

Michael Port Yourself Solid

Selling Sucks Frank J. Rumbauskas, Jr..2007-08-17 Praise for Selling Sucks Whew! A terrific new book that blows the lid off the old-school methods of selling-which don't work anymore-and shows you how to make sales almost like magic! I love this book! —Joe Vitale, author of The Attractor Factor and many other books I love to buy, so I'm going to give every salesperson I know a copy of this book. Maybe they'll finally stop the old-school, hard-sell shtick that compels me (and everyone else) not to buy. —Michael Port, bestselling author of Book Yourself Solid Selling sucks, but making sales doesn't. Read Frank's book to learn the crucial difference that will almost certainly mean success or failure for your business in the new era of commerce. —Mark Joyner, bestselling author of Simpleologywww.simpleology.com Ready to join the ranks of the top sales pros? Buy Selling Sucks. Apply its lessons. Then watch your results go through the roof. —Randy Pennington, author of Results Rule! Rumbauskas has the ability to overcome the obvious and allow his readers to look at sales in a new dimension. While many people focus on sales tricks, Rumbauskas shows, in great detail, how to get your prospects to buy because they come to you informed and trustful of you before you even say 'hello.' He's one of those guys I listen to every time he speaks. He speaks out of tested methods and not opinion. Prior to marketing online, I spent fourteen years running some of the largest automobile dealerships in the USA. This is one book I would make recommended reading for every person who wants to become an elite sales professional. Selling Sucks is a money-making winner. —Mike Filsaime, MikeFLive.com Selling Sucks is a must-read for any entrepreneur who wants to run a high-profit, high-integrity business. Rumbauskas's advice is inspiring, clear, and more importantly, easy to implement. It's honestly one of the best how-to self-marketing books on the market. Get this book now if you're serious about exploding your sales and making more money. —Marie Forleo, author and Fox News Online Life Coach www.thegoodlife-inc.com Rumbauskas has written an indispensable guide to moving from an average salesperson to a top sales pro. This is a must-read for anyone serious about their sales career. —Paul McCord, author of Creating a Million-Dollar-a-Year Sales Income

Summary of The 10X Rule by Grant Cardone QuickRead,Lea Schullery. Learn the differences between success and failure in this easy-to-follow guide laid out by top business guru, Grant Cardone. When it comes to success, people often believe that success just isn't for them. They read the inspiring quotes, the cute mottos, they even know what they have to do, but it never seems to work out. Luckily, Grant Cardone has spent decades creating a formula for success that works. With experience as a top sales trainer and business owner, Cardone lays out his exact tips for achieving even the craziest dreams. With the 10X Rule, you'll learn what it takes to find success and how one simple rule can help you achieve goals that once seemed impossible. The 10X rule can be applied to any area of life, and as you read you'll learn key information, including how settling for an average life is dangerous, how becoming obsessed is a good thing, and why success requires a childlike mindset. Do you want more free book summaries like this? Download our app for free at <https://www.QuickRead.com/App> and get access to hundreds of free book and audiobook summaries.

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Book Yourself Solid for Coaches and Consultants Michael Port,Matthew Kimberley.2024-09-24

Start Something That Matters Blake Mycoskie.2011-09-06 The incredible story of the man behind TOMS Shoes and One for One, the revolutionary business model that marries fun, profit, and social good. "A creative and open-hearted business model for our times."—The Wall Street Journal Why this book is for you: • You're ready to make a difference in the world—through your own start-up business, a nonprofit organization, or a new project that you create within your current job. • You want to love your work, work for what you love, and have a positive impact on the world—all at the same time. • You're inspired by charity: water, method, and FEED Projects and want to learn how these organizations got their start. • You're curious about how someone who never made a pair of shoes, attended fashion school, or worked in retail created one of the fastest-growing footwear companies in the world by giving shoes away. • You're looking for a new model of success to share with your children, students, co-workers, and members of your community. You're ready to start something that matters.

Beyond Booked Solid Michael Port.2010-12-16 In Beyond Booked Solid, Michael Port returns with new tactics for growing your business even bigger. Port's Book Yourself Solid was a huge hit among professional service providers and small business owners who learned to master the art of attracting clients and keeping them happy. In this book, he helps your business keep growing by taking the next step, beyond booked solid. That means maximizing your business while working less and earning more. This is the ultimate guide for your growing business.

Book Yourself Solid Michael Port.2017-10-30 Kick off the cycle of success with serious self-promotion that works Book Yourself Solid is a handbook for self-promotion that translates into results. We tend to think of busy as the equivalent of successful—but that's not always the case. The key lies in what you're busy doing. Success means spending your time doing work that gets you closer to your goals, and the critical driving force behind that success is self-promotion. This book shows you how to promote more than just your skills—you need to sell your reputation, your service, your very self. It starts with laying a foundation so potential clients know you can give them what they want and need. How do people see you, and how does that diverge from what you would like them to think? Once you know where you are, you can map out a plan for getting where you need to be, and this book shows you how to build the reputation you need to be the go-to person in your field—and keep the business coming in long-term. Book Yourself Solid has been one of the most popular marketing books in the world for service-based businesses since its initial release in 2006. This new third edition includes updated and expanded strategies, techniques, and skills to help you get more clients and increase your take-home profits. Build a solid foundation for a stellar public image Enhance your reputation for trust and credibility Perfect your pitch and pricing to attract higher-caliber clients Adopt the six core strategies that will keep you booked solid Spending just a small amount of time on self-promotion is an investment. You build a reputation that attracts high-quality clients, which boosts your profits, your track record, and your reputation, which in turn attracts even more high-quality clients. Book Yourself Solid shows you how to kick off this cycle of success, and maintain it for the long term.

The Likeability Factor Tim Sanders.2006-04-25 From the bestselling author of Love Is the Killer App You can win life's popularity contests The choices other people make about you determine your health, wealth, and happiness. And decades of research prove that people choose who they like. They vote for them, buy from them, marry them, and spend precious time with them. The good news is that you can arm yourself for the contest and win life's battles for preference. How? By raising your likeability factor. The more you are liked, the happier your life will be. In The Likeability Factor, business guru Tim Sanders shows how to build your likeability factor by teaching you how to enhance four critical elements of your personality: • Friendliness: your ability to communicate liking and openness to others • Relevance: your capacity to connect with others' interests, wants, and needs • Empathy: your ability to recognize, acknowledge, and experience other people's feelings • Realness: the integrity that stands behind your likeability and guarantees its authenticity When you improve these areas and boost your likeability factor, you bring out the best in others, handle life's challenges with grace, enjoy better health, and excel in your daily roles. You can win the close calls and tight competitions that define and determine success and happiness at work and in life—The Likeability Factor can show you how!

Summary of Michael Port's Book Yourself Solid Everest Media.2022-04-09T22:59:00Z Please note: This is a companion version & not the original book. Sample Book Insights: #1 To be booked solid, you must have a solid foundation. The foundation begins with choosing your ideal clients, understanding why people buy what you're selling, developing a personal brand to make you memorable and unique, and talking about what you do without sounding confusing or bland. #2 To build a solid client base, you must first choose your ideal clients, the ones with whom you do your best work. Once you've identified these individuals, you can start pruning your current client list of less-than-ideal clients. #3 You should never have clients who drain your energy and leave you feeling empty. Dumping your dud clients is a necessary step on the path to booking yourself solid. It may be difficult, but it's worth it to avoid spending time with clients who aren't right for you. #4 An old man, a little boy, and a donkey were going to

town. The little boy rode on the donkey and the old man walked beside him. As they went along, they passed some people who remarked it was a shame the old man was walking and the little boy was riding. They decided to change positions.

The Freelancer's Bible Sara Horowitz, Toni Sciarra Poynter. 2012-10-23 Amazingly, one-third of the American workforce is freelance—that's 42 million people who have to wrestle with not just doing the work, but finding the work, then getting paid for the work, plus health care, taxes, setting up an office, marketing, and so on. Now help is here, and consultants, independent contractors, the self-employed, "solopreneurs," and everyone else living a freelancer's life will never be alone again but instead can be part of a strong and vibrant community. Written by the authority on freelance working, Sara Horowitz, MacArthur "Genius" Fellow and founder of the national Freelancers Union and, most recently, the Freelancers Insurance Company, *The Freelancer's Bible* will help those new to freelancing learn the ropes, and will help those who've been freelancing for a while grow and expand. It's the one-stop, all-encompassing guide to every practical detail and challenge of being a nimble, flexible, and successful freelancer: the three essentials of getting clients and the three most important ways to keep them happy. Five fee-setting strategies. Thirteen tactics for making it through a prolonged dry spell. Setting up a home office vs. renting space. The one-hour contract. A dozen negotiating dos and don'ts. Building and maintaining your reputation. Dealing with deadbeats. Health Insurance 101. Record-keeping and taxes. Productivity, including a quiz: "What Is Your Ideal Day?" Building a community. Subcontracting and other strategies for taking your freelancing career to the next level. Retirement plans, plans for saving for education, and how to achieve financial freedom.

The Contrarian Effect Michael Port, Elizabeth Marshall. 2008-09-25 Take the traditional sales model, which is outdated and needs a serious makeover, and turn it on its head by applying the advice in *The Contrarian Effect: Why It Pays (Big) to Take Typical Sales Advice and Do the Opposite*. Find an entirely sound approach to building better client relationships and closing more sales by doing the exact opposite that conventional sales advice dictates. Re-examine the most well-worn sales tactics in the business and discover specific and actionable strategies and principles that will help you close more sales today.

Book Yourself Solid Illustrated Michael Port. 2013-04-01 A visual way to easily access the strategies and tactics in *Book Yourself Solid* Learning new concepts is easier when you can see the solution. *Book Yourself Solid Illustrated*, a remarkable, one-of-a-kind work of art, transforms the *Book Yourself Solid* system into a more compelling and easy-to-consume playbook for any business owner. You won't find business school graphs or mind maps. Instead, you'll find compelling, visual stories that reinvent old and tired business concepts, making *Book Yourself Solid Illustrated* a fun and playful book that you will revisit year after year as you get more clients than you can handle. There isn't a business book on the market that can show you how to apply the strategies, techniques, and skills necessary to generate new leads, add more clients, and increase profits through visuals. Previously you could only read or listen to advice, now you can see it and get it faster. This illustrated version is organized into four modules: your foundation, building trust and credibility, simple selling and perfect pricing, and the *Book Yourself Solid* 6 core self-promotion strategies. Reengineering the book with visual strategist, Jocelyn Wallace, has given author Michael Port new ways of explaining and expanding his gold-standard material. Author Michael Port has been called a marketing guru by the *Wall Street Journal* and an uncommonly honest author by *The Boston Globe*, and wrote *Book Yourself Solid* (in its 2nd edition), *Beyond Booked Solid*, *The Contrarian Effect* which was selected as a 2008 top ten business book by Amazon.com and the 2008 #1 sales book of the year by 1-800-CEO-READ, and *The New York Times* Bestseller, *The Think Big Manifesto*. Author is one of the most popular business coaches in the world and headlines events all over the world. Master the techniques in *Book Yourself Solid Illustrated*, and take your service business to the next level today. For the first time ever you can have the *Book Yourself Solid* Mobile app. Install it on any device and the *Book Yourself Solid* System comes to life. Do all of 49 exercises from the new book on any device, including your desktop computer. This thing rocks.

Work Positive in a Negative World Joey Faucette. 2011-08-30 Recession reminders, natural disasters and the like are streaming from our TVs, radios and computers. Newspaper headlines practically shout downturns and downsizing. Weighed down by a negative-oriented world and knee deep in everyday business stress, professionals struggle to generate positive results. Successful entrepreneur and business coach Joey Faucette, D.Min, arms overwhelmed business executives, managers, and sales professionals with the five core practices to creating success—perceive, conceive, believe, achieve, and receive. Empowered by these strategies, discover how to redefine your reality and change your focus from failures to successes, losses to leverages, and the negative to the positive, allowing you to achieve greater results in their business and their life.

The Mighty Marketer: Your Guide to Making More Money as a Freelancer Lori De Milto. 2015-01-01 *The Mighty Marketer* offers freelancers everything they need to know to use marketing to build their business and make more money. De Milto offers practical insights, examples, tips, and resources on developing high-impact, low- or no-cost marketing tools, building a strong network and a trustworthy reputation, getting repeat business and referrals, and more.

Clients, Clients, and More Clients: Create an Endless Stream of New Business with the Power of Psychology Larina Kase. 2011-11-11 Convert relationships into revenue-generating business! With *Clients, Clients, and More Clients*, you'll learn how to capture the attention of the right connections, build loyal relationships, and influence people to hire you. Larina Kase combines the latest research from the field of psychology with her own background as a marketing psychologist to help you understand exactly how potential clients think—and use this information to close the deal. Discover how to understand the true needs of a client; access underlying emotions through the use of metaphor; alleviate clients' stress or fears; use color and design psychology to optimize your branding; make yourself memorable; use endorsements in the way that really works; package your products and services so people decide to purchase them.

Fail Fast, Fail Often Ryan Babineaux, John Krumboltz. 2013-12-26 Bold, bossy and bracing, *Fail Fast, Fail Often* is like a 200-page shot of B12, meant to energize the listless job seeker. —*New York Times* What if your biggest mistake is that you never make mistakes? Ryan Babineaux and John Krumboltz, psychologists, career counselors, and creators of the popular Stanford University course "Fail Fast, Fail Often," have come to a compelling conclusion: happy and successful people tend to spend less time planning and more time acting. They get out into the world, try new things, and make mistakes, and in doing so, they benefit from unexpected experiences and opportunities. Drawing on the authors' research in human development and innovation, *Fail Fast, Fail Often* shows readers how to allow their enthusiasm to guide them, to act boldly, and to leverage their strengths—even if they are terrified of failure.

Better Selling Through Storytelling John Livesay. 2019-07-02 "John Livesay creates a compelling connection between revenue, reviews, and influence and our ability to tell brand and personal stories." —Tracy Leigh Hazzard, INC. columnist, brandcaster, product strategist The old way of selling is to push a message or product. The new way of selling is to pull people in with a compelling story—one that is magnetic to clients. *Better Selling Through Storytelling* helps people become master storytellers so they can truly love what they do and get off the self-esteem roller coaster of only feeling good if their numbers are up. John Livesay encourages readers to give up selling—and become storytellers instead! He teaches sales representatives and entrepreneurs alike how to become irresistible to their clients and what the best storytelling strategy is to get a yes. From learning how not to take rejection personally to overcoming the three faces of fear, readers learn to embrace disruption with new tools that prepare them for any unexpected waves that come their way and get the sale. "If you want to reinvent how you sell, let John Livesay show you how . . . [He] holds nothing back and fills his pages with new ideas, tips, information, and steps to becoming your own Revenue Rockstar." —Josh Linkner, *New York Times*-bestselling author of *Big Little Breakthroughs* "Not your grandparent's sales manual; it's where the storytelling rubber and results hit the road. If you think it's too soft for your ROI brain, you're missing the whole story, which is why you need it." —Dr. Mark Goulston, author of *Just Listen: Discover the Secret to Getting Through to Absolutely Anyone*

The Think Big Manifesto Michael Port, Mina Samuels. 2009-04-03 *Think Bigger. About Who You Are. And What You Offer the World. Stand for something before someone stands on you. Revolt against the play-it-safe, don't disturb the peace, cynical and silenced society that, more often than not, buries big thoughts.* Michael Port, bestselling author and creator of *ThinkBigRevolution.com*, knows it's not always easy to think big. But big thinking must happen now; today, tomorrow, and forevermore. At this very moment, you are the change you want to see in the world should you

choose to accept personal responsibility. Devour every word of *The Think Big Manifesto*. It is the handbook to your personal revolution. You are more than you know. And you can do more with less than you think... Unhook from the guru track Learn how to be comfortable with discomfort Join people doing powerful things Be one of the big thinkers that others rave about This book, and life, is not a conceptual, theoretical experiment in how to do big things. No, this is just what you need if you're on, or want to be on, the path to doing big things and are willing to invest in your future. Join or incite a worldwide revolution that inspires others to follow. All it takes is one big thought and the revolution is unleashed. One thought, one person at a time, quickly followed by another soon big thinking becomes the norm. Your big thoughts enable you to achieve greatness, be remarkable, and create a better world. Are you a member of the Think Big Revolution? If so, this is your Manifesto.

The Pumpkin Plan Mike Michalowicz.2012-07-05 Each year Americans start one million new businesses, nearly 80 percent of which fail within the first five years. Under such pressure to stay alive—let alone grow—it's easy for entrepreneurs to get caught up in a never-ending cycle of "sell it—do it, sell it—do it" that leaves them exhausted, frustrated, and unable to get ahead no matter how hard they try. This is the exact situation Mike Michalowicz found himself in when he was trying to grow his first company. Although it was making steady money, there was never very much left over and he was chasing customers left and right, putting in twenty-eight-hour days, eight days a week. The punishing grind never let up. His company was alive but stunted, and he was barely breathing. That's when he discovered an unlikely source of inspiration—pumpkin farmers. After reading an article about a local farmer who had dedicated his life to growing giant pumpkins, Michalowicz realized the same process could apply to growing a business. He tested the Pumpkin Plan on his own company and transformed it into a remarkable, multimillion-dollar industry leader. First he did it for himself. Then for others. And now you. So what is the Pumpkin Plan? Plant the right seeds: Don't waste time doing a bunch of different things just to please your customers. Instead, identify the thing you do better than anyone else and focus all of your attention, money, and time on figuring out how to grow your company doing it. Weed out the losers: In a pumpkin patch small, rotten pumpkins stunt the growth of the robust, healthy ones. The same is true of customers. Figure out which customers add the most value and provide the best opportunities for sustained growth. Then ditch the worst of the worst. Nurture the winners: Once you figure out who your best customers are, blow their minds with care. Discover their unfulfilled needs, innovate to make their wishes come true, and overdeliver on every single promise. Full of stories of other successful entrepreneurs, *The Pumpkin Plan* guides you through unconventional strategies to help you build a truly profitable blue-ribbon company that is the best in its field.

Profit First Mike Michalowicz.2017-02-21 Author of cult classics *The Pumpkin Plan* and *The Toilet Paper Entrepreneur* offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability. Conventional accounting uses the logical (albeit, flawed) formula: Sales - Expenses = Profit. The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula: Sales - Profit = Expenses. Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that: · Following 4 simple principles can simplify accounting and make it easier to manage a profitable business by looking at bank account balances. · A small, profitable business can be worth much more than a large business surviving on its top line. · Businesses that attain early and sustained profitability have a better shot at achieving long-term growth. With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of.

The Referable Speaker Michael Port,Andrew Davis.2021-06-07 Use the gigs you get to get the gigs you want. You spend a ton of time building your personal brand to generate more speaking opportunities. You write a blog, record podcasts, post on Instagram, and upload to YouTube. You refine your speaking website, work on that book, participate in Clubhouse, and comment on LinkedIn. You share your expertise and insight freely. All of that hard work might get you one gig. And, unfortunately, none of those things will guarantee you the next gig. But what if you became a referable speaker? In this ground-breaking guide to building a speaking career, New York Times bestselling author Michael Port, co-founder of Heroic Public Speaking, teams up with bestselling author and world-renowned keynote speaker Andrew Davis to show you the fastest, most practical way to increase your fee and generate more leads. Discover precisely how event organizers select their keynote speakers, what you can do to win them over, and even how to set your fee. Port and Davis show you why you need to stop investing in marketing yourself as a great speaker and start investing in your speech. Because, unless you're famous, event organizers won't buy you (or your personal brand). They'll buy your speech, then your idea, then you—in that order. You'll learn exactly how 81 speakers built sustainable speaking revenues by evaluating the three F+E+E Factors and 10 sub-factors-factors that turn novice presenters into transformational keynote speakers. And you'll evaluate how to make the most meaningful impact through 58 professional speaker case studies based on six years of industry data. See how elegantly simple it is to make the leap from breakout rooms to the keynote stage. You'll leave with an entirely new, eye-opening, and refreshing understanding of how the speaking business really works and how you can make an impact fast. Do you have what it takes to become a referable speaker? You do. Go ahead, take a look inside!

The Eventual Millionaire Jaime Tardy.2014-01-21 Become a millionaire by learning from millionaires *An Eventual Millionaire* is someone who knows they will be a millionaire, eventually. But they want to do it on their own terms—with an enjoyable life and an enjoyable business. Eventual Millionaires are everywhere, from the airplane pilot looking to start his own business for more freedom and money to a student looking to start her life on the right foot to a successful business owner needing inspiration and wondering how to take her business to the next level. There are many ways to become a millionaire, but research has often shown that creating your own business is one of the best ways to build wealth. *The Eventual Millionaire* will lay the foundation for those looking to start their own business and work their way toward financial independence and a fulfilled life. Contains the insights of more than 100 millionaires and their various experiences Written by Jaime Tardy, founder of eventualmillionaire.com and a business coach for entrepreneurs A companion website includes an Eventual Millionaire Starter Kit with worksheets, business plan documents, and much more We all want to be successful and enjoy financial security, but we might not know how or don't think we can do it. *The Eventual Millionaire* will show you what it takes.

Do Lead Les McKeown.2019-02-26 For those who dream of starting their own company, influencing decision-making, or expertly managing a team, here is an easy-to-follow guide to all aspects of leadership. Author Les McKeown draws on his decades of experience as a CEO and leadership consultant to deliver expert advice on what it takes to be a visionary leader, blending practical advice with illuminating examples from a range of industries. Encouraging and empowering, *Do Lead* is an essential tool on the path to becoming a great leader.

The Entrepreneur's Trap Tina Forsyth.2012-10-01 Is Your Business Taking Over Your Life? It started with the dream of making great money, doing what you love and having lots of time to enjoy it all. But in reality you are buried in a pile of too much work, too little time, not enough help and no light at the end of the tunnel. This is NOT what you signed up for when you decided to become an entrepreneur. It is time to run your business so it does not run you! In this practical and enlightening book, by online business authority Tina Forsyth, you will discover how to: Build the right type of business for you and your goals Eliminate the headaches and hassles of hiring and managing a team Use the 10 key systems happy and successful entrepreneurs rely on Structure your day so that you can get everything done and still have plenty of time off (including weekends!) This book lays out a simple path to help you create the business you want with finesse and Tina's trademark 'get it done fast' style. David Neagle, Author of *The Millions Within & Master Income Acceleration Coach* Tina knows more about how to run and grow an online business than most business owners. Michael Port, NY Times bestselling author of *Book Yourself Solid*, MichaelPort.com There are only a few people in the world who can do what Tina does, making all that 'behind the scenes' stuff simple AND fun. Andrea J. Lee, Founder and CEO, WealthyThoughtLeader.com Tina Forsyth is the leading authority on establishing key systems and building virtual teams. She is the Founder of the International Association of Online Business Managers and creator of the Automate Your Growth Business School, where she teaches entrepreneurs her proven step-by-step process to set a strong foundation for business growth.

30 Days to Social Media Success Gail Martin.2010-01-01 Small business owners and solo professionals know they're supposed to use social media to

increase sales, but how should they start? Using a unique Rule of 30 approach, *30 Days to Social Media Success* is the perfect resource for busy people who want quick results. Thirty short chapters (one for each day of the month) are packed with real-world tips and proven techniques you can use right away. This book makes it easy to tap into the power of today's hottest social media sites to get global impact out of press releases, articles, blog posts, and book reviews; increase your personal and corporate visibility as the go-to expert in your industry; build relationships with clients and connect with ideal prospects; network around the world and around the clock with people who need what you have to offer.

Steal the Show Michael Port.2015 A powerful way to master every performance in your career and life, from presentations and sales pitches to interviews and tough conversations, drawing on the methods the author applied as a working actor and has honed over a decade of coaching salespeople, marketers, managers, and business owners.

Tell to Win Peter Guber.2011-03-14 Stories have always had the power to move, but it has only recently become clear that purposeful stories - those created with a specific mission in mind - are essential in persuading others to support a vision or cause. For Peter Guber, what began as a knack for telling stories as one of the world's leading entertainment executives has evolved into a set of principles that anyone can use to achieve their goals - whatever you do in life, you need to be able to tell a good story. In *Tell to Win* Guber explains how to move beyond PowerPoint slides and spreadsheets to create purposeful stories that can serve as powerful calls to action. He reveals the best way to get noticed, how to turn passive listeners into active participants, and how technology can be used to ensure audience commitment. Featuring wisdom from Guber's meetings with (and lessons from) everyone from Nelson Mandela to YouTube founder Chad Hurley, and Muhammed Ali to Steven Spielberg (who he tutored in making films), *Tell to Win* entertainingly shows how to craft, deliver and own a story that is capable of turning others into viral advocates for your goal.

Flush the Fear Beth Allen.2020-06-20 *FLUSH THE FEAR* is the self-help book for people who desperately want to let go of the negative crap in their lives but need the tools to get started. It's about tools, toilets and transformations. In this sassy, raw and poignant guide to self-improvement, Beth Allen opens her toolbox to share how she coped with a crippling family dysfunction, an emotional breakdown and a 27-year estrangement from her mother without losing herself. *Flush the Fear* gives you the tools to eliminate self-doubt and anxiety as you learn to embrace your inner courage, say no to fear and become a happier, more confident you. It is time to Flush the Fear and start living the life you want and deserve.

None of Your Business: A Winning Approach to Turn Service Providers Into Entrepreneurs Lacey Book, Shawn Dill.2019-04-05 When you provide a service you believe in-one with the power to change lives for the better-you'll approach your work with a sense of joy. The business side of things, however, might be a different story. Most of us weren't taught how to run a business when we learned our craft, so a few years in, you might be short on clients and light on revenue. The thought of marketing yourself to attract new business feels like a step outside of integrity you don't want to make. It doesn't have to be this way, though. When you learn how to communicate your value to the world, everything changes. In *None of Your Business*, Shawn Dill and Lacey Book share strategies on marketing, sales, mindset, and entrepreneurship that will help you reach more people, grow your business, and create the lifestyle you've always dreamed about. You'll see that adding new clients is about sharing your heart and learn that success is not about taking from the world, but rather giving back what you get to support those who supported you.

Talk, Inc. Boris Groysberg, Michael Slind.2012-05-29 Conversation-powered leadership How can leaders make their big or growing companies feel small again? How can they recapture the "magic"—the tight strategic alignment, the high level of employee engagement—that drove and animated their organization when it was a start-up? As more and more executives have discovered in recent years, the answer to this conundrum lies in the power of conversation. In *Talk, Inc.*, Boris Groysberg and Michael Slind show how trusted and effective leaders are adapting the principles of face-to-face conversation in order to pursue a new form of organizational conversation. They explore the promise of conversation-powered leadership—from the time-tested practice of talking straight (and listening well) to the thoughtful adoption of social media technology. And they offer guidance on how to balance the benefits of open-ended talk with the realities of strategic execution. Drawing on the experience of leaders at diverse companies from around the world, *Talk, Inc.*, offers provocative insights and user-friendly tips on how to make organizational culture more intimate, more interactive, more inclusive, and more intentional—in short, more conversational.

The Entrepreneur Equation Michael Port, Carol Roth.2011-04 It's time to drop the rose-colored glasses and face the facts: most new businesses fail, with often devastating consequences for the would-be entrepreneur. The *Entrepreneur Equation* helps you do the math before you set down the entrepreneurial path so that you can answer more than just *Could I be an entrepreneur?* but rather *Should I be an entrepreneur?*. By understanding what it takes to build a valuable business as well as how to assess the risks and rewards of business ownership based on your personal circumstances, you can learn how to stack the odds of success in your favor and ultimately decide if business ownership is the best possible path for you, now or ever. Through illustrative examples and personalized exercises, *tell-it-like-it-is* Carol Roth helps you create and evaluate your own personal *Entrepreneur Equation* as you: Learn what it takes to be a successful entrepreneur in today's competitive environment. Save money, time and effort by avoiding business ownership when the time isn't right for you. Identify and evaluate the risks and rewards of a new business based on your goals and circumstances. Evaluate whether your dreams are best served by a hobby, job or business. Gain the tools that you need to maximize your business success. The *Entrepreneur Equation* is essential reading for the aspiring entrepreneur. Before you invest your life savings, invest in this book!

Align Expand, and Succeed Christine Kloser, Lynne Klippel.2010-10-01 The world is experiencing an urgent wake up call because the paradigms of the past don't work in today's changing times. *Align, Expand, and Succeed* contains personal stories, tips, tools, and strategies from successful conscious entrepreneurs around the world who are pioneers in creating a new world through their business.

Authority Marketing Adam Witty, Rusty Shelton.2018-05-03 Learn how to use Authority Marketing(R) to build thought leadership and dominate your competition by playing a game no one else knows is being played with this ground-breaking book! Are you the Authority in your field? Are you recognized as a stand-out thought leader, a published author, a keynote speaker, or a media personality? Are you viewed as a commodity? A hard-working expert who is a commodity and has to compete on every level, including price? One thing is for certain: Authority doesn't just happen; Authority is built through a systematic process called the Authority Marketing System. But how can you make this shift in an environment that is noisier and more crowded than ever before? If you are an entrepreneur, CEO, or professional who is frustrated with the traditional approach to marketing and wants to grow your business and make a bigger impact, this book will show you how to use the Authority Marketing System to create a clear and trackable blueprint to shift yourself from a commoditized expert to a highly visible Authority. In this book you will learn: - What Authority Marketing is and how to use it to grow your business - The 7 Pillars of Authority Marketing - How others have used Authority Marketing to create unimaginable success - Why thought leadership is your most important secret weapon Authority Marketing isn't about ego or attention--it's about accelerating the speed of trust so you are viewed not as an expert with something to sell, but as a thought leader with important insight to teach. Start growing your Authority today!

Get Clients Now! C. J. Hayden.2007 *Get Clients Now* empowers readers with practical, proven strategies for choosing the right marketing tactics for their situation and personality, diagnosing exactly what's missing in their marketing and fixing it, and replacing unproductive cold calling with the power of relationship marketing Filled with hundreds of tool and techniques, as well as a powerful 28-day plan that enables readers to energise their marketing efforts and dramatically increase their client base, the second edition contains up-to-the-minute strategies for relationship-based marketing in the Internet age. Key features Features a foreword by Jay Conrad Levinson, author of the *Guerilla Marketing* series, who also has this to say: *Get Clients Now* not only tells you the absolute truth about landing new clients, but also can transform you from a marketing amateur into a marketing genius Contains all new material on how to use the latest Internet marketing techniques like ezines, search engine optimisation, and blogging...and much more Packed with over 100 tactics, tools, and foolproof recipes customizable for any professional service business A popular speaker and seminar leader, C.J. has presented hundreds of programs on relationship marketing, fearless self-promotion, and entrepreneurial success to corporate clients, professional associations, and small businesses

SEO for Growth John Jantsch, Phil Singleton. 2016-09-11 Search Engine Optimization, also known as SEO, is how people search and find your website on the Internet. ... SEO is a key growth channel for your business, but the rules of SEO have changed dramatically in recent years. To grow your business in today's economy, you need a strong online presence. But what does that entail exactly? Marketing is no longer about mass-market advertising and outbound sales; it's about capturing demand -- grabbing the attention of people already looking to make a purchase or acquire specific knowledge. To do that, your content needs to be at the top of Internet search results--Amazon.com.

Get a F*cking Grip Matthew Kimberley. 2011-04-04 - You know the key to having more energy has nothing to do with crystals and chakras... and everything to do with how much sleep you get. - You know that neglecting your friends will leave you destitute and lonely... but you're still too damn lazy to pick up your phone and get in touch. - You know you could get through your to-do list in half the time... yet you're still stalking your ex on Facebook. - You know you just need a kick up the backside... and that's what you'll find within the pages of this book. *Get A F*cking Grip* is the self-help book for people who hate self-help, offering simple no-nonsense advice that you can implement into all areas of your life, allowing you to get on with everything you've always wanted to do. Learning how to get a f*cking grip is the key to taking back control of your life.

Reach Out: The Simple Strategy You Need to Expand Your Network and Increase Your Influence Molly Beck. 2017-09-29 A practical guide to building valuable career connections—through tools you already have and people you already know Success in life is more than having goals and skills. You need connections. And to get connections, you need to Reach Out—fearlessly, strategically, and every day of the work week. For many, this is a daunting and confusing task. Reach Out shows readers how to use social media and simple digital tools to begin building and expanding the number of people they know. Author Molly Beck explains how to: •Establish and strengthen your digital presence •Develop career goals that Reaching Out can help you obtain •Think strategically about who you have already met, who you could strengthen a relationship with, and who your current connections know •Determine who to Reach Out to and push past common networking fears to do it • Apply step-by-step instructions on how to craft email and social media messages to those you want to connect with •Optimize your efforts by managing both your time and your inbox The book features personal stories on networking from some of today's top thought leaders. Studies, statistics, and real world examples illustrate the key concepts of Reaching Out. Whether you're just starting out, changing jobs, or well-established and just eager to know more people, Reaching Out will help you turn career dreams into professional success by helping you connect with others who can put you on the fast track.

Building Your Ideal Private Practice: A Guide for Therapists and Other Healing Professionals Lynn Grodzki. 2000-04-17 Would you like to: Make more money in your private practice? Attract more ideal clients? Generate a flow of quality referrals? Revitalize your existing practice? Have increased confidence as a business owner? In this book, psychotherapist and business coach Lynn Grodzki acts as your personal business coach and shows you how to build an ideal private practice—one that is both highly profitable and personally satisfying. Today, being a talented professional is not enough to ensure the success of your private practice; you also need to be an enthusiastic, talented businessperson. Grodzki's business strategies are effective and immediately useful for a wide range of private practitioners, including social workers, psychologists, psychiatrists, massage therapists, energy healers, life coaches, and chiropractors. Whether you are just starting out as an independent practitioner or looking to revitalize an existing practice, *Building Your Ideal Private Practice* provides a foundation for business and personal growth that will lead you to a new level of personal and financial enrichment. Presenting innovative business concepts in a format specifically adapted for the therapeutic profession, this book guides professionals at all stages of their careers. Bringing together years of experience and the key elements from her Private Practice Success Program with an easy and accessible writing style, Grodzki's book will help you not only build a successful practice outside managed care, but also ensure that your business reflects your true values and talents.

Book Yourself Solid Michael Port. 2006-04-28 *Book Yourself Solid*—now in paperback—is a complete instructional guide for starting and growing a successful service business. It gives you simple, yet effective techniques for creating relentless demand and endless leads. It includes more than 200 proven marketing strategies for attracting new clients, earning more referrals, and building profitable, long-lasting professional relationships. If you want to take your service business to the next level, start here and *Book Yourself Solid*.

How We Decide Jonah Lehrer. 2010-01-14 The first book to use the unexpected discoveries of neuroscience to help us make the best decisions Since Plato, philosophers have described the decision-making process as either rational or emotional: we carefully deliberate, or we “blink” and go with our gut. But as scientists break open the mind's black box with the latest tools of neuroscience, they're discovering that this is not how the mind works. Our best decisions are a finely tuned blend of both feeling and reason—and the precise mix depends on the situation. When buying a house, for example, it's best to let our unconscious mull over the many variables. But when we're picking a stock, intuition often leads us astray. The trick is to determine when to use the different parts of the brain, and to do this, we need to think harder (and smarter) about how we think. Jonah Lehrer arms us with the tools we need, drawing on cutting-edge research as well as the real-world experiences of a wide range of “deciders”—from airplane pilots and hedge fund investors to serial killers and poker players. Lehrer shows how people are taking advantage of the new science to make better television shows, win more football games, and improve military intelligence. His goal is to answer two questions that are of interest to just about anyone, from CEOs to firefighters: How does the human mind make decisions? And how can we make those decisions better?

Exactly How to Sell Phil M. Jones. 2018-01-31 The sales guide for non-sales professionals *Exactly How to Sell* walks you through a tried and true process that draws on time tested methods that are designed to attract and keep more customers. No matter what you are selling (yourself, your product or your services) this simple read is certain to provide you actionable strategies to deliver you more of the sales results you are looking for. Inside, Phil M. Jones writes from experience and explains how to get more customers and keep them all happy—while they're spending more money, more often. Using simple, practical, and easy-to-implement methods in line with the modern business landscape, Phil educates and guides you, giving you the confidence you need to develop the skills you need to win more business. Boost your salesmanship to support your core profession Create intent in a buyer and scenarios where everybody wins Choose your words wisely and present like a pro Overcome the indecision in your customers and close more sales Manage your customer base and have them coming back for more If you want to up your sales game, *Exactly How to Sell* shows you how.

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