

Perfecting Your Pitch Garage

Maryrose Wood follows up her hilarious hit *Why I Let My Hair Grow Out* with another irreverent, teen angst-filled, girl-power romp. On a bike tour of Ireland last summer, Morgan Rawlinson fell for Colin, the hunky guide, and entered a portal that turned her into the goddess Morganne. Now she's back to her painfully normal life and her relationship with Colin has fizzled to the occasional e-mail, until he writes saying he's coming to Connecticut, just in time for the prom. But when he arrives, he's exhausted. It seems that when Morgan crossed the portal as Morganne, a spell was cast on Colin. In his dreams he's being forced to dance til dawn with the faeries, who want to boogie with him for eternity. Somehow she has to break the spell on her date, help plan the prom, and find the perfect dress. Oh, what a night?

International marketing expert David Andrusia shares his essential tips and tricks for pitching yourself in today's hyper-competitive job market. Whether it's finding a new job, holding on to current employment, or nailing down a new promotion, the key is learning how to effectively sell or "pitch" oneself to others. In this insightful and entertaining handbook, Andrusia explains how to succeed in today's competitive and constantly shifting job market by perfecting the tailored pitch, the personal pitch, the power pitch, and the team pitch.

Lawrence Dworin's guide covers a variety of topics essential to the purchase and renovation of homes for profit. Included are chapters on remodeling for profit, selecting the right house, using real-estate agents, buying a home, getting the appropriate financing, repairing structural and mechanical problems, decorating the interior, selling the house, and keeping rental property.

Real estate remains one of the most stable investments available in Canada, offering a higher return than GICs and more security than stocks. *Real Estate Investing For Canadians For Dummies, 2nd Edition* offers a clear, comprehensive, and Canadian look at investing in real estate, from investigating properties (and other investment options, such as REITs), to securing financing, to managing properties, to knowing when to sell. Real-life anecdotes, useful web resources, and a balanced perspective will make this the ideal book for people looking to explore this lucrative field. Content in this revised edition covers the new opportunities available (such as foreclosures), the significant changes to financing, and changes to property management laws that every investor must know. Gray and Mitham also explore how investors can manage risk and survive (and thrive) in a volatile market and offer new advice on how to manage maintenance costs.

The renowned instructor behind elite pros such as Phil Mickelson and Vijay Singh shows you how to conquer the ten shots you fear the most. Some golfers stand over shots with so much fear in their hearts that they can't bear to swing their clubs. Others, filled with anxiety, butcher shots they might otherwise hit reasonably well. After conducting worldwide surveys to determine which shots

golfers fear the most, master golf instructor Dave Pelz has focused his skilled research and development on creating a methodology and conditioning process proven to teach golfers how to conquer their top 10 most feared shots. The first book to use the "Golfer's Eye View(tm)"-a technique developed for Pelz by "hall of fame" golf photographer Leonard Kamsler-Dave Pelz's *Golf without Fear* features Pelz's signature combination of science and savvy. Coaching readers through their shots, Pelz offers a visual method of instruction, with close-up images of the problems that caused their fears, the solutions to those problems, and step-by-step instructions for how to execute those shots with confidence in the future. He retrains golfers to apply precise, clearly defined body positions and setups, in addition to specific techniques for the moment when contact with the ball occurs, making Dave Pelz's *Golf without Fear* a trove of score-saving lessons. With full-color photography throughout, this is a powerful course in making winners out of even your worst shots.

A sexy, witty love story. A woman's curves excites a man. The sharp edges of her mind intrigues a man. And no matter how perfect their love may seem; Their imperfections can tear them apart. Once again H. Adrian Sexton offers a tantalizing novel centered on disparately single neighbors leading lives as polarly opposite as the sides of their duplex. A single Man Tries to Find Love Strait-laced, Navy Commander Anton 'MAJAC' Charles has good looks, good friends and a successful Naval career. By most standards, he has it all. All that is, except a woman to share it with. Despite having loved and lost before, he continues to search for the kind of joy he covets of his best friend's relationship; the happily married fairytale, complete with the perfect wife and beautiful children. A widower copes with losing love. When the untimely loss of his wife leaves him terrified at the very thought of emotional intimacy, recently widowed Doctor Solomon Alexandre, dives headlong into his work and all but forgets about the opposite sex. At every turn, women see him, but he only sees his deceased wife. That is until a sensual, beautifully-spirited woman sets her sights on rekindling the sexy spirit buried deep inside the repressed Dark Knight. A bold and beautifully written exploration into the bonds of friendship where friends and lovers lean into the Curves, Edges and Perfect Imperfections that guide them through the intriguing and sometimes frustrating journey of entanglements that make love matter. Heather Sutherland brings us a joyful and enchanted tale about a family of children who discover an abandoned garage and embark on an adventure that is literally out of this world. The garage is no ordinary place. Home to a lonely car called Lizzy and a rather grumpy spider, they find magic, music and secrets within its walls. As a special friendship develops the children find that Lizzy needs their help and when the owner of the garage returns at last, an amazing journey begins. The owner, a funny, strange old man called Old Sutho has discovered some ancient magic. When the garage reveals its ultimate secret they realise they're going to need that magic if they are to make it to the North Pole and back in time. After all, millions of children are relying on them to make the most

important delivery of their lives. If only old Sutho had realised that old friends are the best friends! Now it's all up to Lizzy.....

Derek The sound of the gavel crashing down, Has my life flashing before my eyes. Learning to play ball. Falling in love, Marrying an incredible woman and starting a family Becoming a starting pitcher for the Indianapolis Lightning. Everything I ever wanted... Until I struck out. The same success that gave me the life I dreamed of, Took it all away. I'd do anything for a second chance, Even throw the perfect pitch. Jillian A signature on a piece of paper... It binds you to someone, or it can tear them away. It broke my heart to file the papers. Gutted me to sign them. But this isn't the life I envisioned. Tired of competing to be his number one priority, I had to walk away from the man I loved. I needed to be strong for our girls, for me. Life goes on. People can change. Now he wants a second chance. But can I forgive the man who threw it all away, and trust that he won't do it again?

A single blueprint for a garage, gazebo or shed can cost a consumer far more than the cost of this book. With more than 50 detailed plans with complete instructions, this book offers an amazing value for homeowners. More than 1,000 color photos and detailed, step-by-step instructions leave nothing to chance, allowing homeowners to easily save thousands of dollars, even if they only build one or two projects. This definitive book will be a treasured resource for years.

NALI By Esther Henry In an era of darkness, mystery, tropical jungles and cannibalism, Nali tries to buck the ancient traditions, only to find herself deeply entrenched in them. As a young girl full of dreams, she is given to a tribal elder in marriage and quickly learns that her girlhood dreams could be shattered overnight. The rain forest held a secret refuge that only Nali knew, where she took her dreams and her delusions. Will she be forced to succumb to a subservient role the rest of her life, or can she overcome the hopelessness that comes with isolation, ignorance and tradition? Deep in the heart of New Guinea lies the village of Mendoka, beautifully camouflaged from the rest of the world. Although the village has yet to be discovered, the outside world would soon have an influence on their lives. An interruption to their peaceful simplicity would both terrify them and cause them to search for answers. Readers will be able to follow the lives of those who lived in a much simpler time and become immersed in the culture that controlled their everyday existence.

This electrifying book covers all the requirements for musicians who would like to play music by ear.

Given a terminal diagnosis (actually two of them) thirty-five year old Miguel Padilla decides he must accomplish something meaningful before death. He seizes on the idea of donating a kidney to save someone's life. Then he decides: why stop there? Why not donate... everything? Why not indeed? Reviews of the Transplant Tetralogy series "His wit and style are as compelling as his tightly wound thriller plots, and his thoughts on the world we live in are fascinating and, often, spot on ... An awe-inspiring feat." Washington Post "Fitzhugh's stuff is unique. It's also alarmingly accurate. That's what makes it so good." Clarion-Ledger "Bill Fitzhugh just gets better and better." Christopher Moore "A thrilling tale of science run amok ... laugh-out-loud send-ups of the madness of modern life." Booklist "Fast, funny, deft action ... You have to

experience it, hanging on tight and keeping those pages turning.” New Orleans Times-Picayune “Where Bill Fitzhugh earned his Ph.D. in street smarts is a mystery. The wicked sense of humor he must have been born with.” Dallas Morning News “Genuinely funny ... his satiric eye spares no one.” Publishers Weekly

If you are planning to build a new garage, this is the one-stop guide where you'll find several new and complete sets of building plans for garages of the most popular sizes and styles. If building a new garage is where you want to go, the BLACK+DECKER Complete Guide to Garages will show you how. And if you already own a garage, you will not be left out. Storage upgrades, remodeling, and specific customization projects are yours to master. Electrical and lighting improvements, floor resurfacing, loft construction, garage-door replacement, and many more projects fill out the book, helping you upgrade your garage. The BLACK+DECKER Complete Guide to Garages is the most comprehensive book on all things garages.

A defense lawyer's newest client is a racist—but is he a killer? “Bernhardt keeps his readers coming back for more” (Library Journal). For Ben Kincaid, the forests of Arkansas are a place to escape the hubbub of the courtroom and enjoy the outdoors. But for the thousands of Vietnamese refugees who came through this backwoods area in the mid-1970s, the Ouachita Mountains were a place to begin their new life in the United States. And for Tommy Vuong, an activist among the American-born Vietnamese, the woods are a place to die. When Vuong is found stabbed through the neck beneath a burning cross, the logical suspect is Donald Vick, a member of a local white supremacist hate group who was seen fighting with Vuong the previous day. No lawyer in the county will take Vick's case, but Kincaid can't refuse. His new client is sullen, hateful, and demands to plead guilty—even though there's no evidence linking him to the crime scene. No matter what it takes, Kincaid will bring justice to the backwoods, whether the inhabitants like it or not.

Pitching the Perfect Investment + Website will present a two-step process: 1) finding the perfect investment; and 2) crafting the perfect pitch. It presents world-class insights into search strategy, data collection and research, securities analysis, risk assessment and management, combined with the use of critical thinking, to uncover the perfect opportunity for professional analysts, sophisticated private investors and ambitious young analysts as well as mergers and acquisition specialists advising clients, financial consultants and corporate financial analysis teams. Pitching draws from the disciplines of psychology, argumentation and informal logic. It instructs the investor analysts of all types how to craft this perfect investment into the perfect pitch. Pitching an investment is an essential skill to securing and then excelling at your job on Wall Street. In this book: The money manager will learn how to analyze and pitch ideas to potential investors in order to get them to invest in his or her fund. The analyst will learn how to source, analyze, value and pitch a compelling stock idea to their superiors in order to advance their careers. The banker will learn how to pitch acquisition ideas to senior executives and corporate clients to win business. The C-level executive of a public or private company will learn how to pitch his company to existing and potential investors. The salesperson will learn how to analyze and pitch a compelling idea to clients. The sophisticated or enterprising individual investor will learn how to source, analyze and value investment ideas to make money. The student will learn how to source, analyze, value and pitch a compelling stock idea in order to secure a job on Wall Street. This is

an essential skill for the ambitious young investment analyst looking to begin a career on Wall Street as well as the seasoned veteran discussing an idea on CNBC, and every investor in-between.

"From the author of the "raw, ingenious, and utterly fearless" (Wendy Walker, USA Today bestselling author) TEMPER comes a dynamic psychological thriller about two women who give bad men exactly what they deserve--one an English professor/serial killer who murders the most evil man she knows each year, and the other a lost college freshman seeking vengeance after her best friend is sexually assaulted at a party"-- Past Perfect is a story of love and loss, prejudice and resolution, as well as the search for selfhood. Prompted by a brush with mortality, her children approaching adulthood and the relationship with her husband being tested, Sue Spencer embarks on a search for meaning in her life-for a better sense of who she might be. Her quest takes her to to Akaroa, to France and back, tracing her genealogy.

From Chip and Dan Heath, the bestselling authors of Switch and Made to Stick, comes The Myth of the Garage ... and other minor surprises, a collection of the authors' best columns for Fast Company magazine. There are 16 pieces in all, plus a previously unpublished piece entitled 'The Future Fails Again'. In Myth, the Heath brothers tackle some of the most (and least) important issues in the modern business world: - Why you should never buy another mutual fund ('The Horror of Mutual Funds') - Why your gut may be more ethical than your brain ('In Defense of Feelings') - How to communicate with numbers in a way that changes decisions ('The Gripping Statistic') - Why the 'Next Big Thing' often isn't ('The Future Fails Again') - Why you may someday pay \$300 for a pair of socks ('The Inevitability of \$300 Socks') - And 12 others . . . Punchy, entertaining, and full of unexpected insights, the collection is the perfect companion for a short flight (or a long meeting).

Have you ever wished you had the time and tools to organize your house in a clutter-free, design-conscious, Pinterest-worthy way? From storage solutions and cleaning tips to secret space-saving methods and expert strategies, The Complete Book of Home Organization is packed with the tips and shortcuts you need to effectively organize your home. From small spaces and apartment solutions to how to tackle a big, messy home with a 15-week total home organization challenge, this book covers it all. The Complete Book of Home Organization spells out everything you need to de-clutter your house, store your belongings, and keep your home—and life—in tip-top shape. With high-quality design, intricate detail, and a durable flexicover—this manual is the perfect gift! Organize the 30 main spaces of your home, including the living and dining spaces, bedrooms and bathrooms, guest areas, baby and kids' rooms, utility spaces and garages, entryways and offices, patios and decks, closets and pet areas! Keep track of your pantry, holiday and craft supplies, weekly menu planning, keepsakes, and schedules. From the basement to the attic, this book covers every nook and cranny. With step-by-step instructions, detailed illustrations, and handy checklists, say goodbye to a messy home and wasted storage space!

Garage Band Theory

On those days when French fries litter the floor of your minivan, when you think bad words about other drivers, when your smile hides an anxious heart—in those moments when you fall short of all you'd hoped to be—what does God see when He looks at you? In your less-than-lovely moments, God sees a precious daughter in need of His perfect

love. In this liberating look at how God adores and transforms imperfect people, Bible teacher Lisa Harper weaves poignant stories of her own personal foibles with a fresh take on selected Psalms to reveal a loving Father who remains your greatest champion even when you don't feel anywhere close to holy. Join Lisa in discovering what happens when we stop trying to hide our inadequacies and doubts and instead trust God with our anger, frustrations, flaws, and regrets. As you accept God's loving invitation to exchange your junk for His joy, you'll find the imperfect pieces of your life shaped into a glorious pattern of divine grace.

Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

A modest, quiet woman, Mara Raynor never dreamed she'd one day find herself in charge of the small private school in Washington, D.C., where for many years she taught music and choir. But after the unexpected death of her husband, the school's headmaster, Mara finds herself thrust into the public eye, burdened not just with the responsibilities of acting headmaster---a role she never wanted---but also with a potentially explosive political and religious controversy that tests parents' and school administrators' spirit of tolerance. When a Sikh student is caught wearing a ceremonial knife on school grounds, fear spreads among parents and the school board. Coming at the same moment as the disappearance of Mara's teenage daughter, the controversy quickly assumes a far more personal nature. Not just any student, the Sikh boy is both the son of a woman with whom Mara shares a complicated past and---as Mara soon discovers---her own daughter's boyfriend. As it moves back and forth in time between the school in contemporary Washington and a girls' boarding school in the British countryside in 1977, *A Watch of Nightingales* weaves a rich and textured exploration of fear and remorse, the mysteries of love, and the complicated tensions that ring down the generations from parent to child. "Conjuring the entwined lives of teachers and students in two schools (and two generations) on either side of the Atlantic, *A Watch of Nightingales* stands alongside *The Prime of Miss Jean Brodie* and *Goodbye, Mr Chips* as a testament to the responsibilities, rewards, and risks of teaching. This is a book of luminous insight and quiet but telling wisdom, about youth and maturity and the bridge of loss and remorse that connects them. Liza Wieland's is a mature and deeply moving vision, conveyed in prose that sings as sure and clear as the birds of her title." ---Peter Ho Davies, author of *The Welsh Girl* Praise for Liza Wieland: "[T]here is a nobility and boldness to her characters that lends them a heroism missing from much modern fiction and makes these stories wholly absorbing adventures of the heart." ---Ron Hansen, author of *Exiles: A Novel* "Liza Wieland understands down to the bone how loneliness and love compel her characters to make their impossible choices. Not only does she have a searing intelligence and wisdom, her prose is by turns graceful and astonishing." ---Jane Hamilton, author of *A Map of the World* Liza Wieland is the author of four previous works of fiction: *The Names of the Lost*; *Discovering America*; *You Can Sleep While I Drive*; and *Bombshell*, as well as a volume of poems, *Near Alcatraz*. Her work has been awarded two Pushcart Prizes, as well as fellowships from the National Endowment for the Arts, the Christopher Isherwood Foundation, and the North Carolina Arts Council. She teaches creative writing and literature at East Carolina University in

Greenville, North Carolina.

Can she risk losing her heart to him a second time? Nuptials, gowns, and rings don't register on Molly McCleary's to-do list. However, to keep her fledging photography business afloat, she's up to her eyes in brides. Then she's offered a dream shoot documenting the renovation of a local historic property. So tempting – except her client is her high school sweetheart who walked away with no explanation and without looking back. Successful developer Adam Larson longs to redeem himself with the people in his hometown, Cupid's Corner in New England. He impulsively buys a rundown farm that holds precious memories intending to restore the barn to its former glory and create a destination wedding venue. He needs a marketing edge – the talents of Molly, who is more beautiful, sassy and determined than he remembered. As they spend time together, their inevitable past attraction kicks in and grows. Adam soon realizes Molly still holds his heart. Can he persuade her to give them a second chance at love?

She'd be the perfect catch if he could take his eye off the ball. Emmy Kasper knows exactly how lucky she is. In a sport with few opportunities for women at the pro level, she's just landed her dream job as head athletic trainer for the San Francisco Felons baseball team. Screwing up is not an option. She's lost in thought as she pedals to the spring training facility, her mind abuzz with excitement as she rounds a corner-and plows head-on into two runners. The end of her career dances before her eyes when she realizes she's almost run over the star pitcher. As Tucker Lloyd watches the flustered Emmy escape with his bandana tied around her skinned knee, the view is a pleasant change from worrying about his flagging fastball. At thirty-six, the tail end of his career is glimmering on the horizon. If he can't pull something extraordinary out of his ball cap, the new crop of rookies could make this season his last. The last thing either of them needs is a distraction. The last thing either of them expects is love.

Want to deliver a pitch or presentation that grabs your audience's ever-shrinking attention span? Ditch the colorful slides and catchy language. And follow one simple rule: Convey only what needs to be said, clearly and concisely, in three minutes or less. That's the 3-Minute Rule. Hollywood producer and pitch master Brant Pinvidic has sold more than three hundred TV shows and movies, run a TV network, and helmed one of the largest production companies in the world with smash hits like *The Biggest Loser* and *Bar Rescue*. In his nearly twenty years of experience, he's developed a simple, straightforward system that's helped hundreds—from Fortune 100 CEOs to PTA presidents—use top-level Hollywood storytelling techniques to simplify their messages and say less to get more. Pinvidic proves that anyone can deliver a great pitch, for any idea, in any situation, so your audience not only remembers your message but can pass it on to their friends and colleagues. You'll see how his methods work in a wide range of situations—from presenting investment opportunities in a biotech startup to pitching sponsorship deals for major sports stadiums, and more. Now it's your turn. The 3-Minute Rule will equip you with an easy, foolproof method to boil down any idea to its essential elements and structure it for maximum impact. Simplify. Say less. Get More.

How to raise money from VCs and angel investors. We've founded companies like Epinions; helped start companies that are backed by Sequoia, Benchmark, and Kleiner Perkins; raised \$100M or so for startups; and invested another \$20M in about 12 companies. This book summarizes some of the lessons we've learned about pitching companies to investors.

Small town romantic women's fiction with love, hope, second chances, and a happy ending! Note from Mary: I love secondary characters: writing them, reading about them, even watching them on the big screen. Secondary characters support the "stars"; make them more vibrant and compelling. But when the story ends, I'm often left wondering what they'd do if they were in the "spotlight". That's why I've created special boxed sets that were part of *That Second Chance* series and the *Truth in Lies* series. These boxed sets let the reader follow the before

and after of select characters as they first appear in That Second Chance series and later in the fictional town of my bestselling Truth in Lies series. Boxed Set 6 contains The Butterfly Garden and A Family Affair: Return. I invite you to follow their journey! The Butterfly Garden Sometimes love happens when you least expect it... Jenny Romano has never been a white-picket-fence, happily-ever-after girl. Despite a mother who rejected her free-spirited, unique ways as irresponsible and just plain wrong, Jenny has found happiness as a photographer, flitting around the country and snapping photos of other people's lives. Her older sister, Grace, has a husband, children, and a carpool schedule. She's the one their mother calls "perfect." But when tragedy strikes her sister's carefully constructed life, Jenny must step in and offer support. Soon, she finds herself in the sort of small-town suburban life she swore to avoid... Psychologist Elliot Drake spends so much time healing other people's pain and witnessing the backlash of caring too deeply that he prefers to keep his own relationships short and bittersweet. He's loved and lost once and with a young daughter to raise, he's not willing to risk his heart again. But he's never met anyone quite like Jenny. Outrageous and unpredictable, she's a force of nature—not at all like her well-controlled older sister. Suddenly, Elliot isn't so sure that short-term is what he wants... Taken by surprise and unsure of the next step, Elliot and Jenny are about to discover that real life happens whether you want it to or not. Will they let real love happen, too? A Family Affair: The Return Magdalena, New York. Home of memories long buried, steamy nights, and one regrettable summer... Grace Romano had been seventeen, impressionable, innocent to the power of attraction and desire. Max Ruhland taught her about both. He loved Grace and thought they had a future together, until she crushed his heart and told him he wasn't part of her life plan. Twenty-two years later, Grace Romano Clarke is a widow with two children and a pile of broken dreams. When her aunt dies, she must return to Magdalena, the town she'd rather forget, to honor the woman's last wishes: stay in her house for thirty days, and complete a list that, according to her aunt, will reveal a bit about life and maybe reveal something about herself, too. What Grace doesn't know but will find out soon enough is that Max Ruhland must stay in the house with her and help complete the list! Max Ruhland isn't the same lovesick puppy from the wrong side of the tracks who had his heart broken all those years ago. He's a wealthy, successful businessman who owes his good fortune to Grace's aunt, the woman who never gave up on him. Max can have any woman he wants, but he's never forgotten Grace, or how she hurt him. Now he'll have to spend the next thirty days with her—in close quarters—to honor her aunt's last wishes, and he's not looking forward to it. It's going to get very interesting as the town watches and wonders what's going on between those two. Of course, Pop Benito understands exactly what's happening in the house on Bayberry Street, even if Max and Grace don't. He's the one who helped Grace's aunt create the thirty-day list, which he insists will finally get this couple their happily-ever-after! Small Town Perfect Series: Boxed Set 1 includes Pulling Home and A Family Affair: The Promise Boxed Set 2 includes The Way They Were and A Family Affair: The Secret Boxed Set 3 includes Simple Riches and A Family Affair: Winter Boxed Set 4 includes Paradise Found and A Family Affair: The Wish Boxed Set 5 includes Not Your Everyday Housewife and A Family Affair: The Gift Boxed Set 6 includes The Butterfly Garden and A Family Affair: The Return

Cynthia George was the stunning wife of one of Akron Ohio's most successful restaurateurs, and mother of seven. She flaunted her money, her body...even her extra-marital affairs. Until she got in too deep with Jeff Zack, her younger, longtime lover who was also the father of one of her children—a secret that she kept for many years. In a crime that shocked the heartland, Zack was killed, execution style, in the parking lot of a BJ's Wholesale Club in Akron. From the beginning, investigators suspected Cynthia was involved. Little did they know that her other lover was the murderer. John Zaffino knew about Cynthia's affair with Zack—and was jealous enough to do something about it...for good.

A new product, a new service, a new company, a new division, a new anything - where there's a will, Kawasaki shows the way with his essential steps to launching one's dreams.

Childhood is the very foundation of adulthood. The ideals and expressions of life we hold in our adulthood have their origins and rudiments in the ideals and expressions of life we encounter and gather and live out in our youth. Be they feelings of worth or worthlessness, the vigor and hope of making something of ourselves, or an acquiescence to the belief that things of consequence are beyond our reach, or the lens of optimism or of doubt with which we view our own existence, all have their budding and beginnings in the experiences, or lack of experiences, of our childhood. And growing up in the 1950s and 1960s was at a very unique convergence of circumstances of combined societal, economical, political, spiritual, and cultural seismic shifting perhaps unlike any other era. We were a nation barely emerging from decades of world-wide wars and economic ruin and social survival, trying now to find our footing and our own stride and our equilibrium and our very identity. Never were we more communally encased and even secure in, and at the same time struggling to break out of, our traditions, our superstitions, our ignorance, our fears, our limitations, and our collective innocence.

Through an engaging and humorous narrative, Peter Coughter presents the tools he designed to help advertising and marketing professionals develop persuasive presentations that deliver business. Readers will learn how to develop skills to create the perfect presentation.

"Getting to Wow!" is the entrepreneur's practical guide to crafting a clear, compelling, credible pitch. Written by two Silicon Valley experts with many years of experience as entrepreneurs and investors, the big idea behind the book is that every time entrepreneurs talk or write about their startups they are pitching. Pitching is not limited to the formal slide deck presentation that most entrepreneurs concentrate on. The authors also point out that much of the advice entrepreneurs get about pitching is just plain wrong. (For example, contrary to the common wisdom, a pitch is not a presentation.) Throughout the book, they correct the "common wisdom" and offer the clear, unvarnished truth. The book's foreword, "Life's a Pitch!" is by Guy Kawasaki, former Apple Evangelist, co-founder of Garage Technology Ventures, and now Chief Evangelist at Canva. Guy makes the point that all of us are pitching, one way or another, every day. While the primary focus of the book is on developing your investor pitch, many of the principles of "Getting to Wow" apply to your sales pitch and to all of your marketing communications. Please note: The paperback version of the book is printed in black and white. If you want the full color experience, with the ability to zoom in on the nearly 100 slide examples that are provided, you might want to also download the ebook (Kindle version), which you can read using the Kindle app on your computer, your tablet, your phone, or your Kindle Fire. The book starts with an overview of "The Mind of the Investor," covers techniques for distilling your story into a very short, compelling "Wow statement," discusses the crafting of your slide deck in detail, offers advice on "Pitching with Impact," and ends with a detailed discussion of "The Inquisition," the question and answer part of your investor meeting. Finally, the appendix provides a treasure chest full of additional resources for entrepreneurs eager to accelerate their success. The book covers all the dimensions of pitching and is useful for everyone who is trying to promote their company.

Students are motivated to study entrepreneurship for a variety of reasons. This text is aimed at preparing you to initiate your own new business venture, work in an emerging venture, or be employed in a company that provides goods and services to entrepreneurs ... This text will provide you with a view of the entrepreneurial life cycle

from idea to exit.-Pref.

Who am I? What am I doing here? Where am I going? Everyone at some point in life asks these questions. You were wired to ask and engineered to pursue the answers. The road to discovering destiny is besieged by fiascoes, failures, and the agony of defeat. If your strength has been depleted and has caused you to give up, sit down, push pause, and snooze until another day, then this book is just for you! Amazing experiences are waiting for you. Get ready to be awakened from the posture of defeat, depression, and despair. *Destiny Arise* is an easy-to-read book, providing tools to aid in living an amazing life. This book is designed as a trip adviser for your expedition. It will teach you how to evict the spirit of mediocrity and use your past to propel you into your future. You will learn how to shake off the common, arising to be an uncommon force taking your rightful place in the earth. You can change the world. I pray this book will ignite a passionate fire to pursue your destiny unapologetically. Destiny, awake from your slumber and arise.

In the winter of 1956, Phillip Hoose was a gawky, uncoordinated 9-year-old boy just moved to a new town-Speedway, Indiana-and trying to fit into a new school and circle of friends. Baseball was his passion, even though he was terrible at it and constantly shamed by his lack of ability. But he had one thing going for him that his classmates could never have-his second cousin was a pitcher for the New York Yankees. Don Larsen wasn't a star, but he was in the Yankees' rotation. And on October 8, 1956, he pitched perhaps the greatest game that has ever been pitched: a perfect game (27 batters up, 27 out) against the Brooklyn Dodgers in the World Series. It forever changed Phil's life. *Perfect, Once Removed*, recalls with pitch-perfect clarity the angst and jubilation of Phil Hoose's 9th year. To be published on the 50th anniversary of *The Perfect Game*, it will be one of the best baseball books of 2006.

An ice skater without a rink. An artist without a place to draw. Two misfit girls who become unlikely friends over the course of an unusual week. Readers of Lynda Mullaly Hunt, Rebecca Stead, and Lisa Graff will adore *Stick with Me*. Izzy's best friend seems to be ditching her for the Queen of Mean, Daphne Toll. Izzy wants to fit in and have some real friends, but all she really has are her drawings. And then her family rents out their house during winter break for some extra cash—and that family's daughter is sleeping in Izzy's room and attending the same camp! Wren is focused on perfecting her ice-skating routine after tanking at sectionals last year. But when her sister qualifies for a life-changing treatment for her epilepsy, Wren is carted off to stay in a rented home near Boston. It doesn't help that she's forced to attend the local theater camp, where it seems like the mean girls have it out for her. Will Izzy and Wren's shared status as targets of Phoebe and Daphne bring them closer? Or will middle school drama prevent them from ever becoming friends? Jennifer Blecher, the author of the acclaimed *Out of Place*, writes with a pitch-perfect ear for tween girls about the ups and downs of middle school friendships. Told from dual perspectives, *Stick with Me* is a story about fitting in and figuring yourself out.

Every industry revolves around Key People of Influence. People think it takes decades of hard work, academic qualifications and good luck to become a Key Person of Influence. This book shows that there is a strategy for fast-tracking your way to the inner circle of the industry you love. Your ability to succeed depends on your ability to influence.

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