

Three Steps To Yes The Gentle Art Of Getting Your Way

This book is a chronicle of the events of my battle with a stroke. I was informed and I fought hard and survived. During the stroke and my recovery I felt as if I had been in a dream state. I was not frightened but I had a determined attitude and inner strength. It felt like my soul knew everything was going to be okay. In retrospect, I felt I had a purpose in life and part of that was to complete this book so others could be more informed. I wanted to increase their awareness of the importance of acknowledging stroke symptoms and getting immediate help at the onset.

Three Steps to Yes The Gentle Art of Getting Your Way Currency

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How many self-help books are written by authors whose biggest success is selling self-help books? Three Simple Steps is different. Despite stock market crashes, dot-com busts, and the specter of recession, the author started a virtual company from home, using a few thousand dollars of his savings. A few years later, without ever hiring an employee or leaving his home office, he sold it for more than \$100 million. As the economy slipped into another free fall, he did this again with a company in a different field. He accomplished this through no particular genius. Rather, he studied the habits of the many successful men and women who preceded him, and developed three simple rules that, if followed diligently, virtually ensure success. Using them first to escape poverty, then to achieve a life of adventures, he finally turned them toward financial independence. Written in a straightforward and no-nonsense style, Three Simple Steps shows you how to take back control of your destiny and reshape your mind for increased creativity, serenity and achievement. While building on the wisdom of great thinkers and accomplished individuals from East and West, Three Simple Steps isn't a new age text or guide to esoteric fulfillment. Rather, it's a practical guide to real-life achievement by a pragmatic businessman who attributes his incredible successes to these very simple ideas. Three Simple Steps is a must-read guide for everyone who wants to achieve more, live better and be happier.

Describes a method of negotiation that isolates problems, focuses on interests, creates new options, and uses objective criteria to help two parties reach an agreement

The deceptively simple three-phase method presented here is a meditation practice that can be worked with for a lifetime. Larry Rosenberg looks to Zen, to Insight Meditation, and to the teachings of J. Krishnamurti to find three kinds of meditation that anyone can do and that complement each other in a wonderful way: (1) breath awareness, (2) breath as anchor, and (3) choiceless awareness. Having the three methods in one's repertoire gives one meditation resources for any life situation. In a time of stress, for example, one might use breath awareness exclusively. Or on an extended retreat, one might find choiceless awareness more appropriate. The three-step method has been taught to Larry's students at the Cambridge Meditation Center in Cambridge, Massachusetts, for many years. After teaching the three-step method, Larry goes on to show how to bring the awareness gained in meditation to the world off the cushion, into relationships and into all areas of daily life.

"I recommend this book highly as one of the 10 most important 'must read' books published this year," Robert Plotkin, Founding President, World Trade Center San Diego. "Three Steps to Wealth & Financial Security – All That Glitters Isn't Gold" is a back to basics, easy to use guide to reassert financial control and secure your financial future. The book draws on real world examples that husband-and-wife authors attorney Gary Laturno, Esq. and Victoria Kuick, MBA, have encountered in counseling over two thousand homeowners in financial distress since 2007. As a result, the book will be an easy read for people who find financial matters confusing or even frightening. The authors' straightforward guidance and recommendations will help many take charge of their financial futures. Comments by Readers: I read your book last night. I'm incredibly impressed! It's a huge undertaking to present an enormous wealth of REALLY important and helpful information in a streamlined way...but you guys did it! And, I think your readers will really appreciate the genuine tone and straightforward approach—life changing stuff. Great job! I see this book distributed in high schools, colleges (law schools particularly—some lawyers are not great when it comes to financial matters), vocational schools, and the like. I hope you're aiming to reach the masses with this one—the subject matter is so salient right now, and this information is really resonating with people. Jennifer Manganello, Esq., University of California, Hastings College of the Law I just finished reading your book. Outstanding! I love the unique way it was written in PowerPoint format—original, straightforward, and easy to follow. The information the book contains, and how it is explained, makes it stand out. You do not allow the reader to blame others or make excuses about their financial situation. You tell them to look in the mirror, take responsibility, and you show them that money problems are not hopeless but fixable. The stock and real estate investing sections are informative and easy to understand. You take the complexity out of stock market investing. You show real estate investors the pitfalls to avoid. Readers will especially benefit from how you compare and contrast real estate investing with the stock market and other investments — bonds, precious metals and cash. It's evident the book was written from firsthand experience, making it truly authentic. I am impressed both by your credentials and your experience counseling over 2,000 homeowners in financial distress since 2007. This book cuts to the core of what people need to know and do to put their financial house in order. I highly recommend your book! Read it and you will substantially increase your financial I.Q. Dory Laramore, Certified Registered Tax Preparer, and author of Get Your Finances Right: The Foundation for Success "Three Steps to Wealth & Financial Security" is well written, concise and provides a wealth of financial advice for every American. The authors ask and answer a number of profound questions. What are the lessons of the housing crisis? Why are savings rates in the United States so low? Why do so many retire on Social Security only? Why do so many mismanage their financial affairs? How do we put our financial house in order? What do we need to know and do to be financially secure? Understand the mistakes that so many made and continue to make. Fine tune your financial plan and money management skills. Recommendation: Read the book! Money management, financial planning, and wealth building are mandatory subjects not electives. Andrew J. Sussman, Esq., Partner, RSR Law Group, San Diego, California

Offers a comprehensive guide to building a supportive and cohesive family unit to provide a rich, rewarding, stable, and structured life

This book constitutes the refereed proceedings of the 10th International Conference on Developments in Language Theory, DLT 2006, held in Santa Barbara, CA, June 2006. The book presents 36 revised full papers together with 4 invited papers. All important issues in language theory are addressed including grammars, acceptors and transducers for strings, trees, graphs, arrays; efficient text algorithms; algebraic theories for automata and languages; and more.

Three Steps on the Ladder of Writing is a poetic, insightful, and ultimately moving exploration of 'the strange science of writing.' In a magnetic, irresistible narrative, Cixous reflects on the writing process and explores three distinct areas essential for 'great' writing: The School of the Dead -- the notion that something or someone must die in order for good writing to be born; The School of Dreams -- the crucial role dreams play in literary inspiration and output; and The School of Roots -- the importance of depth in the 'nether realms' in all aspects of writing. Cixous's love of language and passion for the written word is evident on every page. Her emotive style draws heavily on the writers she most admires: the Brazilian novelist Clarice Lispector, the Russian poet Marina Tsvetaeva, the Austrian novelists Ingeborg Bachmann and Thomas Bernhard, Dostoyevsky and, most of all, Kafka.

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“Three Steps to Yes shows you how to sell your ideas or yourself . . . a clear guide for instilling trust and respect.”

—BookPage Everybody has to sell something sometimes. Whether you're a manager or an employee, getting your message across requires selling yourself and your ideas in a way that guarantees a positive response, even from the most stubborn listener. Three Steps to Yes teaches you how to get your way without becoming a high-pressure salesman, without compromising your principles, and without hurting your personal relationships. Gene Bedell demonstrates the difference between having just good ideas and having your good ideas put into action. His three-step plan shows you how to: * Fulfill your personal needs as well as others' * Be credible and trustworthy * Communicate persuasively Three Steps to Yes isn't a book of selling tricks. It's a model for persuading your coworkers or your customers to do what you need them to do. Gene Bedell gives you a simple, ethical, and effective approach to getting your way and achieving your potential. You'll learn to win people's hearts as well as their minds. Full of helpful hints, invaluable tactics, and illuminating anecdotes, Three Steps to Yes is required reading for everyone from managers to mothers, bankers to business execs, and, yes, even salespeople.

Craft your own magic with this comprehensive guide to creating, customizing, and casting unique spells, charms, and potions. Make your own magic! Spellcrafting is a step-by-step guide to writing your own spells and timing them for the best effect. From different types of spells to the intentions and powers of different ingredients, you will have everything you need to create unique magic that works best for you. Spellcrafting goes beyond basic spell books to explore how and why your magic works, what you can do to improve and strengthen it, and how to troubleshoot when things don't go as planned. Now you can take your magic into your own hands and create a completely personalized spell for wherever life may take you.

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