

The Right Brain Business Plan A Creative Visual Map For Success

"Organized" and "artist" don't usually go together. Creative types are more often seen as sensitive, melodramatic, eccentric, misunderstood, and the like. To labels like this, Sam Bennett says, "Congratulations! You're an artist." And through The Organized Artist Company, she has coached hundreds of artists to overcome procrastination, lack of focus, and time-sucking habits so that they can get their art done and out into the world. Bennett explains why "procrastination is genius in disguise" and then prescribes dozens of wonderfully revelatory exercises. From "My Heroes" lists to "Could Do" lists (because To-Do lists make Bennett belligerent) to recognizing who you should not talk to about your project and when research has created Analysis Paralysis, each of these actions requires only a 15-minute commitment. But while quickly accomplished, each shifts the reader's thinking and prompts the kind of insights that have the power to turn underperforming geniuses into accomplished artists"--

How do you make customers care? Today's best practices in business-left-brain approaches like analysis, benchmarking, and quantitative modeling may increase efficiency and boost profitability, but they typically result in lifeless tactics that leave customers cold. Truly great brands—the ones we'd mourn if they disappeared tomorrow—integrate human-centered, non-linear right-brain thinking. This is what sparks connection and creates raving fans. For the first time, here's a powerful framework that decodes the right-brain principles that make customers care. Through compelling examples distilled from iconic brands and emerging gems, Fortune 500 strategist Tracy Carlson illuminates six core principles that will help your brand come to life and fresh approaches you can immediately apply to both your business and marketing strategies. Provocative and entertaining, this groundbreaking guide for business will resonate with innovators, brand experts and small business owners alike. What Great Brands Know will help you unleash your own right-brain genius for a whole-brain branding approach that works.

The inspirational bestseller that ignited a movement and asked us to find our WHY Discover the book that is captivating millions on TikTok and that served as the basis for one of the most popular TED Talks of all time—with more than 56 million views and counting. Over a decade ago, Simon Sinek started a movement that inspired millions to demand purpose at work, to ask what was the WHY of their organization. Since then, millions have been touched by the power of his ideas, and these ideas remain as relevant and timely as ever. START WITH WHY asks (and answers) the questions: why are some people and organizations more innovative, more influential, and more profitable than others? Why do some command greater loyalty from customers and employees alike? Even among the successful, why are so few able to repeat their success over and over? People like Martin Luther King Jr., Steve Jobs, and the Wright Brothers had little in common, but they all started with WHY. They realized that people won't truly buy into a product, service, movement, or idea until they understand the WHY behind it. START WITH WHY shows that the leaders who have had the greatest influence in the world all think, act and communicate the same way—and it's the opposite of what everyone else does. Sinek calls this powerful idea The Golden Circle, and it provides a framework upon which organizations can be built, movements can be led, and people can be inspired. And it all starts with WHY.

Helps the reader gain access to right-brain functions, which affect artistic and creative abilities, by teaching the skills of drawing through unusual exercises designed to increase visual skills

Major New York Times bestseller Winner of the National Academy of Sciences Best Book Award in 2012 Selected by the New York Times

Book Review as one of the ten best books of 2011 A Globe and Mail Best Books of the Year 2011 Title One of The Economist's 2011 Books of the Year One of The Wall Street Journal's Best Nonfiction Books of the Year 2011 2013 Presidential Medal of Freedom Recipient Kahneman's work with Amos Tversky is the subject of Michael Lewis's The Undoing Project: A Friendship That Changed Our Minds In the international bestseller, Thinking, Fast and Slow, Daniel Kahneman, the renowned psychologist and winner of the Nobel Prize in Economics, takes us on a groundbreaking tour of the mind and explains the two systems that drive the way we think. System 1 is fast, intuitive, and emotional; System 2 is slower, more deliberative, and more logical. The impact of overconfidence on corporate strategies, the difficulties of predicting what will make us happy in the future, the profound effect of cognitive biases on everything from playing the stock market to planning our next vacation—each of these can be understood only by knowing how the two systems shape our judgments and decisions. Engaging the reader in a lively conversation about how we think, Kahneman reveals where we can and cannot trust our intuitions and how we can tap into the benefits of slow thinking. He offers practical and enlightening insights into how choices are made in both our business and our personal lives—and how we can use different techniques to guard against the mental glitches that often get us into trouble. Winner of the National Academy of Sciences Best Book Award and the Los Angeles Times Book Prize and selected by The New York Times Book Review as one of the ten best books of 2011, Thinking, Fast and Slow is destined to be a classic.

Your mind is like your body. Train it right, and it'll become stronger, faster, and more agile. Grounded in simple yet proven strategies, Thoughtfully Fit trains your mind to perform well under any challenging circumstance. It helps you identify your strengths and weaknesses, maximize your full potential, and customize a plan for success. Developed by Darcy Luoma, one of America's most highly credentialed leadership coaches, Thoughtfully Fit is the culmination of her lifetime work training leaders and teams to achieve peak mental fitness and overcome any hurdle effectively. You now have access to the same coaching that has worked for thousands of top performers. Darcy is no stranger to life's challenges. Her world changed forever when her beloved stay-at-home husband was arrested for sexual assault of a minor and dragged out of their home in handcuffs by a SWAT team. As tempting as it was to collapse, that wasn't an option, especially for the sake of her two young daughters. Instead, Darcy relied on what she knows best: coaching and the Thoughtfully Fit® model now revealed in this book. Thoughtfully Fit shares the framework Darcy created and used to navigate life following her husband's incarceration. Through personal stories combined with concrete skills, this book draws on the same principles of being physically fit--like flexibility, agility, and strength--to train you to be mentally fit for life's challenges, big or small. If you're overwhelmed and stressed from managing all the chaos and relationships in your day-to-day life, Thoughtfully Fit will help you: improve communication strengthen your relationships have less conflict, resentment, and regret have more energy for the things you love live with greater intention Darcy has been where you are--and she will equip you to overcome whatever obstacles life throws your way.

Most businesses spend far too much of their time and energy struggling to get new customers or hang on to existing ones-even customers who are ultimately more trouble than they're worth. Attracting Perfect Customers invites readers to move beyond the notions that "business is war" and winning market share means "beating" the other guy. The authors outline a simple strategic process for making businesses so highly attractive that perfect customers and clients are naturally drawn right to them. Sound too good to be true? Hall and Brogniez have successfully shown clients how to do it for years, and now they share their secrets. They prove that it is no longer productive or profitable to conduct business using the war-like marketing techniques of targeting customers and outmaneuvering the competition. In fact, these techniques seem antiquated and labor-intensive when compared to the Strategic Attraction Planning process, which requires just five minutes

each day and enables any business to easily attract customers that are a perfect fit for their organization—the kind of customers it is a pleasure to serve. *Attracting Perfect Customers* takes you step by step through the entire strategic attraction process. The authors reveal the six success standards of strategic synchronicity and share simple, fun, and easy-to-follow exercises that can be applied to any organization. They walk you through the process of creating your own personalized Strategic Attraction Plan and provide 21 supportive tips for making any company more attractive to its perfect customers. *Attracting Perfect Customers* will take you to a place where there is an abundance of perfect customers and clients with whom you can build strong, satisfying, profitable, and lasting relationships.

#1 NEW YORK TIMES BESTSELLER If you want to build a better future, you must believe in secrets. The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In *Zero to One*, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things. Thiel begins with the contrarian premise that we live in an age of technological stagnation, even if we're too distracted by shiny mobile devices to notice. Information technology has improved rapidly, but there is no reason why progress should be limited to computers or Silicon Valley. Progress can be achieved in any industry or area of business. It comes from the most important skill that every leader must master: learning to think for yourself. Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unique. *Zero to One* presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the questions that lead you to find value in unexpected places.

From New York Times bestselling author and nationally syndicated talk radio host Dave Ramsey comes the secret to how he grew a multimillion dollar company from a card table in his living room. If you're at all responsible for your company's success, you can't just be a hard-charging entrepreneur or a motivating, encouraging leader. You have to be both! Dave Ramsey, America's trusted voice on money and business, reveals the keys that grew his company from a one-man show to a multimillion-dollar business—with no debt, low turnover, and a company culture that earns it the "Best Place to Work" award year after year. This book presents Dave's playbook for creating work that matters; building an incredible group of passionate, empowered team members; and winning the race with steady momentum that will roll over any obstacle. Regardless of your business goals, you'll discover that anyone can lead any venture to unbelievable growth and prosperity through Dave's common sense, counterculture, *EntreLeadership* principles!

A surprisingly simple way for students to master any subject—based on one of the world's most popular online courses and the bestselling book *A Mind for Numbers* and its wildly popular online companion course "Learning How to Learn" have empowered more than two million learners of all ages from around the world to master subjects that they once struggled with. Fans often wish they'd discovered these learning strategies earlier and ask how they can help their kids master these skills as well. Now in this new book for kids and teens, the authors reveal how to make the most of time spent studying. We all have the tools to learn what might not seem to come naturally to us at first—the secret is to understand how the brain works so we can

unlock its power. This book explains:

- Why sometimes letting your mind wander is an important part of the learning process
- How to avoid "rut think" in order to think outside the box
- Why having a poor memory can be a good thing
- The value of metaphors in developing understanding
- A simple, yet powerful, way to stop procrastinating

Filled with illustrations, application questions, and exercises, this book makes learning easy and fun.

Here is a new text that fulfills an emerging need in both higher and public education and stands to break new ground in addressing critical skills required of graduates. When working on their last book, *It Works for Me, Creatively*, the authors realized that the future belongs to the right-brained. While Daniel Pink and other visionaries may have oversimplified a bit, higher education is ripe for the creative campus, while secondary education is desperately seeking a complement to the growing assessment/teach-to-the-test mentality. You don't have to study the 2010 IBM survey of prominent American CEOs to know that the number one skill business wants is students who can think creatively. To meet the demand of new courses, programs, and curricula, the authors have developed a 200-page "textbook" suitable for secondary or higher education courses that are jumping on this bandwagon. *Introduction to Applied Creative Thinking*, as the title suggests, focuses not on just developing the skills necessary for creative thinking, but on having students apply those skills; after all, true creative thinking demands making something that is both novel and useful. Such a book may also be used successfully by professional developers in business and education. For this book, Hal Blythe and Charlie Sweet are joined in authorship by Rusty Carpenter. He not only directs Eastern Kentucky University's Noel Studio for Academic Creativity but has co-edited a book on that subject, *Higher Education, Emerging Technologies, and Community Partnerships* (2011) and the forthcoming *Cases on Higher Education Spaces* (2012). *Introduction to Applied Creative Thinking* is student-friendly. Every chapter is laced with exercises, assignments, summaries, and generative spaces. Order copies now or contact the publisher for further information.

A TikTok sensation, this rom-com about a young woman who agrees to fake date a colleague and bring him to her sister's wedding has "everything you could want in a romance" (Helen Hoang, *New York Times* bestselling author). Catalina Martín desperately needs a date to her sister's wedding. Especially since her little white lie about her American boyfriend has spiraled out of control. Now everyone she knows—including her ex and his fiancée—will be there and eager to meet him. She only has four weeks to find someone willing to cross the Atlantic and aid in her deception. New York to Spain is no short flight and her raucous family won't be easy to fool. Enter Aaron Blackford—her tall, handsome, condescending colleague—who surprisingly offers to step in. She'd rather refuse; never has there been a more aggravating, blood-boiling, and insufferable man. But Catalina is desperate, and as the wedding draws nearer, Aaron looks like her best option. And she begins to realize he might not be as terrible in the real world as he is at the office.

New York Times Bestseller An exciting--and encouraging--exploration of creativity from the author of *When: The Scientific Secrets of Perfect Timing* The future belongs to a different kind of person with a different kind of mind: artists, inventors, storytellers-creative and holistic "right-brain" thinkers whose abilities mark the fault line between who gets ahead and who doesn't. Drawing on

research from around the world, Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*) outlines the six fundamentally human abilities that are absolute essentials for professional success and personal fulfillment--and reveals how to master them. *A Whole New Mind* takes readers to a daring new place, and a provocative and necessary new way of thinking about a future that's already here.

In *The Right-brain Workout*, you'll find 70 questions posed by some of Australia's most creative people from the worlds of comedy, art, advertising, music, literature and photography. Questions that will probe, cajole, and challenge you to be more creative, every day. You'll rediscover the creativity that we all have inside of us when we were kids. Or you'll enhance your already creative mind. Plus, you'll uncover weekly Right-brain Tips- simple things that you can do to stimulate your brain. It's the fun and energising exercise regime for your brain that you didn't know you were looking for. And it just might help unlock the creative genius inside of you.

Calling all you artists, crafters, makers and designers - you have a gift! You know what makes a great product. Now you need to turn your vision into money. *The Creative Entrepreneur* is the ultimate guide to building a successful creative business on your terms. It takes you step by step through the process, from the seeds of your idea, giving you the encouragement and confidence to take action and steadily grow your business with intention. It's easier than ever to start your own business, but entrepreneurs - especially creatives - can feel overwhelmed and unsure of the right steps to move their business forward. *The Creative Entrepreneur* sets you on the right path, taking the stress out of business planning, and offering actionable, straightforward advice that you can refer back to again and again.

"Advice, exercises, and real-world examples for small-business owners and self-employed artists for establishing solid business practices, growing and expanding, and troubleshooting problems. Addresses finding, marketing to, and keeping customers; working with staff and vendors; strategic planning, goal setting, and brand building; and taking time to celebrate"--Provided by publisher"--

What are you waiting for? Whether you're dreaming about starting a business, learning about entrepreneurship or on the brink of creating a new opportunity right now, don't wait. Open this updated bestseller. Inside you'll find everything you need, including: a new and popular way to learn about and to practice entrepreneurship. new practical exercises, questions and activities for each step in your process. specific principles derived from the methods of expert entrepreneurs. over seventy updated case briefs of entrepreneurs across industries, locations and time. new applications to social entrepreneurship, technology and to large enterprises. plentiful connections to current and foundational research in the field (Research Roots) brand new chapter on "The Ask" - strategies for initiating the process of co-creating with partners data that will challenge conventional entrepreneurship wisdom a broader perspective on the science of entrepreneurship In this vibrant updated edition, you will find these ideas presented in the concise, modular, graphical form made popular in the first edition, perfect for those learning to be entrepreneurs or those already in the thick of things. If you want to learn about entrepreneurship in a way that emphasizes action, this new edition is vital reading. If you have already launched your entrepreneurial career and are looking for new perspectives, take the effectual entrepreneurship challenge! this book is for you. If you feel that you are no longer creating anything novel or valuable in your day job, and

you're wondering how to change things, this book is for you. Anyone using entrepreneurship to create the change they want to see in the world will find a wealth of thought-provoking material, expert advice and practical techniques in these pages and on the accompanying website: www.effectuation.org So, what are you waiting for?

The right-brain way to conquering clutter, mastering time, and reaching one's goals: the first book to show creative people how to arrange their desks, their time, and their lives in a style consistent with their unique way of perceiving the world. Suggests a host of practical solutions, all in harmony with the way creative people think and act. 20 line drawings.

In the hot area of mind research and its applications in business, the next wave is whole brain technology--the new key to business productivity outlined in this groundbreaking book. This long-awaited culmination of Herrmann's highly respected research and testing presents his four-quadrant model of the brain and the corresponding thinking styles. 100 illustrations.

A Wall Street Journal Business Bestseller "A deeply reported and business-savvy chronicle of Tesla's wild ride." —Walter Isaacson, *New York Times Book Review* *Power Play* is the riveting inside story of Elon Musk and Tesla's bid to build the world's greatest car—from award-winning Wall Street Journal tech and auto reporter Tim Higgins. Elon Musk is among the most controversial titans of Silicon Valley. To some he's a genius and a visionary; to others he's a mercurial huckster. Billions of dollars have been gained and lost on his tweets; his personal exploits are the stuff of tabloids. But for all his outrageous talk of mind-uploading and space travel, his most audacious vision is the one closest to the ground: the electric car. When Tesla was founded in the 2000s, electric cars were novelties, trotted out and thrown on the scrap heap by carmakers for more than a century. But where most onlookers saw only failure, a small band of Silicon Valley engineers and entrepreneurs saw opportunity. The gas-guzzling car was in need of disruption. They pitted themselves against the biggest, fiercest business rivals in the world, setting out to make a car that was quicker, sexier, smoother, cleaner than the competition. But as the saying goes, to make a small fortune in cars, start with a big fortune. Tesla would undergo a hellish fifteen years, beset by rivals, pressured by investors, hobbled by whistleblowers, buoyed by its loyal supporters. Musk himself would often prove Tesla's worst enemy—his antics more than once took the company he had initially funded largely with his own money to the brink of collapse. Was he an underdog, an antihero, a conman, or some combination of the three? Wall Street Journal tech and auto reporter Tim Higgins had a front-row seat for the drama: the pileups, wrestling for control, meltdowns, and the unlikeliest outcome of all, success. A story of power, recklessness, struggle, and triumph, *Power Play* is an exhilarating look at how a team of eccentrics and innovators beat the odds—and changed the future.

Dr. Kenny's Revolutionary New Book Reveals the Inside Secrets of Right Brain Research... Get Inside the Mind of Your Target Audience. Learn how to access and leverage the critical emotional needs that cause consumers to choose one brand over another, but traditional research cannot reveal. Emotional needs drive behavior. The Right Brain Way takes this powerful concept and details a proven methodology for uncovering the needs that motivate people to buy a product or a brand. Whether your objective is to increase market share or to gain a better understanding of your customers, The Right Brain Way reveals the intrinsic link between consumers emotions and their wallets. A must read for organizational leaders, business owners and top executives, this landmark book opens the vault on 36 years of Right Brain Research, bringing to light detailed proprietary insights previously available only to clients. The Right Brain Way will help you understand the power of emotion and how to access and leverage the key motivational drivers you need to differentiate your brand, establish the right strategy, optimize your messaging and gain a clear competitive advantage.

The Right-brain Business Plan A Creative, Visual Map for Success New World Library

New York Times bestseller • Finalist for the Pulitzer Prize “This is a book to shake up the world.” —Ann Patchett
Nicholas Carr’s bestseller *The Shallows* has become a foundational book in one of the most important debates of our time: As we enjoy the internet’s bounties, are we sacrificing our ability to read and think deeply? This 10th-anniversary edition includes a new afterword that brings the story up to date, with a deep examination of the cognitive and behavioral effects of smartphones and social media.

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 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.

Millions of artists, entrepreneurs, crafters, and solopreneurs dream of making a living doing what they love. But turning their vision into a viable business plan can feel like trying to fit a square peg into a round hole. Jennifer Lee knows what it’s like to make the entrepreneurial leap — and how to do it successfully. The key is showing creative types how to use — rather than stifle — the imagination and intuition that make them creative in the first place. Lee’s illustrated, colorful worksheets and step-by-step instructions are playful yet practical, enabling readers to get down to the essential business of defining their vision and nailing down plans for funding, marketing, networking, and long-term strategy. Both budding and seasoned business owners will benefit from Lee’s wonderfully original approach. Discover how to:

- Develop a financial plan with fun and flair
- Select your circle of support to get the work done
- Clarify your business values and goals
- Paint a picture of your business landscape
- Understand your competition and what makes you stand out from the crowd
- Identify your perfect customers and create a marketing plan to reach them
- Map out concrete action steps to bring your Right-Brain Business Plan to life

The Creative Entrepreneur was voted Winner, in two categories—Craft and Business, of the 2009 IBPA (Independent Book Publishers Association) Benjamin Franklin Award which recognizes excellence in publishing. This book is for the large audience of artists, crafters, and creative individuals from all walks of life who desire to make a livelihood from their creative work, or who possibly have achieved some success, but don’t know how to replicate it or move to another level of accomplishment. These crafty DIY artists are everywhere--they are holding alternative craft fairs, they advertise in the pages of *Bust* and *ReadyMade* and *Craft*, they are selling online by the thousands at *Etsy.com*, and are blogging at *Typepad*, *LiveJournal*, and *Whipup.com*. But many of them do not have the skills needed to take their business ideas to the next level. The Creative Entrepreneur takes readers on an inner journey of creative exploration to discover how to make their dreams of creative livelihood real, as they craft their own *Artist’s Business Journal*. The *Artist’s Business Journal* is a visual, project-oriented, step-by-step approach to business development for artists from all walks of life who are mystified and possibly frustrated by how to make a business out of their creative work.

Why isn’t everyone creative? Why doesn’t education foster more ingenuity? Why is expertise often the enemy of innovation? Bestselling creativity expert Michael Michalko shows that in every field of endeavor — from business and science to government, the arts, and even day-

to-day life — natural creativity is limited by the prejudices of logic and the structures of accepted categories and concepts. Through step-by-step exercises, illustrated strategies, and inspiring real-world examples, he shows readers how to liberate their thinking and literally expand their imaginations by learning to synthesize dissimilar subjects, think paradoxically, and enlist the help of the subconscious mind. He also reveals the attitudes and approaches that diverse geniuses share — and anyone can emulate. Fascinating and fun, Michalko's strategies facilitate the kind of lightbulb-moment thinking that changes lives — for the better.

If Chris Cooper has a superpower, it's the ability to make mistakes faster than anyone else. Fortunately, none have been fatal, and they can help OTHER gym owners build happier lives. Chris brings a "big picture" perspective unmatched by anyone else in the industry. After thousands of hours spent one-on-one with gym owners, hundreds of blog posts and more interviews than he can recall, Chris shares his best lessons in the second edition of "Two-Brain Business." From Australia to Europe to North America, these are what Chris' clients--some of the best gyms in the world--are doing RIGHT. This is the follow-up to Two-Brain Business, one of the most popular fitness business books of all time. But its content is all new, with fresh stories, smart ideas and proven tactics. www.twobrainbusiness.com

Jump Start Your Business Brain details data-proven methods that can make your sales, marketing and business development measurably more effective. What makes this book unique is that the methods detailed are backed up with hard data. They're grounded in statistical analysis of the success and failures of more than 4,000 new products and services, and more than 6,000 innovation teams. The research quantifies the impact of a back-to-basic, customer-focused approach to sales, marketing and business development. The research also uncovers news regarding how you can measurably increase effectiveness in today's super-competitive, time-compressed and overstressed marketplace. It's the perfect book for today's up-and-coming executive.

Use the Science of Behavioral Economics to Understand Why People Buy “The most important business book to come out in years.”
—Michael F. Schein, author and columnist for Forbes, Inc, and Psychology Today #1 New Release in Business Encyclopedias, Marketing Research, and Customer Relations
What Your Customer Wants (And Can't Tell You) explains the neuroscience of consumer behavior. Learn exactly why people buy? and how to use that knowledge to improve pricing, increase sales, create better “brain-friendly” brand messaging, and be a more effective leader. Behavioral economics is the marketing research future of brands and business. What Your Customer Wants (And Can't Tell You) goes beyond an academic understanding of behavioral economics and into practical applications. Learn how real businesses and business professionals can use science to make their companies better. In this book, business owner, consultant, and behavioral economics expert Melina Palmer helps leaders like you use the psychology of the consumer, innovation, and truly impactful branding to achieve real, bottom-line benefits. Discover information and tools you can actually use to influence consumers. Go beyond data science for business and apply behavioral economics. Learn how the consumer brain works. Become a better leader and creatively and effectively market your brand by understanding the true needs of your customers. Dramatically improve your effectiveness as a leader and marketer with the practical tools in this book, including:

- Real-world examples that bring a concept to life and make it stick
- Ideas to help you with problem solving for your business
- Ways to hack your brain into coming up with innovative programs, products, and initiatives

If you liked marketing and business books like Nudge by Richard Thaler and Cass Sunstein, Predictably Irrational by Dan Ariely, or This is Marketing by Seth Godin, you'll love What Your Customer Wants (And Can't Tell You).

When buying professional services, most clients will assume that you are competent in your field. They are therefore not hiring you primarily on the basis of your expertise, but on factors such as price and whether they want to do business with you. To minimize the issue of cost, you

need to ensure that the benefits of working with you are clear to your customers. You need to move from transactional relationships towards partnership ones, and you need to identify the right prospects in the first place. The ability to ascertain, quickly and accurately, what drives your customer's decisions and to respond to their needs is critical in differentiating you from your competitors. If you can do these things well, you will win more business from both new and existing clients. This book gives you a repeatable and scalable methodology to achieve this. The nuts-and-bolts for building your own online business and making it succeed Is there a fortune in your future? Start your own online business and see what happens. Whether you're adding an online component to your current bricks-and-mortar or hoping to strike it rich with your own online startup, the sixth edition of this popular and practical guide can help. Find out how to identify a market need, handle promotion, choose Web hosting services, set up strong security, pop up prominently in search engine rankings, and more. The book explores the hottest business phenomenon today—social media marketing—with full coverage of Twitter, Facebook, blogs, and other technologies that are now firmly part of the online business landscape. Dives into all aspects of starting and establishing an online business, including the very latest big trends Highlights business issues that are of particular concern to online businesses Reveals how to identify a market need, handle promotion, choose Web hosting services, set up strong security, pop up prominently in search engine rankings, and more Covers the hottest social media marketing opportunities, including Twitter, Facebook, YouTube, and blogs Shows you specific types and examples of successful online businesses Provides the latest on B2B Web site suppliers, such as AliBaba.com Build a better online business from the ground up, starting with Starting an Online Business For Dummies, 6th Edition!

Working as an independent contractor or in private practice is often the ideal scenario for creative therapists who want to control their own career and make decisions about the jobs and clients they take on. This practical guide to successful self-employment takes you through every step of the process, from coming up with the idea and marketing yourself, finding jobs, and interviewing, to maintaining jobs and what happens when you or your client want to end the job. Each chapter is packed with practical information and illustrative stories from the author's extensive experience of setting up her own art therapy business, considering all the likely obstacles you may face, and covering topics such as ethics and interns. This accessible companion contains all the information a creative therapist who wants to find work as an independent contractor will need to get started. It will be suitable for any level of experience and all creative therapists, including art, music, drama and dance therapists.

The Yes Book is an anthology of award-winning authors writing about the power of the word Yes published by Exult Road. Seventy-two authors describe stories of transformation and hope, the challenge of life-changing decisions, and the magic of Yes in everyday life. Storytellers breathe Yes through the life of their characters. Poets extol the power of Yes in love and loss. Spiritual teachers reveal the secret of Yes in the heart. A neurologist explains how word Yes affects the brain. The book itself is a transformational device; a perfect gift for yourself or loved ones.

Almost all the organizing books on the market today target the "left-brainer" - people who are generally disciplined, neat, and analytical. But for those who are more creative and spontaneous rather than logical and detail-oriented, help is on the way! In this book, Lee Silber turns traditional organizing advice on its head and offers unique solutions that complement the unorthodox lifestyle of the creative "right-brainer." For example: * Discover how right-brainers can be organized in a left-brain world * Overcome obstacles that stand in the way of being more organized * Pile, don't file - put paper in its place the right-brained way * Learn how being a "pack rat" can be a good thing This creative new approach to getting it together is perfect for those who can't relate to boring traditional organizing techniques!

The brain ... There is no other part of the human anatomy that is so intriguing. How does it develop and function and why does it sometimes, tragically, degenerate? The answers are complex. In *Discovering the Brain*, science writer Sandra Ackerman cuts through the complexity to bring this vital topic to the public. The 1990s were declared the "Decade of the Brain" by former President Bush, and the neuroscience community responded with a host of new investigations and conferences. *Discovering the Brain* is based on the Institute of Medicine conference, *Decade of the Brain: Frontiers in Neuroscience and Brain Research*. *Discovering the Brain* is a "field guide" to the brain--an easy-to-read discussion of the brain's physical structure and where functions such as language and music appreciation lie. Ackerman examines how electrical and chemical signals are conveyed in the brain. The mechanisms by which we see, hear, think, and pay attention--and how a "gut feeling" actually originates in the brain. Learning and memory retention, including parallels to computer memory and what they might tell us about our own mental capacity. Development of the brain throughout the life span, with a look at the aging brain. Ackerman provides an enlightening chapter on the connection between the brain's physical condition and various mental disorders and notes what progress can realistically be made toward the prevention and treatment of stroke and other ailments. Finally, she explores the potential for major advances during the "Decade of the Brain," with a look at medical imaging techniques--what various technologies can and cannot tell us--and how the public and private sectors can contribute to continued advances in neuroscience. This highly readable volume will provide the public and policymakers--and many scientists as well--with a helpful guide to understanding the many discoveries that are sure to be announced throughout the "Decade of the Brain."

The hidden brain is the voice in our ear when we make the most important decisions in our lives—but we're never aware of it. The hidden brain decides whom we fall in love with and whom we hate. It tells us to vote for the white candidate and convict the dark-skinned defendant, to hire the thin woman but pay her less than the man doing the same job. It can direct us to safety when disaster strikes and move us to extraordinary acts of altruism. But it can also be manipulated to turn an ordinary person into a suicide terrorist or a group of bystanders into a mob. In a series of compulsively readable narratives, Shankar Vedantam journeys through the latest discoveries in neuroscience, psychology, and behavioral science to uncover the darkest corner of our minds and its decisive impact on the choices we make as individuals and as a society. Filled with fascinating characters, dramatic storytelling, and cutting-edge science, this is an engrossing exploration of the secrets our brains keep from us—and how they are revealed.

In this second revised edition, Alder claims that the key to increased personal effectiveness is developing the powers of the right brain - the intuitive, creative side of your brain, as opposed to the logical, rational left side. The author explains the significance of right brain approaches such as NLP, visualisations and positive thinking.

Turn Passionate Ideas into Profitable Enterprises Do you dream of making a living doing what you love but find the process of creating a viable business plan like trying to fit a square peg into a round hole? Jennifer Lee knows what it's like to make the entrepreneurial leap — and how to do it successfully. The key is using, rather than stifling, imagination and intuition. Lee's illustrated, colorful worksheets and step-by-step instructions are playful yet practical, transforming drudgery into joy. They'll enable you to define your vision and nail down plans for funding, marketing, networking, and long-term strategy. Discover how to: * Develop a financial plan with fun and flair * Select your circle of support to get the work done * Clarify your business values and goals * Paint a picture of your business landscape * Understand your competition and what makes you stand out from the crowd * Identify your perfect customers and create a marketing plan to reach them * Map out concrete action steps to bring your Right-Brain Business Plan to life

