworld by seeing where mobsters lived, worked, ate, played, and died. From the Bowery Boys and the Five Points Gang through the rise of

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the Jewish “Kosher Nostra” and the ascendance of the Italian Mafia, mobsters have played a major role in the city’s history, lurking just around the corner or inside that nondescript building. Bill “the Butcher” Poole, Paul Kelly, Monk Eastman, “Lucky” Luciano, Carlo Gambino, Meyer Lansky, Mickey Spillane, John Gotti—each held sway over New York neighborhoods that nurtured them and gave them power. As families and factions fought for control, the city became a backdrop for crime scenes, the rackets spreading after World War II to docks, airports, food markets, and garment districts. The streets of Brooklyn, swamps of Staten Island, and vacant lots near LaGuardia Airport hosted assassinations and hasty burials for the unlucky. The bloodlettings, arrests, and trials became front-page fodder for tabloids that thrived on covering Mulberry Street. Chinese, Russian, and Greek mobsters rose to prominence and wrought bloody havoc as well. Each of the book’s five sections—one for each borough—traces criminal activities and area exploits from the nineteenth century to now. Everyone knows about Umberto’s Clam House in Little Italy, but now you can find Scarpato’s restaurant in Coney Island where Joe Masseria was killed by henchmen of Salvatore Maranzano, who in turn died in a Park Avenue office building at the hands of “Lucky” Luciano a few months later. From the Bronx to Brighton Beach, from New Springville to Ozone Park, here is a comprehensive, on-the-ground guide to mob life in the Rotten Apple.

Updated and available for the first time in English, Mafia Inc. reveals how the Rizzuto

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clan built their Canadian empire through force and corruption, alliances and compromises, and turned it into one of the most powerful criminal organizations in North America. Relying on extensive court documents, police sources and sources in the family's home village in Sicily, Montréal journalists André Cédilot and André Noël reconstruct the history of the Rizzuto clan, and expose how its business extends throughout Canada and the world, shaping the criminal underworld, influencing politicians and bending the will of business leaders to their own self-satisfying ends.

Business Lessons from the Renaissance Master of Gaining and Maintaining Power

Generally considered the father of modern political science—and political ethics in particular—Niccolò di Bernardo dei Machiavelli was a Renaissance Italian writer, philosopher, humanist, historian, politician, and diplomat. After his career in politics had ended, Machiavelli wrote a short treatise that is often considered his masterpiece but was not published until five years after his death. The Prince contains adages regarding politics, in particular, providing advice for gaining and maintaining power. While Machiavelli was writing primarily about political power, his philosophies have been adopted by business leaders and titans of industry—presidents, CEOs, entrepreneurs, and innovators—ever since. Also including excerpts from The Art of War, Discourses on Livy, and Machiavelli's other works, Machiavelli on Business explores such ideas as: Whether it's better for a leader to be feared or loved How to best keep subordinates content The necessity of breaking promises at times Projecting the right qualities and

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fostering appearances Turning obstacles into opportunities Taking advantage of crises
And much more!

An expose+a7 of the role of organized crime in the music industry focuses on
MCA Records, a powerful corporation with ties to the Mob and political influence
to spare. 50,000 first printing. \$50,000 ad/promo. Tour.

The New York City historian and author of The Bowery takes readers on a tour of
New York's infamous underworld in this revealing guide. During the early
twentieth century, Sicilian and Southern Italian immigrants poured into New York
City looking for a better life. But while they escaped the kind of poverty and
persecution they experienced in the old country, they soon discovered that
certain criminal enterprises followed them to America. Over the years, the island
of Manhattan would become a hotbed of organized crime and underworld
intrigue. It's a version of the city that remains invisible to most visitors—until now.
In this revealing tour of New York City's mafia history, Eric Ferrara gives readers
an insider's look at how the mob lived—and where they died. Ferrara goes inside
mafia hangouts from the Copacabana to Milady's Bar and the Thompson Street
Social Club. He vividly recounts infamous episodes in the lives of famous mafia
men, like Charlie "Lucky" Luciano and Joey Gallo, as well as more obscure
players who will be new to most readers. From the beginnings of Black Hand

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criminal networks to the reign of an all-powerful organized crime syndicate, Manhattan Mafia Guide offers a fascinating look down New York City's mean streets.

Don't let a fear of numbers hold you back. Today's business environment brings with it an onslaught of data. Now more than ever, managers must know how to tease insight from data--to understand where the numbers come from, make sense of them, and use them to inform tough decisions. How do you get started? Whether you're working with data experts or running your own tests, you'll find answers in the HBR Guide to Data Analytics Basics for Managers. This book describes three key steps in the data analysis process, so you can get the information you need, study the data, and communicate your findings to others. You'll learn how to: Identify the metrics you need to measure Run experiments and A/B tests Ask the right questions of your data experts Understand statistical terms and concepts Create effective charts and visualizations Avoid common mistakes

In the 1990s, the so-called Russian mafia dominated newspaper headlines, political analysis, and academic articles around the world. It was the new scourge, a threat so massive that it was believed to hold the Russian economy hostage. Former FBI Director Louis Freeh announced that the Russian mafia was

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a significant threat to the national security of the United States. Before the end of the decade, Director Freeh reversed himself, saying that in reality the magnitude of the danger from the Russian mafia had been overestimated. Heading into the new millennium, the international hue and cry about gangsters from the former Soviet Union subsided dramatically, particularly after the terrorist attacks of September 11. Al-Qaeda shifted the spotlight from organized crime to terrorism and U.S. homeland security. Has the Russian mafia been eradicated or has it simply fallen below the radar? Countless books and articles have reported on the Russian mafia in breathless terms bordering on hysteria. Casting a broad net, Serio brings a different, more analytical approach to his exploration of the subject. In *Investigating the Russian Mafia*, Part I begins by asking a series of basic questions: What did the Soviets understand 'mafia' to mean? Was this a Russian phenomenon or more broadly-based, multi-ethnic groups? How did the media influence the perception of the Russian mafia? What does a close examination of the official statistics reveal about the nature of crime groups in the former Soviet Union? In Part II, Serio discusses an overview of attitudes and practices of the criminal world, business, and policing, among others, in Russian history. He demonstrates that many of the forces at work in the 1990s did not originate in the Communist era or arise because of the collapse of the USSR.

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Part III presents a discussion of the crime groups that developed in the post-Soviet era, the challenges that faced the business world, and the law enforcement response. This book is not simply a discussion of the Russian mafia. It is an exercise in critical thinking about one of the major developments in international crime over the past two decades. Readers will be challenged to examine information being presented by the media and government authorities, to put the current news stories in a broader historical and cultural context, and learn to ask questions and arrive at their own conclusions. Investigating the Russian Mafia is ideal for students, law enforcement, practitioners, and business people operating in the former Soviet Union, as well as the general reader. Serio brings a unique perspective to his subject matter. He lived in the former Soviet Union for seven years, witnessing the country and culture from a variety of angles. In the Soviet era he was a tourist and student in Moscow. He also served in a unique internship in the Organized Crime Control Department of the Soviet police prior to the collapse of the USSR. In the 1990s, he worked as a media consultant to The New York Times, The Washington Post, CNN, BBC, the Chicago Tribune, and others. Serio became a security consultant to the global corporate investigation and business intelligence firm, Kroll Associates, and later served as director of Kroll's Moscow office overseeing investigations across the

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former Soviet Union.

Finally! The definitive guide to the toughest, most challenging, and most rewarding job in sales. Front Line Sales Managers have to do it all - often without anyone showing them the ropes. In addition to making your numbers your job calls upon you for: Constant coaching, training, and team building Call, pipeline, deal, territory, one-on-ones, and other reviews that drive business performance Recruiting, interviewing, hiring, and onboarding top talent Responding to shifts in the marketplace - and in your company Dealing with, turning around, or terminating problem employees Analyzing and acting upon metrics to correct performance Managing the business and executive expectations Leveraging sales systems, tools, and processes Conducting performance reviews and setting expectations And more All this and making the numbers! Sales Manager Survival Guide addresses each of these issues, and many others, clearly, honestly, and in-depth. Drawing upon decades of experience in sales, sales management, and sales executive positions from small companies to giant corporations, David Brock gives you invaluable insight, wisdom, and above all practical guidance in how to handle the wide array of challenges and responsibilities you'll face as a Front Line Sales Manager. If you're a sales manager, or want to become one, this book shows you how to survive-and thrive.

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And if you want to be a great sales manager, this book shares the secrets, tools, and best practices to help you climb to the top-and beyond. "This is THE go-to resource for sales management!" Mike Weinberg, author of *Sales Management Simplified*

Cybercrime meets organized crime in this true crime story about a hacker attempting to control Sin City's call-girl racket. Was a hacker diverting phone calls meant for Las Vegas escort services? The FBI wanted to know, and so did associates of a New York Mafia family. In one of the most unusual undercover operations ever, the FBI had an agent acting as a manager in a real Las Vegas escort service. Federal agents expected to find prostitution and drugs in the Las Vegas escort industry. What their investigation uncovered was even more serious . . . Praise for *Wrong Numbers* "An intriguing and well-researched crime story detailing the intersection of big money and quick sex in the city that contains a lot of both." —Jack Sheehan, author of *Skin City* "Wiseguys and wannabes are on the hunt for a shadowy hacker who may hold the keys to control of Las Vegas' multi-million dollar call girl racket, while FBI agents are hunting them. The result is a gripping true-life crime story that reads like a collaboration between Elmore Leonard and William Gibson told with the knowing savvy of two longtime chroniclers of Sin City's hidden underbelly." —Kevin

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Poulsen, author of *Kingpin: How One Hacker Took Over the Billion-Dollar Cybercrime Underground* “In '90s Vegas, call girls worked for “entertainment” services that were little more than phone numbers, dispatchers, and drop safes. When a mystery hacker started diverting customers’ calls to one service’s number, it launched a series of dangerous events that involved the Mob, feds, hackers, service owners, and the phone system itself. This slice of Sin City history is as little-known as it is thrilling, and it’s well-told by investigative journalist Glen Meek and crime writer Dennis Griffin.” —Deke Castleman, author of *Whale Hunt in the Desert: Secrets of a Vegas Superhost*

The New Machiavelli is a gripping account of life inside 'the bunker' of Number 10. In his twenty-first century reworking of Niccolo Machiavelli's influential masterpiece, *The Prince*, Jonathan Powell - Tony Blair's Chief of Staff from 1994 - 2007 - recounts the inside story of that period, drawing on his own unpublished diaries. Taking the lessons of Machiavelli derived from his experience as an official in fifteenth-century Florence, Powell shows how these lessons can still apply today. Illustrating each of Machiavelli's maxims with a description of events that occurred during Tony Blair's time as Prime Minister, *The New Machiavelli* is designed to be *The Prince* for modern times.

The world's oldest and best-organized conglomerate now reveals management

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techniques everyone can use. Unlike other guides to business, The Mafia Manager shuns theoretical verbiage to present the philosophy of leadership that founded and captained "The Silent Empire" through centuries of expansion and success. Some sample pearls of wisdom: -"Be sure you understand what your boss has ordered before you act on his command. What if you whack the wrong guy, or bomb the wrong joint...Learn the art of asking questions." -"Keep your friends close, but keep your enemies closer." -"Don't become involved in any office political battle without first asking yourself, 'What's in it for me?' and then 'What's in it for them?'" -"If you must lie, be brief."

Niccolo Machiavelli, one of the eminent minds of the Italian Renaissance, spent much of a long and active lifetime trying to determine and understand what exceptional qualities of human character-- and what surrounding elements of fortune, luck, and timing-- made great men great leaders successful in war and peace. In perhaps the liveliest book on Machiavelli in years, Michael A. Ledeen measures contemporary movers and doers against the timeless standards established by the great Renaissance writer. Titans of statecraft (Margaret Thatcher, Francois Mitterrand, Pope John Paul II, Ronald Reagan, and Bill Clinton); business and finance (Bill Gates); Wall Street and investing (Warren Buffett); the military (Colin Powell), and sports (Michael Jordan) are judged by Machiavelli's precepts on leadership and the proper use of power. The result

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is a wide-ranging and scintillating study that illuminates the thoughts of the Renaissance master and the actions of today's truly towering figures as well as the character-challenged pretenders to greatness. Here is an exceptional book on Machiavelli and his ultra-realistic exploration of human nature-- then and now.

“Don’t let your tongue be your worst enemy.” —John “Sonny” Franzese “You can go a long way with a smile. You can go a lot farther with a smile and a gun.” —Al Capone “I never lie to any man because I don't fear anyone. The only time you lie is when you are afraid.” —John Gotti Despite the fact that secrecy is vital to the Mob, mobsters have revealed themselves to be notorious gossips, prone to bragging, and even outrageous loudmouths. Delve into the inner workings of the Mob and the mindset of those who run it through these mesmerizing quotes from some of the smoothest and most dangerous criminals, real and fictional, who ever made headlines. Whether they're spilling to their lawyers or making blood-chilling threats, mobsters reveal startling insights on leadership, guilt, and loyalty. While at times shocking, crude, and even unintentionally funny, these quotes also help us to see the humanity behind these dark bosses of the underworld . . . and give us a little insight into the dark side of our own natures, as well. An intimate, revealing portrait of Frank Sinatra—from the man closest to the famous singer during the last decade of his life. More than a hundred books have been written about legendary crooner and actor Frank Sinatra. Every detail of his life seems to captivate: his career, his romantic relationships, his personality, his businesses, his

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style. But a hard-to-pin-down quality has always clung to him—a certain elusiveness that emerges again and again in retrospective depictions. Until now. From Sinatra's closest confidant and an eventual member of his management team, Tony Oppedisano, comes an extraordinarily intimate look at the singing idol. Deep into the night, for more than two thousand nights, Frank and Tony would converse—about music, family, friends, great loves, achievements and successes, failures and disappointments, the lives they'd led, the lives they wished they'd led. In these full-disclosure conversations, Sinatra spoke of his close yet complex relationship with his father, his conflicts with record companies, his carousing in Vegas, his love affairs with some of the most beautiful women of his era, his triumphs on some of the world's biggest stages, his complicated relationships with his talented children, and, most important, his dedication to his craft. Toward the end, no one was closer to the singer than Oppedisano, who kept his own rooms at the Sinatra residences for many years, often brokered difficult conversations between family members, and held the superstar entertainer's hand when he drew his last breath. Featuring never-before-seen photos and offering startlingly fresh anecdotes and new revelations that center on some of the most famous people of the past fifty years—including Jackie Kennedy, Marilyn Monroe, Sam Giancana, Madonna, and Bono—Sinatra and Me pulls back the curtain to reveal a man whom history has, in many ways, gotten wrong.

More than 100,000 entrepreneurs rely on this book for detailed, step-by-step

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instructions on building successful, scalable, profitable startups. The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book, and it's taught at Stanford, Berkeley, Columbia and more than 100 other leading universities worldwide. Why? The Startup Owner's Manual guides you, step-by-step, as you put the Customer Development process to work. This method was created by renowned Silicon Valley startup expert Steve Blank, co-creator with Eric Ries of the "Lean Startup" movement and tested and refined by him for more than a decade. This 608-page how-to guide includes over 100 charts, graphs, and diagrams, plus 77 valuable checklists that guide you as you drive your company toward profitability. It will help you:

- Avoid the 9 deadly sins that destroy startups' chances for success
- Use the Customer Development method to bring your business idea to life
- Incorporate the Business Model Canvas as the organizing principle for startup hypotheses
- Identify your customers and determine how to "get, keep and grow" customers profitably
- Compute how you'll drive your startup to repeatable, scalable profits.

The Startup Owner's Manual was originally published by K&S Ranch Publishing Inc. and is now available from Wiley. The cover, design, and content are the same as the prior release and should not be considered a new or updated product.

The "fascinating...great-grandson's account" (The Wall Street Journal) of the US postal inspector who brought to justice the deadly Black Hand is "unputdownable" (Library Journal, starred review). Before the emergence of prohibition-era gangsters like Al

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Capone and Lucky Luciano, there was the Black Hand: an early twentieth-century Sicilian-American crime ring that preyed on immigrants from the old country. In those days, the FBI was in its infancy, and local law enforcement were clueless against the dangers. Terrorized victims rarely spoke out, and the criminals ruled with terror—until Inspector Frank Oldfield came along. In 1899, Oldfield became America's 156th Post Office Inspector—joining the ranks of the most powerful federal law enforcement agents in the country. Based in Columbus, Ohio, the unconventional Oldfield brilliantly took down train robbers, murderers, and embezzlers from Ohio to New York to Maryland. Oldfield was finally able to penetrate the dreaded Black Hand when a tip-off put him onto the most epic investigation of his career, culminating in the 1909 capture of sixteen mafiosos in a case that spanned four states, two continents—and ended in the first international organized crime conviction in the country. Hidden away by the Oldfield family for one hundred years and covered-up by rival factions in the early 20th century Post Office Department, this incredible true story out of America's turn-of-the-century heartland will captivate all lovers of history and true crime. "I tip my hat to Inspector Oldfield. He was way ahead of his time and his efforts are magnificently relived in this book" (Daniel L. Mihalko, former Postal Inspector in Charge, Congressional & Public Affairs).

How's your organization doing? Economic uncertainty. Employee loyalty. Power struggles. Conflict resolution. Tony Soprano has to deal with management problems

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just like any CEO. Aside from “whacking” people (a definite no-no in most corporate environments), his strategies and tactics can work for you. Learn what makes him such an effective leader in this offbeat leadership guide, including advice you can use on: • Sit-downs, stand-ups, and other meetings • Behind the Bada Bing!: making decisions • Hey, break it up: resolving conflict • Deal Time: effective negotiation • Cigar Time: praise and feedback • and more With case studies, worksheets, tips on delegating and managing up—and a special chapter on what Tony does wrong—this is a business book like none you’ve ever read. Use it to gain new insight, and find street-smart ways to manage your own workplace family.

New York Times bestselling author Donald Miller uses the seven universal elements of powerful stories to teach readers how to dramatically improve how they connect with customers and grow their businesses. Donald Miller’s StoryBrand process is a proven solution to the struggle business leaders face when talking about their businesses. This revolutionary method for connecting with customers provides readers with the ultimate competitive advantage, revealing the secret for helping their customers understand the compelling benefits of using their products, ideas, or services. Building a StoryBrand does this by teaching readers the seven universal story points all humans respond to; the real reason customers make purchases; how to simplify a brand message so people understand it; and how to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion

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dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, Building a StoryBrand will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers. Ben Horowitz, cofounder of Andreessen Horowitz and one of Silicon Valley's most respected and experienced entrepreneurs, offers essential advice on building and running a startup—practical wisdom for managing the toughest problems business school doesn't cover, based on his popular ben's blog. While many people talk about how great it is to start a business, very few are honest about how difficult it is to run one. Ben Horowitz analyzes the problems that confront leaders every day, sharing the insights he's gained developing, managing, selling, buying, investing in, and supervising technology companies. A lifelong rap fanatic, he amplifies business lessons with lyrics from his favorite songs, telling it straight about everything from firing friends to poaching competitors, cultivating and sustaining a CEO mentality to knowing the right time to cash in. Filled with his trademark humor and straight talk, The Hard Thing About Hard Things is invaluable for veteran entrepreneurs as well as those aspiring to their own new ventures, drawing from Horowitz's personal and often humbling experiences.

Anthony "Tony" Costa grew up admiring his Uncle Dom—a made member of the New England mafia—so when Dom asks him to collect gambling debts from around the neighborhood, Tony is happy to help. Even after his uncle gets thrown in jail, he does his nephew a good turn from

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behind bars, getting him a job as a longshoreman on the Boston waterfront. The year is 1958, and Tony is only eighteen. His new job quickly teaches him what it will take to survive on the docks. Tony and his violent new friend Butchie Shea soon carve out a life for themselves on the pier. But when Butchie convinces him to take desperate, brutal action against an adversary, Tony realizes just how badly his criminal lifestyle has tainted him. He vows to go straight and focus on his wife and family—but old habits die hard, and the opportunity of a lifetime yanks Tony back in. The job could lead to big rewards, but Tony might not see just how risky it is until it's too late.

You gonna make money being a sucker? Fuggedaboutit! Here's a tip: You've got to get a plan, work it hard, work it smart, and surround yourself with people who know how to help you reach your goals—people like Michael Franzese. Franzese was a capo in the Colombo crime family. He ran rackets that earned millions a week. And then he walked away and went straight. He served his time and now schools everyone from executives to small business owners about how to get the most from their businesses—and how to do it on the level. Filled with hard-won experience, street smarts and a just a pinch of philosophy, I'll Make You an Offer You Can't Refuse delivers the goods: Strategies for winning What kind of people you need in your crew Ethical pitfalls Coming out ahead in negotiations And a lot, lot more Business is business. Let your friend Franzese give you a tip or two about how to run yours better.

The idea of "The Green Book" is to give the Motorist and Tourist a Guide not only of the Hotels and Tourist Homes in all of the large cities, but other classifications that will be found useful wherever he may be. Also facts and information that the Negro Motorist can use and depend upon. There are thousands of places that the public doesn't know about and aren't listed.

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Perhaps you know of some? If so send in their names and addresses and the kind of business, so that we might pass it along to the rest of your fellow Motorists. You will find it handy on your travels, whether at home or in some other state, and is up to date. Each year we are compiling new lists as some of these places move, or go out of business and new business places are started giving added employment to members of our race.

CLICK HERE TO DOWNLOAD A KNOT SAMPLER FROM THE CHAPTER ON "KNOTS FOR HIKING & CAMPING" (Provide us with a little information and we'll send your download directly to your inbox) * Guidelines for selecting the best rope and the best knot for the activity at hand * Knot-tying directions clearly illustrated with photos * New entry in the Mountaineers Outdoor Basics series It's fair to say that climber Clyde Soles is obsessed with ropes and knots and their absolute performance-since he regularly entrusts his life to ropes on sheer rock faces. His unique book explains how to select and use ropes, cordage, and webbing for the outdoors. Invaluable information is provided on rope handling techniques (how to avoid dreaded tangles) and the best methods for rope care and maintenance. Step-by-step directions for tying over 40 knots are clearly illustrated with photographs. Other useful features include a glossary and a knot comparison chart by activity. Chapters include Knots Basics (from Tripod Lashing to the Figure 8 Loop), Knots for Hikers and Climbers (from the Prusik knot to the Autoblock), Knots for Canoeists and Kayakers (from the Buntline hitch to the Bowline on a bight), and more. This is the definitive text on ropes and knots for anyone who plays in the outdoors!

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