

## **The Go Giver A Little Story About A Powerful Business Idea**

Ninja Selling  
Choosing Him All Over Again  
Go-Givers Sell More  
Leading Gracefully  
The Go-giver Leader  
The Latte Factor  
A Teacher's Guide to the Go-Giver  
The Legend of the Monk and the Merchant  
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Among Heroes  
Their Eyes Were Watching God  
The Outward Mindset  
The Go-Giver Influencer  
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Every Man's Battle  
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The Go-Giver, Expanded Edition  
The Slight Edge  
The Go-Getter  
The Art of Persuasion  
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Love is the Killer App  
Take the Lead  
The Red Circle  
Adversaries Into Allies  
The Last Prospecting Guide You'll Ever Need

### **Ninja Selling**

The workplace is changing. From the boardrooms to non-profit organizations to the military, the typical male management style is now obsolete. There is a new generation of employees who reject hierarchical leadership and respond to the behaviors and characteristics that women traditionally exhibit. In other words, the time for women to take charge is now! In *SEE JANE LEAD*, Dr. Frankel provides a blueprint for women who want to tap their natural leadership abilities and manage with greater ease and confidence in the business world, on the soccer field, at home, and beyond. With the same sharp insight that she demonstrated in *Nice Girls Don't Get Rich* and *Nice Girls Don't Get the Corner Office*, Dr. Frankel shows women how they can overcome sabotaging childhood behaviors that hold them back, while offering practical advice and real-life examples of strong female leaders who have succeeded--in male dominated fields--beyond their wildest dreams.

### **Choosing Him All Over Again**

"She has everything that is supposed to make a young woman happy: handsome husband, dream job, new home, great vacations, fun friends, and plenty of money. But she isn't happy. Leaving husband, house, and friends behind, Juana begins her search for peace and happiness in earnest. Mistakenly, she thinks all she needs is "Mr. Right," but instead, Juana finds Jesus--and the peace she has always longed for. As she grows in her faith and her desire to please God, God rekindles in her heart a longing to be reconciled to her husband. However, the tables are now turned--her husband doesn't want Juana back. Juana learns how to let go and trust God, to let Him go to work and do what seems like the impossible . . . but will her marriage be restored?"

## **Go-Givers Sell More**

"The Go-Getter" by Peter B. Kyne. Published by Good Press. Good Press publishes a wide range of titles that encompasses every genre. From well-known classics & literary fiction and non-fiction to forgotten?or yet undiscovered gems?of world literature, we issue the books that need to be read. Each Good Press edition has been meticulously edited and formatted to boost readability for all e-readers and devices. Our goal is to produce eBooks that are user-friendly and accessible to everyone in a high-quality digital format.

## **Leading Gracefully**

2018 Axiom Business Book Award Winner, Gold Medal Stop Selling! Start Solving! In Ninja Selling, author Larry Kendall transforms the way readers think about selling. He points out the problems with traditional selling methods and instead offers a science-based selling system that gives predictable results regardless of personality type. Ninja Selling teaches readers how to shift their approach from chasing clients to attracting clients. Readers will learn how to stop selling and start solving by asking the right questions and listening to their clients. ?Ninja Selling is an invaluable step-by-step guide that shows readers how to be more effective in their sales careers and increase their income-per-hour, so that they can lead full lives. Ninja Selling is both a sales platform and a path to personal mastery and life purpose. Followers of the Ninja Selling system say it not only improved their business and their client relationships; it also improved the quality of their lives.

## **The Go-giver Leader**

Burg offers five simple principles of what he calls Ultimate Influence: the ability to win people to your side in a way that leaves everyone feeling great about the outcome-- and about themselves! He offers a tried-and-true framework for building alliances at work, at home, and anywhere else you seek to win people over.

## **The Latte Factor**

Unknowingly, too many of us operate from an inward mindset—a narrow-minded focus on self-centered goals and objectives. When faced with personal ineffectiveness or lagging organizational performance, most of us instinctively look for quick-fix behavioral band-aids, not recognizing the underlying mindset at the heart of our most persistent challenges. Through true stories and simple yet profound guidance and tools, The Outward Mindset enables individuals and organizations to make the one change that most dramatically improves performance, sparks collaboration, and accelerates innovation—a shift to an outward mindset.

## **A Teacher's Guide to the Go-Giver**

Riley Jenkins is an ambitious consultant who can't figure out why her firm hasn't promoted her to full partner. She's doing everything humanly possible--working weekends, answering emails immediately, attending every meeting, and sacrificing her personal life. Even so, she loses clients who say they're looking for fresher ideas. But she simply doesn't have time to do more. Pressured to attend a women's leadership retreat, Riley is forced to put her phone down for a silly group cooking exercise. At first, she can't think about anything but her mounting emails. But soon she's fascinated by the mysterious yet kindly conference leader, Juliet. Riley wonders why this woman has such a powerful, calming presence. Over the course of the weekend, Riley tries to figure out Juliet's secret. During a climatic walk on the beach, Juliet finally explains how she's able to achieve so much with such little stress. Vanderkam applies everything she's learned about time-management and work-life balance to this charming and inspiring story.

## **The Legend of the Monk and the Merchant**

Are you tired of playing games with your customers? The most widely used metaphors in sales are those related to sports, battle, or games. The challenge with this mindset is it requires that one person wins, and the other loses. Instead of falling victim to a win-lose approach, what if you shared a common goal with your potential client? How might things change if the client felt that you were more committed to their success than making the sale? Does it sometimes seem like you and your client are working against each other? Same Side Selling gives practical steps to break through sales barriers and turn confrontation into cooperation. Sellers that implement the Same Side Selling approach will be seen as a valuable resource, not a predatory peddler. A Different Type of Book on Selling What makes Same Side Selling different from any other book on this topic is that it is co-authored by people on both sides: a salesman (Ian) and a procurement veteran who understands how companies buy (Jack). The buyer's perspective is baked into every sentence of the book, along with the seller's point of view. Our aim is to replace the adversarial trap with a cooperative, collaborative mindset. We also want to replace the old metaphor of selling as a game. The New Metaphor: Selling Is a Puzzle Same Side Selling is the idea of solving a puzzle instead of playing a game. Discover how to sell with integrity from the same side of the table for better results all around.

## **Sidewalk Flowers**

Why givers - not takers or matchers - win big. Perfect for anyone who enjoyed QUIET or THINKING FAST AND SLOW. The motivations behind today's most successful leaders and entrepreneurs come to a simple yet

decisive explanation: there are people who give, people who take, people who match, and people who fake. Our world is filled with these givers, takers, matchers and fakers. Amazingly, those who succeed (not only personally but for their clients and companies) don't take or match. They give. (Although they're not necessarily philanthropic.) GIVE AND TAKE presents the fascinating secrets to givers' success. The results are unequivocal: givers gain big. Jack Welch, Richard Branson, Jon Huntsman Sr. - all of them are givers. In a world in which so many takers such as Bernard Madoff and Raj Rajaratnam have ruined lives and reputations, this book will reassure readers that the real power lies in becoming a giver. Since the vast majority of people aren't born givers, Grant not only presents the case for why givers win, he also offers their hidden strategies for winning.

### **Among Heroes**

Every life requires a spiritual foundation. "Grandfather, you left this" Julio lifted the leather-bound journal and stepped toward the old man. "It is yours now," said Antonio, with a gleam in his eye. "I've lived my life according to the twelve principles recorded in it. And if you will apply its principles as I did, your success will be greater than you could ever imagine." Be a minister in the marketplace. Terry Felber has written a parable that will transform your life and your business. Many years ago, this ago book helped Dave Ramsey rediscover the marketplace as a mission field--and merchants as ministers. Now let it open your eyes to the opportunities for service and leadership all around you. Are you ready for a change?The Legend of the Monk and the Merchant will change the way you see yourself, your job, and your purpose. Now includes personal and small group study guide.

### **Their Eyes Were Watching God**

Please note that IT'S NOT ABOUT YOU has been revised and republished with a new title, THE GO-GIVER LEADER (ISBN: 9780399562945). We encourage you to search for THE GO-GIVER LEADER instead of the old edition. From the Hardcover edition.

### **The Outward Mindset**

Teaches you how to achieve success in all aspects of your life - in your health, your finances, your personal relationships and family life.

### **The Go-Giver Influencer**

Leading Gracefully is a must-read for women who want to get to the next level in their career. Through personal stories, interviews of female executives as well as the latest neuroscience research, you

will learn how to successfully use 'feminine' strengths combined with traditional traits to breakthrough gender bias to lead with confidence.

### **The Go-Giver Leader**

Do you have all of the prospects you need? Few of us do! Bob Burg has learned the secrets of effective prospecting, and now he offers his proven, time-tested techniques to you! In this powerful guide, he shows beginners and pros alike how to gather qualified candidates efficiently and painlessly. With *The Last Prospecting Guide You'll Ever Need* by your side, you will learn exactly how to cultivate all of the business prospects you could ever want.

### **Every Man's Battle**

Here is a book as joyous and painful, as mysterious and memorable, as childhood itself. *I Know Why the Caged Bird Sings* captures the longing of lonely children, the brute insult of bigotry, and the wonder of words that can make the world right. Maya Angelou's debut memoir is a modern American classic beloved worldwide. Sent by their mother to live with their devout, self-sufficient grandmother in a small Southern town, Maya and her brother, Bailey, endure the ache of abandonment and the prejudice of the local "powhitetrash." At eight years old and back at her mother's side in St. Louis, Maya is attacked by a man many times her age—and has to live with the consequences for a lifetime. Years later, in San Francisco, Maya learns that love for herself, the kindness of others, her own strong spirit, and the ideas of great authors ("I met and fell in love with William Shakespeare") will allow her to be free instead of imprisoned. Poetic and powerful, *I Know Why the Caged Bird Sings* will touch hearts and change minds for as long as people read. "I Know Why the Caged Bird Sings liberates the reader into life simply because Maya Angelou confronts her own life with such a moving wonder, such a luminous dignity."—James Baldwin  
From the Paperback edition.

### **Endless Referrals**

Argues that the key to business success is to use one's knowledge, network, and compassion to support colleagues and encourage their growth, offering tips on using books to learn as much as possible, developing a meaningful network of contacts, and becoming a more loving, compassionate, and fulfilled individual. Reprint. 50,000 first printing.

### **Setback Leadership**

The Go-Giver tells the story of an ambitious young man named Joe who yearns for success but is frustrated in his efforts. Over the course

of one week, through encounters with an enigmatic consultant named Pindar and a series of Pindar's friends, Joe learns that changing his focus from getting to giving--putting others' interests first and continually adding value to their lives--ultimately leads to unexpected returns. Imparted with wit and grace, *The Go-Giver* is a classic bestseller that brings to life the old proverb "Give and you shall receive." Originally intended for adult readers, *The Go-Giver* touched a chord in readers from all walks of life--including avid young readers, from middle school through college age. Shortly after its 2007 publication the book was picked up by Randy Stelter, a high school English teacher and athletic director in the northwest Indiana school system. Randy used the book to help enhance his students' perspective on "what it's going to take to be successful in the real world," and has taken his school's senior class through the book every year since. Soon other educators began following suit, adopting the book as part of their curricula at every level from high school through graduate school. Now Randy has teamed up with *Go-Giver* authors Bob Burg and John David Mann to create this *Teacher's Guide*, a detailed lesson plan that includes vocabulary lists, assigned readings, questions for comprehension, extensive topics for class discussion, questions for critical thinking, and a set of final projects designed to deepen students' understanding of the book and to ground its lessons in their own everyday experience. While designed as a high school curriculum, the *Guide's* content and approach can also be adapted for use in higher-education settings.

### **The 5 Love Languages**

There's this weird gap in life that's fuelled by cheap tacos and even cheaper tequila - also known as our twenties. It's a specific limbo between being a teenager and a Proper Adult, and though it's wildly confusing, often lonely, sometimes embarrassing and frequently daunting, there's also a whole lot of magic to be found in the chaos. It's a time when we're finding our own voices, cementing our relationships and starting to fulfil our big ambitions (or simply just working out what they are). Michelle Andrews and Zara McDonald, creators of the award-winning pop culture podcast *Shameless*, are two of the many twentysomething women trying to make sense of it all. They definitely don't have all the answers but they know that mapping out our place in the world is a little bit easier when we do it together. Brimming with wit and unflinching honesty, these are their stories and personal puzzles about life as twentysomethings- from heartbreak and mental health challenges to overcoming career setbacks and letting go of fear. (Not forgetting the deeper meaning behind the states of their fridges and why it's so damn good to ghost out of a friend's party.) Join Zara and Michelle as they figure out who they are now and who they want to be. You just might find tiny pieces of yourself in the space between the first page and the last.

### **The Go-Giver**

"Why is it that some people challenge us and motivate us to rise to our best abilities, while others seem to drain our energy and spirit? What is that particular quality certain people have that causes those around them to engage fully and feel connected?" You are a leader. You do not need to be in a boardroom, on a battlefield, or on a ballot to have a profound impact on everyone around you. In this life-changing book, Betsy Myers—senior adviser to two US presidents and former executive director of Harvard's Center for Public Leadership—demonstrates how each of us has opportunities to take the lead every day and shares seven core principles that will enable us to be more productive, engaged, and successful. From the Oval Office to the playground, cabinet meetings to kitchen tables, in public life and private, Betsy Myers has seen firsthand the emergence of a new leadership model where having all the answers up front is less important than asking the right questions, where strength is derived less from the power you wield than from how you make the people around you feel. With personal stories from her time in government, in academia, and on the campaign trail, as well as her experiences as a wife, daughter, and mother, Myers helps all of us learn to set the right priorities for ourselves; to connect on a deeper level with the people around us; to uncover problems early when they are still easy to fix; to collaborate with those whose points of view are different from our own; and to push through our fears and live our most authentic lives. Myers demonstrates that more than simply making people feel good, this kind of leadership can have a profound effect on the results achieved: it is how initiatives are launched, profits are made, and work gets done. Personal, practical, and profoundly inspiring, *Take the Lead* is a book for anyone who wonders where all the great leaders have gone. Betsy Myers helps us see that true leadership is all around us—and within us.

### **The Giving Tree**

*The Red Circle: My Life in the Navy SEAL Sniper Corps and How I Trained America's Deadliest Marksmen Now* including an excerpt from *The Killing School: Inside the World's Deadliest Sniper Program BEFORE HE COULD FORGE A BAND OF ELITE WARRIORS HE HAD TO BECOME ONE HIMSELF*. Brandon Webb's experiences in the world's most elite sniper corps are the stuff of legend. From his grueling years of training in Naval Special Operations to his combat tours in the Persian Gulf and Afghanistan, *The Red Circle* provides a rare and riveting look at the inner workings of the U.S. military through the eyes of a covert operations specialist. Yet it is Webb's distinguished second career as a lead instructor for the shadowy "sniper cell" and Course Manager of the Navy SEAL Sniper Program that trained some of America's finest and deadliest warriors—including Marcus Luttrell and Chris Kyle—that makes his story so compelling. Luttrell credits Webb's training with his own survival during the ill-fated 2005 Operation Redwing in Afghanistan. Kyle went on to become the U.S. military's top marksman, with more

than 150 confirmed kills. From a candid chronicle of his student days, going through the sniper course himself, to his hair-raising close calls with Taliban and al Qaeda forces in the northern Afghanistan wilderness, to his vivid account of designing new sniper standards and training some of the most accomplished snipers of the twenty-first century, Webb provides a rare look at the making of the Special Operations warriors who are at the forefront of today's military. Explosive, revealing, and intelligent, *The Red Circle* provides a uniquely personal glimpse into one of the most challenging and secretive military training courses in the world.

### **Give and Take**

As *The Giving Tree* turns fifty, this timeless classic is available for the first time ever in ebook format. This digital edition allows young readers and lifelong fans to continue the legacy and love of a household classic that will now reach an even wider audience. Never before have Shel Silverstein's children's books appeared in a format other than hardcover. Since it was first published fifty years ago, Shel Silverstein's poignant picture book for readers of all ages has offered a touching interpretation of the gift of giving and a serene acceptance of another's capacity to love in return. Shel Silverstein's incomparable career as a bestselling children's book author and illustrator began with *Lafcadio, the Lion Who Shot Back*. He is also the creator of picture books including *A Giraffe and a Half, Who Wants a Cheap Rhinoceros?*, *The Missing Piece*, *The Missing Piece Meets the Big O*, and the perennial favorite *The Giving Tree*, and of classic poetry collections such as *Where the Sidewalk Ends*, *A Light in the Attic*, *Falling Up*, *Every Thing On It*, *Don't Bump the Glump!*, and *Runny Rabbit*. And don't miss these other Shel Silverstein ebooks, *Where the Sidewalk Ends*, and *A Light in the Attic!*

### **Space Between, The**

As a Navy SEAL, Brandon Webb rose to the top of the world's most elite sniper corps. Along the way, Webb served beside, trained and supported men he came to know not just as fellow warriors, but as friends and, eventually, as heroes. This is his personal account of eight extraordinary SEALs, who gave all for comrades and country. These are men who left behind powerfully instructive examples of what it means to be alive - and what it truly means to be a hero.

### **The Go-Giver**

the challenge every man facesthe fight every man can win From the television to the Internet, print media to videos, men are constantly faced with the assault of sensual images. It is impossible to avoid such temptationsbut, thankfully, not impossible to rise above them. Shattering the perception that men are unable to control their thought

lives and roving eyes, Every Man's Battle shares the stories of dozens who have escaped the trap of sexual immorality and presents a practical, detailed plan for any man who desires sexual purity-perfect for men who have fallen in the past, those who want to remain strong today, and all who want to overcome temptation in the future. Includes a special section for women, designed to help them understand and support the men they love.

### **It's Not About You**

"Every setback has the potential to be a leadership breakthrough. Are you tapping into that potential?" At some point or the other in life, everybody goes through terribly tough times. Most people get stumped by these; they don't know how to handle them. Plagued by negative emotions such as sorrow, anxiety, fear and self-doubt, they struggle to get back on their feet and find their way through life again. But the truth is, on the other side of setbacks lie great rewards. True leaders know this. Which is why, they see every setback as an opportunity for personal transformation to achieve exponential success. This book brings forth stories of such incredible leaders, who have turned their setbacks into breakthroughs. As you read their stories, you will learn the tools, techniques and strategies used by them. In turn, this will equip you to handle your setbacks like a pro - and turn every adversity into an opportunity of a lifetime!

### **I Know Why the Caged Bird Sings**

"I met last week with your leaders," Ben began. "I heard what they had to say. And you know, they make a good point." He paused. Take charge, Ben, he told himself. Take control. He looked around the conference room. Take, take, take. Was that really what he was here to do? With their acclaimed bestseller *The Go-Giver*, Bob Burg and John David Mann proved that a heartfelt parable could also express a powerful idea. In *The Go-Giver Leader* (originally published as *It's Not About You*), they offer an equally compelling tale about a struggling small business and the ambitious young executive trying to lead them to a crucial decision. Allen & Augustine has manufactured high-quality chairs for decades. Its people take pride in their work and feel loyal to their owners and management team. But this revered company is now at a crossroads, hurt by a tough economy, foreign competition, and a cash crunch. The air is filled with the scent of uncertainty, anxiety, perhaps even panic. Into this setting enters Ben, who's been assigned by a larger firm to promote a merger that will rescue Allen & Augustine. Ben's facts are undeniable: the chair maker can either merge and modernize or go bankrupt and vanish. So why can't he persuade anyone to buy in, from the CEO on down? Will Ben find a way to sway the employee shareholders before the climactic vote? And can Allen & Augustine survive without losing its soul? The answers may surprise you as you follow Ben on his journey to understanding that the path to genuine influence lies less in taking leadership than in

giving it. This revised and updated edition includes a new introduction, a discussion guide, and a Q&A with the authors. From the Hardcover edition.

### **The Talmud**

The Art of Persuasion teaches you how to get what you want when you want it. You would love to have that ability, right? After studying some of the most successful men and women in modern history, author Bob Burg noticed how many common characteristics these people have—and shares them all with you. One trait that stands above all the rest is their ability to win people over to their way of thinking—they were all persuasive. Each of these life winners had a burning desire, coupled with great creativity, and a total, unshakable belief in their mission or cause. The Winning principles you will learn include: Making People Feel Important Everything is Negotiable Dealing with Difficult People Persuasion in Action What Sets You Apart from the Rest Nuggets of Wisdom Presented in everyday, clear, and often humorous language, The Art of Persuasion leaves an impression on you that will last a lifetime—filled with one success after another!

### **See Jane Lead**

### **Juliet's School of Possibilities**

INSTANT NEW YORK TIMES, USA TODAY, WALL STREET JOURNAL, AND INTERNATIONAL BESTSELLER Discover #1 New York Times bestselling author David Bach's three secrets to financial freedom in an engaging story that will show you that you are richer than you think. Drawing on the author's experiences teaching millions of people around the world to live a rich life, this fast, easy listen reveals how anyone—from millennials to baby boomers—can still make his or her dreams come true. In this compelling, heartwarming parable, Bach and his bestselling coauthor John David Mann (The Go-Giver) tell the story of Zoey, a twenty-something woman living and working in New York City. Like many young professionals, Zoey is struggling to make ends meet under a growing burden of credit card and student loan debt, working crazy hours at her dream job but still not earning enough to provide a comfortable financial cushion. At her boss's suggestion, she makes friends with Henry, the elderly barista at her favorite Brooklyn coffee shop. Henry soon reveals his "Three Secrets to Financial Freedom," ideas Zoey dismisses at first but whose true power she ultimately comes to appreciate. Over the course of a single week, Zoey discovers that she already earns enough to secure her financial future and realize her truest dreams—all she has to do is make a few easy shifts in her everyday routine. The Latte Factor demystifies the secrets to achieving financial freedom, inspiring you to realize that it's never too late to reach for your dreams. By following the simple,

proven path that Henry shows Zoey, anyone can make small changes today that will have big impact for a lifetime, proving once again that "David Bach is the financial expert to listen to when you're intimidated by your finances" (Tony Robbins, #1 New York Times bestselling author of Money: Master the Game).

### **How to Tame Your Advice Monster**

"Most people just laugh when they hear that the secret to success is giving. . . . Then again, most people are nowhere near as successful as they wish they were." The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. Desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman. Over the next week, Pindar introduces Joe to a series of "go-givers": a restaurateur, a CEO, a financial adviser, a real estate broker, and the "Connector" who brought them all together. Pindar's friends teach Joe the Five Laws of Stratospheric Success and help him open himself up to the power of giving. Joe learns that changing his focus from getting to giving—putting others' interests first and continually adding value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a classic bestseller that brings to life the old proverb "Give and you shall receive." Nearly a decade since its original publication, the term "go-giver" has become shorthand for a defining set of values embraced by hundreds of thousands of people around the world. Today this timeless story continues to help its readers find fulfillment and greater success in business, in their personal lives and in their communities. This expanded edition includes the text of the original business parable, together with a foreword by Arianna Huffington, a new introduction, a discussion guide, and a Q&A with the authors.

### **Same Side Selling**

With their national bestseller The Go-Giver, Bob Burg and John David Mann took the business world by storm, showing that giving is the most fulfilling and effective path to success. That simple, profound story has inspired hundreds of thousands of readers around the world—but some have wondered how its lessons stand up to the tough challenges of everyday real-world business. Now Burg and Mann answer that question in Go-Givers Sell More, a practical guide that makes giving the cornerstone of a powerful and effective approach to selling. Most of us think of sales as convincing potential customers to do something they don't really want to. This mentality sets up an adversarial relationship and makes the sales process much harder than it has to be. As Burg and Mann demonstrate, it's far more productive (and satisfying) when salespeople think like Go-Givers. Cultivate a trusting relationship and focus exclusively on creating value for the

other person, say the authors, and great results will follow automatically. Drawing on a wide range of examples of real-life salespeople who have prospered by giving more, Burg and Mann offer tips and strategies that anyone in sales can start applying right away.

### **The Go-Giver, Expanded Edition**

A new edition with expanded content is available now, "The Go-Giver, Expanded Edition: A Little Story About a Powerful Business Idea" An engaging book that brings new relevance to the old proverb "Give and you shall receive" The Go-Giver tells the story of an ambitious young man named Joe who yearns for success. Joe is a true go-getter, though sometimes he feels as if the harder and faster he works, the further away his goals seem to be. And so one day, desperate to land a key sale at the end of a bad quarter, he seeks advice from the enigmatic Pindar, a legendary consultant referred to by his many devotees simply as the Chairman. Over the next week, Pindar introduces Joe to a series of "go-givers:" a restaurateur, a CEO, a financial adviser, a real estate broker, and the "Connector," who brought them all together. Pindar's friends share with Joe the Five Laws of Stratospheric Success and teach him how to open himself up to the power of giving. Joe learns that changing his focus from getting to giving—putting others' interests first and continually adding value to their lives—ultimately leads to unexpected returns. Imparted with wit and grace, The Go-Giver is a heartwarming and inspiring tale that brings new relevance to the old proverb "Give and you shall receive." From the Hardcover edition.

### **The Slight Edge**

From the bestselling authors of The Go-Giver, Go-Givers Sell More, and The Go-Giver Leader comes another compelling parable about the paradox of getting ahead by placing other people's interests first. The Go-Giver Influencer is a story about two young, ambitious businesspeople: Gillian Waters, the chief buyer for Smith & Banks, a midsized company that operates a national chain of pet accessory stores; and Jackson Hill, the founder of Angels Clothed in Fur, a small but growing manufacturer of all-natural pet foods. Each has something the other wants. To Jackson, Smith & Banks represents the possibility of reaching more animals with his products--if he can negotiate terms and conditions that will protect his company's integrity. To Gillian, Angels Clothed in Fur could give her company a distinctive, uniquely high-quality line that will help them stand out from their competitors--if Angels Clothed in Fur can be persuaded to give them an exclusive. At first, the negotiations are adversarial and frustrating. Then, coincidentally, Gillian and Jackson each encounter a mysterious yet kindly mentor. Over the next week, while neither one realizes the other is doing the same, both Gillian and Jackson learn the heart of both mentors' philosophies: The Five Secrets of Genuine Influence. The story ends in a way that surprises everyone--and with lessons we can

all apply in our efforts to resolve conflicts and influence others.

### **The Go-Getter**

Living in a "perfect" world without social ills, a boy approaches the time when he will receive a life assignment from the Elders, but his selection leads him to a mysterious man known as the Giver, who reveals the dark secrets behind the utopian facade.

### **The Art of Persuasion**

Winner of the Governor General's Literary Award for Children's Illustrated Book A New York Times Best Illustrated Children's Book of the Year In this wordless picture book, a little girl collects wildflowers while her distracted father pays her little attention. Each flower becomes a gift, and whether the gift is noticed or ignored, both giver and recipient are transformed by their encounter. "Written" by award-winning poet JonArno Lawson and brought to life by illustrator Sydney Smith, Sidewalk Flowers is an ode to the importance of small things, small people and small gestures.

### **The Giver**

With over 100,000 copies sold, this is one of the most popular business- and sales-boosting guides ever written. This new edition offers successful entrepreneur and speaker Bob Burg's proven relationship-building system that thousands of professionals and entrepreneurs have used to turn casual contacts into solid sales opportunities. In Endless Referrals, he shows you how to: Turn every contact into a sales opportunity o Dramatically increase your business without spending more time or money o Identify the most profitable contacts o Use six keys to remember names and faces o NEW SECTION! Network the Internet o NEW SECTION! Set up a successful home-based business o Take the intimidation out of telephoning o Overcome fear of rejection o NEW SECTIONS! Succeed in multi-level, network, and mail order marketing o Position yourself as an expert o Mark yourself for success!

### **Love is the Killer App**

Their Eyes Were Watching God is a 1937 novel by African-American writer Zora Neale Hurston. It is considered a classic of the Harlem Renaissance of the 1920s, and it is likely Hurston's best known work.

### **Take the Lead**

### **The Red Circle**

From the author of the runaway bestseller *The Coaching Habit* comes an authoritative guide to getting the most out of your workforce--and it all starts with curbing your urge to dole out advice. In *The Advice Trap*, bestselling author, speaker, and leadership coach Michael Bungay Stanier shares his invaluable insights into developing team members' professional performance, using tips that even the busiest managers can put into play. Learn how to confront and quell the three advice monsters that lurk inside us all, and how to resist the seven temptations that can ensnare even the most well-meaning manager. With his trademark wit and wisdom, Michael shows you exactly how to ask questions that drive impact and engagement, eliminate the negative and accentuate the positive. He takes you through examples of common problem situations, and reveals how to overcome them by using his everyday coaching tips. Finally, he shows you how to attain the highest level of engagement with his "blackbelt" tools of employee interaction: transparency, lightness and deep appreciation. A companion to *The Coaching Habit*, *The Advice Trap* gives you the power to say less, ask more--and change how you lead forever.

### **Adversaries Into Allies**

- Over 11 million copies sold - #1 New York Times Bestseller for 8 years running - Now celebrating its 25th anniversary Simple ideas, lasting love Falling in love is easy. Staying in love--that's the challenge. How can you keep your relationship fresh and growing amid the demands, conflicts, and just plain boredom of everyday life? In the #1 New York Times bestseller *The 5 Love Languages*, you'll discover the secret that has transformed millions of relationships worldwide. Whether your relationship is flourishing or failing, Dr. Gary Chapman's proven approach to showing and receiving love will help you experience deeper and richer levels of intimacy with your partner--starting today. *The 5 Love Languages* is as practical as it is insightful. Updated to reflect the complexities of relationships today, this new edition reveals intrinsic truths and applies relevant, actionable wisdom in ways that work. Includes the Couple's Personal Profile assessment so you can discover your love language and that of your loved one.

### **The Last Prospecting Guide You'll Ever Need**

Revised edition of the authors' *It's not about you*, 2011.

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