

What The Heck Is EOS

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Has your company struggled to roll EOS out to all levels of your organization? Do your employees understand why EOS is important or even what it is? What the Heck is EOS? is for the millions of employees in companies running their businesses on EOS (Entrepreneurial Operating System). An easy and fast read, this book answers the questions many employees have about EOS and their company: What is an operating system? What is EOS and why is my company using it? What are the EOS foundational tools and how do they impact me? What's in it for me? Designed to engage employees in the EOS process and tools, What the Heck is EOS? uses simple, straightforward language and provides questions about each tool for managers and employees to discuss creating more ownership and buy-in at the staff level. After reading this book, employees will not only have a better understanding of EOS but they will be more engaged, taking an active role in helping achieve your company's vision.

Traction

OVER 1 MILLION COPIES SOLD! 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 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.

Get A Grip

It's time to take your business to the next level. Eileen Sharp and Vic Hightower were frustrated. After years of profitable, predictable growth, Swan Services was in a rut. Meetings were called and discussions held, but few decisions were made and even less got done. People were pointing fingers and assigning blame, but nothing happened to solve Swan's mounting problems. It felt as though they were working harder than ever but with less impact. The company Eileen and Vic had founded and built for 10 years was a different place. It just wasn't fun anymore. Their story is not unusual. The challenges they were facing are common, predictable, and solvable. Get A Grip tells the story of how Swan Services resolves its issues by implementing the Entrepreneurial Operating System®. With the help of EOS, Eileen, Vic, and their leadership team master a set of managerial tools that allow them to get traction on their business, grow the business, and deliver better results for clients. The story of Swan Services is a fable, but the Entrepreneurial Operating System® is very real and has helped thousands of businesses worldwide. A complete entrepreneurial toolkit, EOS has helped thousands of businesses get to where they want to be. In Get A Grip, learn how Swan Services leaders learned to develop and commit to a clear vision, establish focus, build discipline, and create a healthier and more cohesive team. With characters and situations created from collective business experiences and stories, Get A Grip is a fable that will ring true for entrepreneurial leaders the world over and guide them to get their companies on track.

How to Be a Great Boss

If your employees brought their "A-Game" to work every day, what would it mean for your company's performance? Studies have repeatedly shown that the majority of employees are disengaged at work. But it doesn't have to be this way. Often, the difference between a group of indifferent employees and a fully engaged team comes down to one simple thing—a great boss. In *How to Be a Great Boss*, Gino Wickman and Rene' Boer present a straightforward, practical approach to help bosses at all levels of an organization get the most from their people. They share time-tested tools that have worked for more than 30,000 bosses in every industry. You can learn to be a great boss—and dramatically improve both your organization's performance and your team's excitement about their work. In this book you will discover: How to surround yourself with great people How to make more effective use of your time The difference between leadership and management and why they're equally important The five leadership practices and five management practices of all great bosses How to create accountability How to develop productive, relationships with each of your people How to deal with direct reports that don't meet your expectations *How to Be a Great Boss* provides practical tools that you can apply immediately with your people, allowing you to focus on improving and growing your organization and truly enjoy what you do.

The EOS Life

Do what you love—with people you love. Make a huge difference. Get compensated accordingly. And still have time for other passions. The EOS Life will help you to discover, clarify, and customize the life you want to live: one where you do what you love every day, with the people you love doing it with—while at the same time making a huge difference and impact, getting compensated very well for doing it, and still having plenty of time to pursue other passions, hobbies, and interests that energize you. From Gino Wickman, creator of the Traction Library, *TheEOS Life* will give you practical, real-world, time-tested tools and insights to maximize your productivity, vitality, happiness, and work-life balance. This book is a must-read for all entrepreneurs and their leadership team members interested in living their ideal life.

Rocket Fuel

Discover the vital relationship that will take your company from "What's next?" to "We have liftoff!" Visionaries have groundbreaking ideas. Integrators make those ideas a reality. This explosive combination is the key to getting everything you want out of your business. It worked for Disney. It worked for McDonald's. It worked for Ford. It can work for you. From the author of the bestselling *Traction*, *Rocket Fuel* details the integral roles of the Visionary and Integrator and explains how an effective relationship between the two can help your business thrive. Offering advice to help Visionary-minded and Integrator-minded individuals find one another, *Rocket Fuel* also features assessments so you're able to determine whether you're a Visionary or an Integrator. Without an Integrator, a Visionary is far less likely to succeed long-term, and realize the company's ultimate goals—likewise, with no Visionary, an Integrator can't rise to his or her full potential. When these two people come together to share their natural talents and innate skill sets, it's like rocket fuel—they have the power to reach new heights for virtually any company or organization.

The EOS Life Journal and Planner

Is settling for "pretty good" keeping you from living your ideal life? In *The EOS Life*, EOS founder Gino Wickman laid the groundwork for readers to create their ideal life—one where you do what you love every day with people you enjoy working with, make a huge impact, and get compensated well—and still have plenty of time to pursue other passions, hobbies and interests that energize you. The EOS Life Journal + Planner is your essential quarterly companion to *The EOS Life*, offering: Exercises that help you apply what you learned in the book Questions to get your gears turning Daily planning pages designed for maximum productivity Space to take important notes Stop settling for less and start living your best life—this EOS life.

Profit Works

Easy-to-understand techniques for getting the most from your Canon EOS 5D Mark II DSLR At nearly \$3,000 for the body only, the Canon 5D Mark II DSLR is for amateurs and semi-professionals who are serious about taking great photos-and this go-anywhere guide shares insight for doing just that. Authors Charlotte Lowrie and Brian McLernon walk you step by step through each function on the Canon EOS 5D Mark II, going into more depth and scope than the standard manual that accompanies the camera. Portable and easy to understand, the book shows you how to get the exact show you want, when you want them, and is packed with more than 200 beautiful color photos. Includes step-by-step techniques and professional tips on taking exceptional photos with your Canon EOS 5D Mark II Reviews how to better understand the various functions and potential of your Canon EOS 5D Mark II Features samples of inspirational photos taken by the author With so much helpful advice for getting the most out of your Canon EOS 5D Mark II, you'll be referencing this guide again and again.

Canon EOS 5D Mark II Digital Field Guide

Arista Networks has become a key player when it comes to software-driven cloud networking solutions for large data center storage and computing environments. In this updated edition of Arista Warrior, renowned consultant and technical author Gary Donahue Network Arista Networks has become a key player when it comes to software-driven cloud networking solutions for large data center, storage, and computing environments, and with their continued expansion and growth since the first edition was released, this book is a welcome update. In this updated edition of Arista Warrior, renowned trainer, consultant, and technical author Gary A. Donahue (Network Warrior) provides an in-depth, objective guide to Arista's products explains why its network switches, software products, and Extensible Operating System (EOS) are so effective. Anyone with a CCNA or equivalent knowledge will benefit from this book, especially entrenched administrators, engineers, or architects tasked with building an Arista network. Is Arista right for your network? Pick up this in-depth guide and find out. In addition to the topics covered in the first edition, this book also includes: Configuration Management: Config sessions, config replace, etc. CloudVision: Arista's management, workload orchestration, workflow automation, configuration, and telemetry tool VXLAN: Layer-2 overlay networking FlexRoute: Two million routes in hardware Tap Aggregation: Make your switch or blade into a Tap Aggregation device Advanced Mirroring: Mirror to a port-channel or even the CPU Network Design: A quick overview of the Arista recommended network designs vEOS: Arista's Extensible Operating System in a VM with step-by-step instructions cEOS: Arista's EOS in a container with examples eAPI: Arista's fabulous extended Application Programmable Interface

Arista Warrior

A practical guide to those bewildered or exhausted by management, written for bosses and those who manage bosses. Drawing on years of first-hand experience, Radical Candor shows you how to be successful while retaining your integrity and humanity. From Kim Scott, former manager at Google and Apple, and CEO coach to Silicon Valley. 'Radical Candor will help you build, lead, and inspire teams to do the best work of their lives' Sheryl Sandberg, author of Lean In A New York Times and Wall Street Journal bestseller If you don't have anything nice to say then don't say anything at all . . . right? While this advice may work for home life, as Kim Scott has seen first hand, it is a disaster when adopted by managers in the work place. Scott earned her stripes as a highly successful manager at Google before moving to Apple where she developed a class on optimal management. Radical Candor draws directly on her experiences at these cutting edge companies to reveal a new approach to effective management that delivers huge success by inspiring teams to work better together by embracing fierce conversations. Radical Candor is the sweet spot between managers who are obnoxiously aggressive on the one side and ruinously empathetic on the other. It is about providing guidance, which involves a mix of praise as well as criticism – delivered to produce better results and help your employees develop their skills and increase success. Great bosses have a strong relationship with their employees, and Scott has identified three simple principles for building better relationships with your employees: Make it personal Get stuff done Understand why it matters Radical Candor is the perfect

handbook for those who are looking to find meaning in their job and create an environment where people love both their work and their colleagues, and are motivated to strive to ever greater success. 'If you manage people - whether it be 1 person or a 1,000 - you need Radical Candor. Now' – Daniel H. Pink, author of the New York Times bestseller Drive Featuring a new preface, afterword and Radically Candid Performance Review Bonus Chapter, the fully revised & updated edition of Radical Candor is packed with even more guidance to help you improve your relationships at work.

Radical Candor

Don't fight for customers, let them fight over you! Have you ever queued for a restaurant? Pre-ordered something months in advance? Fought for tickets that sell out in a day? Had a hairdresser with a six-month waiting list? There are people who don't chase clients, clients chase them. In a world of endless choices, why does this happen? Why do people queue up? Why do they pay more? Why will they book months in advance? Why are these people and products in such high demand? And how can you get a slice of that action? In Oversubscribed, entrepreneur and bestselling author Daniel Priestley explains why...and, most importantly, how. This book is a recipe for ensuring demand outstrips supply for your product or service, and you have scores of customers lining up to give you money. Oversubscribed: Shows leaders, marketers, and entrepreneurs how they can get customers queuing up to use their services and products while competitors are forced to fight for business Explains how to become oversubscribed, even in a crowded marketplace Is full of practical tips alongside inspiring examples to alter our mindsets and get us bursting with ideas Is written by a successful entrepreneur who's used these ideas to excel in the ventures he has launched

Oversubscribed

The human Race is at war with the Vicious Dalki and when they needed help more than ever, THEY started to come forward. Humans who had hidden in the shadows for hundreds of years, people with abilities. Some chose to share their knowledge to the rest of the world in hopes of winning the war, while others kept their abilities to themselves. Quinn had lost everything to the war, his home, his family and the only thing he had inherited was a crummy old book that he couldn't even open. But when the book had finally opened, Quinn was granted a system and his whole life was turned around. He completed quest after quest and became more powerful, until one day the system gave him a quest he wasn't sure he could complete. \"It is time to feed!\" \"You must drink human blood within 24 hours\" \"Your HP will continue to decrease until the task has been completed\" More info, visit: <https://www.webnovel.com/>

My Vampire System

Winner of the 2023 PEN/E.O. Wilson Literary Science Writing Award A Five Books \"Best Literary Science Writing\" Book of 2023 • A Smithsonian Best Science Book of 2022 • A Prospect Magazine Top Memoir of 2022 • A KCRW Life Examined Best Book of 2022 \"Keen observer [and] deft writer\" (David Quammen) Florence Williams explores the fascinating, cutting-edge science of heartbreak while seeking creative ways to mend her own. When her twenty-five-year marriage suddenly falls apart, journalist Florence Williams expects the loss to hurt. But when she starts feeling physically sick, losing weight and sleep, she sets out in pursuit of rational explanation. She travels to the frontiers of the science of \"social pain\" to learn why heartbreak hurts so much—and why so much of the conventional wisdom about it is wrong. Soon Williams finds herself on a surprising path that leads her from neurogenomic research laboratories to trying MDMA in a Portland therapist's living room, from divorce workshops to the mountains and rivers that restore her. She tests her blood for genetic markers of grief, undergoes electrical shocks while looking at pictures of her ex, and discovers that our immune cells listen to loneliness. Searching for insight as well as personal strategies to game her way back to health, she seeks out new relationships and ventures into the wilderness in search of an extraordinary antidote: awe. With warmth, daring, wit, and candor, Williams offers a gripping account of grief and healing. Heartbreak is a remarkable merging of science and self-discovery that will change the way we think about loneliness, health, and what it means to fall in and out of love.

Heartbreak: A Personal and Scientific Journey

• Learn Faster • Remember More • Be More Productive **YOU TOO CAN HAVE UNLIMITED MEMORY**
Do you need to remember large amounts of information? Do you find it hard to remember important things? Are you losing time by learning and relearning the same information over and over again? In the twenty-first century, learning faster and using your mind more effectively may be the only advantage that you will ever have over your competitors. This ultimate guide to memory improvement will show you how to train your memory, enhance your mental ability and keep your mind agile and alert. **YOU'RE ABOUT TO DISCOVER:** • The six most powerful memory systems that you can use to immediately improve your retention and recall • How to go from mastering only 7 bits of information in short-term memory to over 50 • How to easily remember what you have studied for tests and exams • How to improve your concentration and focus • How to remember names with ease in any social situation **KEVIN HORSLEY** is one of only a few people in the world to have received the title 'International Grandmaster of Memory'. He is a World Memory Championship medalist and a World Record holder for 'The Everest of Memory Tests'. Kevin is an international professional speaker and has spoken in many different countries. He assists organizations in improving their learning, motivation, creativity, and thinking.

Unlimited Memory

A Detailed Roadmap for Companies at Various Stages of Development on How to Get to the Next Level. Leaders and employees of growing firms want ideas and tools they can implement immediately to improve some aspect of their business. Verne Harnish, serial entrepreneur, advisor, and venture investor, brings to business leaders the fundamentals that produce real wealth—the same habits that typified American business magnate John D. Rockefeller's disciplined approach to business. Harnish masterfully intertwines the legendary business philosophy of Rockefeller with lessons to be learned from ten extraordinary organizations. Aiming to empower present-day business leaders, this remarkably successful book includes invaluable lessons from real-world case studies. A treasure trove of practical situations teeming with insights and actionable recommendations, *Mastering the Rockefeller Habits* will help you unlock the secrets to scaling up your enterprise while simultaneously sidestepping the pitfalls that plague new ventures. From seasoned industry titans to ambitious start-up founders, anyone can swiftly implement these teachings for immediate impact.

Mastering the Rockefeller Habits

No one is born with perfect communication skills. This practical guide offers a rare balance of wisdom and humor; unlike more complicated and theoretical books on assertion, communication, and conflict resolution, the principles are easy to apply, and are useful for all ages. Discover the ways in which experiences from the past, such as hurt, anger, and bitterness affect how you communicate today. Incorporate three simple words into your life—honest, direct, respectful—and change the way you communicate.

Honest, Direct, Respectful

The Five Dysfunctions of a Team Workshop Team Assessment is a 38-item paper handout that is an excellent team development tool. A key component of the facilitator-lead Five Dysfunctions of a Team Workshop, the Team Assessment delivers what the name implies—"a team assessment" rather than an individual self-assessment. It provides participants with an opportunity to begin exploring the pitfalls that are side-tracking their team. Easy to use, the Assessment is ideal for team off-sites, retreats, or a series of team development meetings. It will help teams of all types increase their cohesiveness and productivity.

The Five Dysfunctions of a Team: Team Assessment

Are you considering starting an Employee Stock Ownership Plan (ESOP) or converting your company to an ESOP? Or maybe making the big leap to a 100% employee-owned company? If you want your company to perform at its absolute peak and you want the people who make that happen (you included) to receive the ultimate financial return—that of an owner—Create Amazing is your practical field guide to creating an amazing company and leaving a great legacy. There are more than 10,000,000 employee owners in America today. The results of employees owning a piece of the pie has been proven throughout American history, even before ESOPs became IRS law in 1974. Employees with even a small capital interest in their firms' successes are more likely to stay, have greater loyalty and pride, are willing to work hard, and make more suggestions for improvement. Economic injustice caused by wealth disparity is quickly becoming the hottest debated topic in America especially in combination with the most regressive recession in America's history and the nation's hopeful new commitment to equalizing opportunities across all people. Employee ownership is not the only answer for economic justice but it can be a critical puzzle piece for tens of millions of Americans where the current inherent disadvantage of circumstance stands in their way. Create Amazing demonstrates how ownership can provide the ultimate competitive advantage to a growing company—and the nation. The vast majority of what's been published about employee ownership comes from academe—compelling research from Rutgers, the feds, and several national ESOP associations. Create Amazing puts ESOPs feet-on-the-ground, written by Greg Graves, a CEO who has walked the talk. Graves operated one of the most successful ESOPs in American history. Graves shares:

- The history of employee ownership in America and the principles of its purpose
- Why employee ownership is a viable solution fiscally and futuristically
- What an ESOP is, what it does, and what's happening in Washington, DC, to promote this model
- How ESOPs work, and how they're structured legally, fiduciarily, and financially
- A deep dive into the impact of ESOPs on America and on employee owners personally

If you're a business owner considering an ESOP start-up or transition to employee ownership, if you are a current employee owner who believes your firm can do more, or if you simply believe that our nation needs a shot of steroids to be both more productive and more just, this is the book that speaks from a real-world, executive-to-executive perspective about the process, the problems (and how to avoid them), and the deliverables. Create Amazing explores how employee ownership—done the right way—sparks an ownership mindset among employees and can be a catalytic force for economic prosperity and corporate endurance.

Do the Work!

A full-color guide to Canon's exciting new dSLR camera Whether it's your first dSLR, your first Canon camera, or simply a new tool for your photography, your Canon Rebel T3i/600D has countless capabilities and you'll want to understand them all. This book covers all the dials, menus, and controls, showing you how to use each one. It explains how to change and use various lenses and offers advice on exposure, focus, printing, using flash, sharing photos online, and much more, all with plenty of full-color examples to show what you can achieve. Canon's popular T3i/600D offers a vast array of options for the new dSLR photographer; this book guides you through all the settings, dials, and menus Explains how to use Live View mode and record, edit, and play back video Provides tips and advice on working with exposure, manipulating focus and color, switching from auto to manual controls, and using lighting creatively Shows how to get photos from the camera to the computer, then edit and manage them using different software packages Illustrated with full-color photos from the author, showing what you can achieve This fun and friendly book helps you to quickly and confidently take advantage of the many creative possibilities offered by your new Canon camera.

Create Amazing

Harvard Business School professor and business leader Robert Kaplan presents a process for asking the big questions that will enable you to diagnose problems, change course if necessary, and advance your career.

EOS Science Plan

A DARK ENEMY. AN ANCIENT WAR. A NEW CHAMPION. Young Malian is being trained to rule. Her people garrison the mountain range known as the Wall of Night against an ancient enemy, keeping a tide of shadow from the rest of their world. Malian is expected to uphold this tradition, yet she's known little of real danger until the enemy attacks her fortress home and the Keep of Winds becomes a bloodbath. Malian flees deep into the Old Keep - and when the danger is greatest her own hidden magic flares into life. But if she accepts its power, she must prepare to pay the price. 'The Heir of Night by Helen Lowe is a richly told tale of strange magic, dark treachery and conflicting loyalties, set in a well realized world' - Robin Hobb 'Dark and magical... The Heir of Night is a grand entrance' TheBookBag.co.uk The start of an incredibly addictive new fantasy series - perfect for readers of Trudi Canavan, Karen Miller and Brent Weeks.

Canon EOS Rebel T3i / 600D For Dummies

Starting high school is never easy. Seniors take your lunch money. Girls you've known forever are suddenly beautiful and unattainable. The guys you grew up with are drifting away. And you can never get enough sleep. Could there be a worse time for Scott's mother to announce she's pregnant? Scott decides high school would be a lot less overwhelming if it came with a survival manual, so he begins to write down tips for his new sibling. Scott's chronicle of his first year of bullies, romance, honors classes, and brotherhood is both laugh-out-loud funny and touchingly wise.

What to Ask the Person in the Mirror

Get inspired by the women who discovered that working with your best friend can be the secret to professional success—and maybe even the future of business—from the co-founders of the website Of a Kind. “Read this, then plot your own work-wife-driven empire.”—Glamour When Erica Cerulo and Claire Mazur met in college in 2002, they bonded instantly. Fast-forward to 2010, when they founded the popular fashion and design website Of a Kind. Now, in their first book, Cerulo and Mazur bring to light the unique power of female friendship to fuel successful businesses. Drawing on their own experiences, as well as the stories of other thriving “work wives,” they highlight the ways in which vulnerability, openness, and compassion—qualities central to so many women's relationships—lend themselves to professional accomplishment and innovation. Featuring interviews with work wives such as Amanda Hesser and Merrill Stubbs of the influential food community site Food52, Ann Friedman, Aminatou Sow, and Gina Delvac of the hit podcast Call Your Girlfriend, and Misty May-Treanor and Kerri Walsh Jennings of Olympic volleyball fame, Work Wife addresses a range of topics vital to successful partnerships, such as being co-bosses, tackling disagreements, dealing with money, and accommodating motherhood. Demonstrating how female partnerships in the office are productive, progressive, and empowering, Cerulo and Mazur offer an invaluable roadmap for a feminist reimagining of the workplace. Fun, enlightening, and informative, Work Wife is a celebration of female friendship and collaboration, proving that it's not just feasible but fruitful to mix BFFs with business. Praise for Work Wife “Is the old adage ‘Friends and business don't mix’ true? Not according to college friends Cerulo and Mazur, who translated their love of fashion and desire to support emerging fashion designers into a successful business, the e-commerce site Of a Kind. . . . By exploring topics such as setting expectations, defining roles, dividing responsibility, dealing with finances, and addressing disputes, they deftly demonstrate how female friendships produce empowering business partnerships. . . . This insightful, engaging work is an essential guidebook for friends considering a business collaboration.”—Library Journal (starred review) “Engaging and thoughtful, Work Wife champions strong relationships, healthy attitudes, and pragmatic decision-making—an excellent primer for women interested in creating their own opportunities.”—Booklist (starred review)

The Heir Of Night

"Rocket Fuel is for you!" - Grant Cardone Past hardships can be a powerful gravitational force that keeps you down and forces you to think small. To get out of orbit, you need Rocket Fuel. In his new book, Mike "C-Roc" Ciorrocco shows you how to convert past adversity into ROCKET FUEL to break free from the

negative pull of pain and despair. \"C-Roc offers life-changing lessons in personal transformation that start with the question: What Are You Made Of? This powerful question can give you the thrust you need to achieve greatness.\" \"ROCKET FUEL will teach you how to overcome painful past obstacles and build a fulfilling life where you're in command of your future. If you're ready to shoot for the stars, C-Roc says, \"Thrust is a must!\" Strap in and get ready for the ride of your life.

Sleeping Freshmen Never Lie

YOU DON'T NEED A MASSIVE PAYROLL OR A FAMOUS BRAND TO WIN THE HIRING BATTLE You may believe that hiring is crazy hard. The truth is that it's crazy easy when you understand that hiring is not about you. If you are?? A founder who just can't find \"the right people,\"? A co-founder who doesn't trust your team to make the right hiring decisions,? An entrepreneur who has lost a great hire to a company with a bigger checkbook,? A hiring manager who doesn't have a clue how to interview people, or? A start-up that is destined for greatness but just can't get off the ground, **HEALING CAREER WOUNDS IS YOUR NEW SECRET WEAPON.** Discover the proven system for attracting, hiring, and retaining the strongest people on the planet for your company. Written by executive search expert Rick Girard, this radical guide introduces you to the Hiring Operating System (HireOS?), a single, start-to-finish structure to the hiring process that is both highly efficient and proven successful. When you're ready to ditch your ineffective recruiting process for an evolutionary model of consciously hiring for value alignment, Healing Career Wounds will give you all the competitive edge you need to win.

Work Wife

HUMAN NEEDS: THE MISSING INGREDIENT TO TEAM HEALTH AND COMPANY SUCCESS In her breakout business book, corporate coach and business guru Jeanet Wade distills the essence of team and company success. The secret sauce to great teams, vibrant organizations, and happy people? Human Nature. In a series of engaging and provocative chapters, she combines business research with anecdotes from her career and her executive client sessions, showing how we can attend to human needs by clarifying assignments, showing baseline consideration, and inspiring confidence. Poignant personal profiles, cutting-edge research, and the keen insight of a successful businessperson add vibrance and dynamism to each chapter, making for a compellingly readable and eminently useful book. If you want an inexpensive way to win the global war on talent and ensure your company can navigate disruption, this book is for you.

Rocket Fuel

Winner of the International Book Awards for General Business Winner of the Readers' Favorite International Book Award for Non-Fiction Business It's been over a decade since Verne Harnish's best-selling book Mastering the Rockefeller Habits was first released. Scaling Up (Rockefeller Habits 2.0) is the first major revision of this business classic which details practical tools and techniques for building an industry-dominating business. This book is written so everyone -- from frontline employees to senior executives -- can get aligned in contributing to the growth of a firm. Scaling Up focuses on the four major decision areas every company must get right: People, Strategy, Execution, and Cash. The book includes a series of new one-page tools including the updated One-Page Strategic Plan and the Rockefeller Habits ChecklistTM, which more than 40,000 firms around the globe have used to scale their companies successfully -- many to \$10 million, \$100 million, and \$1 billion and beyond - while enjoying the climb

Healing Career Wounds

For fans of Circe and Elektra, a powerful retelling about the woman behind one of the greatest Greek myths. Killing the Minotaur is only half the story... As heir to the throne in ancient Crete, Ariadne feels like a poor substitute for her heroic brother. She's wild, where he was brave. Impulsive, where he was noble. Restless, where he was steady. Things get complicated when a handsome, arrogant warrior arrives with the tribute

from Athens and makes claims that threaten the shaky peace between their kingdoms. Ariadne's torn. Theseus is the enemy, but she starts to think he might be right. When her world starts to unravel, Ariadne is caught between loyalties. Should she trust Theseus, betray her father and risk losing everything? Or does her path lie with the reckless new god, Dionysus? \"This is perhaps one of the best and the most entertaining young adult/mythology/epic novels I have read so far this year.\" - Readers Favorite Review

The Human Team

Spirited history and comprehensive instruction manual covers 13 styles (ca. 4th–15th centuries). Excellent photographs; directions for duplicating medieval techniques with modern tools. \"Vastly rewarding and illuminating.\" — American Artist.

Scaling Up

Most startups don't fail because they can't build a product. Most startups fail because they can't get traction. Startup advice tends to be a lot of platitudes repackaged with new buzzwords, but Traction is something else entirely. As Gabriel Weinberg and Justin Mares learned from their own experiences, building a successful company is hard. For every startup that grows to the point where it can go public or be profitably acquired, hundreds of others sputter and die. Smart entrepreneurs know that the key to success isn't the originality of your offering, the brilliance of your team, or how much money you raise. It's how consistently you can grow and acquire new customers (or, for a free service, users). That's called traction, and it makes everything else easier—fund-raising, hiring, press, partnerships, acquisitions. Talk is cheap, but traction is hard evidence that you're on the right path. Traction will teach you the nineteen channels you can use to build a customer base, and how to pick the right ones for your business. It draws on inter-views with more than forty successful founders, including Jimmy Wales (Wikipedia), Alexis Ohanian (reddit), Paul English (Kayak), and Dharmesh Shah (HubSpot). You'll learn, for example, how to:

- Find and use offline ads and other channels your competitors probably aren't using
- Get targeted media coverage that will help you reach more customers
- Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates
- Improve your search engine rankings and advertising through online tools and research

Weinberg and Mares know that there's no one-size-fits-all solution; every startup faces unique challenges and will benefit from a blend of these nineteen traction channels. They offer a three-step framework (called Bullseye) to figure out which ones will work best for your business. But no matter how you apply them, the lessons and examples in Traction will help you create and sustain the growth your business desperately needs.

Ariadne's Crown

Teaches managers how to become effective supervisors of time, energy, and talent.

Medieval Calligraphy

Martha Stewart is an undeniable force in the business world. One of the world's greatest entrepreneurs, she turned her personal passion into Martha Stewart Living Omnimedia, a billion dollar business. Now, for the first time, Martha Stewart shares her business knowledge and advice in this handbook for success. Tapping into her years of experience in building a thriving business, Martha will help readers identify their own entrepreneurial voice and channel their skills and passions into a successful business venture. Her advice and insight is applicable to anyone who is about to start or expand a venture of any size, whether it is a business or philanthropic endeavor, but also to individuals who want to apply the entrepreneurial spirit to a job or corporation to increase innovation and maintain a competitive edge. Featuring Martha's top principles for success, as well as stories and anecdotes from her own experiences, The Martha Rules is sure to appeal to business readers, fans, and anyone who admires her for her style, taste, and great advice-and who have great business ideas of their own.

Traction

This deep-dive into the revolutionary EOS method to strengthen a company's process component will help leaders at all companies—from early stage startups to established corporations—run better businesses and live better lives. Part of the TRACTION Library, *Process!* proves that a high-level, 20/80 approach to getting your core processes “followed by all” will help you: Get consistently exceptional results Improve and innovate as necessary Free yourself to live your ideal life If you own, run, or lead in a fast-moving business, you're likely driven by passion and a desire to be free. Many leaders mistakenly believe instilling rigor and discipline for process throughout your organizations will inhibit freedom. They couldn't be more wrong. It's when you're stuck in the day-to-day, putting out fires and cleaning up messes, that passion turns to frustration. Freedom seems somewhere between elusive and impossible. The secret to getting unstuck is process. This inspiring, informative field guide will prove it's possible to establish rigor and discipline for process while also increasing creativity, flexibility, and innovation. *Process!* will help you identify a handful of core processes that make your business uniquely valuable. You'll learn how to document and simplify the major steps in those processes so they can be done the right and best way, every time. Finally, you'll execute a simple, step-by-step plan that is helping more than 10,000 entrepreneurs around the world consistently get the results they want.

The One Minute Manager Meets the Monkey

Nothing is more essential than knowing how to worship the God who created us. This book focuses readers on the essentials of God-honoring worship, combining biblical foundations with practical application in a way that works in the real world. The author, a pastor and noted songwriter, skillfully instructs pastors, musicians, and church leaders so that they can root their congregational worship in unchanging scriptural principles, not divisive cultural trends. Bob Kauflin covers a variety of topics such as the devastating effects of worshiping the wrong things, how to base our worship on God's self-revelation rather than our assumptions, the fuel of worship, the community of worship, and the ways that eternity's worship should affect our earthly worship. Appropriate for Christians from varied backgrounds and for various denominations, this book will bring a vital perspective to what readers think they understand about praising God.

The Martha Rules

A former Olympic speed skier, he explains how people and organizations can best equip themselves to surf the endless assault of tasks and data familiar to any office worker ...

Process!

*What Clients Really Want (And The S**t That Drives Them Crazy)* is the essential insider's guide for advertising agencies on how account management can create great client/agency relationships. The first book on client/agency relationships to be written an ex-client, this book gives a true insider's guide as to how account management can stop client/agency relationships from breaking down and take those relationships from good to great. In this step-by-step guide you will discover: What simple actions you can take today to generate great relationships with your clients. How to gain a deeper understanding of the pressures your clients face and why this is so important. Practical day-to-day advice on how to master positive relationship building behaviours. The strong re-occurring themes that cause client relationships to fall apart and how you can avoid them by applying; oThe 9 essential behaviours to prevent damage to the client/agency relationship. oThe 5 essential behaviours to take your client/agency relationships from good to great. \ "This will be gold dust for client-servicing professionals... it's a great reminder of what you need to do to build a brilliant relationship with your clients and how to be a true partner. It's so important that you get to know them and care for their business and this book shows you what you need to do.\ " Rick Kumar, Owner & Director, Moda Consult (Specialist Recruitment for Creative Agencies)\ "

Worship Matters (Foreword by Paul Baloché)

The Age of Speed

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