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When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In Million Dollar Maverick, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they love and are great at and find a way to sell it to people. They do not--contrary to "conventional wisdom"--chase money. They attract money. And most of all they think differently, act decisively--and, if talent and timing are with them, succeed quickly. Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and "Million Dollar Tips, " not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success.

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The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today 's busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You ' ll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a \$1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: " If you ' re interested in becoming a rich consultant, this book is a must read. " Robert F. Mager, founder and president, Mager Associates, and member of the Training & Development Hall of Fame " Blast out of the per diem trap and into value billing. " Jim Kennedy, founder, publisher, and editor, Consultants News " The advice on developing price structure alone is worth a hundred times the price of the book. " William C. Byham, Ph.D., author of Zapp! " Must reading for those who are beginning a practice or seeking to upgrade an existing practice. " Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

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The best and the brightest use advisors and experts. In fact, one could say that they are the best and the brightest because they utilized trusted advisors throughout their careers. Whether in business, sports, entertainment, academia, or politics—expert help is a fundamental enabler of success. That means that the demand for expert advice will grow and the competition will increase for such help. This isn ' t a matter of " certificates " and " universities, " it ' s a matter of specific skill and behavioral sets that create a trusting bond and reliance. Trusted advisors are beyond coaches—they are comprehensive resources and supporters. The Modern Trusted Advisor employs important mastery traits, such as subordinating ego, applying shared experiences, and managing emotional, mental, and intellectual health. We are entering a world of " no normal " today and leaders must inspire others daily. This is the book that prepares you to inspire those leaders.

Finding true love: priceless RUST CREEK RAMBLINGS People say that the odds of finding your perfect partner are rather like the odds of hitting the lottery: slim to none. It's hard to believe, faithful readers, but Nate Crawford may just have accomplished both. We have the scoop on Rust Creek Falls' best-kept secret: our former mayoral candidate is now a very wealthy man! Yet he is going out of his way to make sure no one finds out. The question is, why? Insiders whisper that Nate is also keeping another secret from his new girlfriend, nurse Callie Kennedy—a big one—and it could be a game changer. Place your bets, dear readers! What will she do when she learns her "regular guy" boyfriend is really a maverick millionaire?

"Building Successful Partner Channels" is a book laying out the roadmap for achieving global market leadership through independent channel partners in the software industry. When Microsoft acquired Navision in 2002 there is no doubt that the price they paid was heavily influenced by the value of our channel partner ecosystem. I can think of no one better suited than Hans Peter to write a book with the title Building Successful Partner Channels. Preben Damgaard, Co-founder and CEO of Navision Predictable growth and market leadership through independent channel partners are on every software industry CEO and sales executives' mind. However, it is rarely achieved. With "Building Successful Partner Channels" Hans Peter Bech provides a great tactical approach toward reaching this goal. Torulf Nilsson, Product Executive, Visma Retail, Oslo, Norway Hans Peter Bech has been at the forefront developing indirect channels in the software industry for more than three decades and his track record is impressive. I'd highly recommend this book to anyone searching for the route to global market leadership in the software industry. Yusuf Soner, School of Management at the Sabanci University, Istanbul, Turkey Building Successful Partner Channels provides a powerful, practical approach to building a strong network of independent channel partners, so as to optimize sales and marketing activities. The book helps senior sales and marketing executives understand how to work in concert to achieve global market leadership through the indirect-channel approach. Toke Kruse, Founder and CEO at Billy, San Francisco, USA

The new edition of bestselling real-world guide to consultancy success, from the " Rock Star of Consulting " Alan Weiss The second edition of The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice remains the most comprehensive and practical guide to the consulting profession, from launch to high growth, from marketing to implementation. Legendary consultant, speaker, and bestselling author Alan Weiss shows you how to create an independent or boutique consulting practice and take it to seven-figure success. Step-by-step, this invaluable resource guides you through attracting clients, maximizing your value, and achieving your career goals. In the decade since the first publication of The Consulting Bible, an array of significant developments has dramatically impacted the consulting profession: shifts in social consciousness, the Covid-19 pandemic, tele-consulting and virtual meetings, the globalization of the economy, the growth of social media, and many more. This exhaustively revised new edition provides specific approaches and techniques for mastering the new consulting environment and turning volatility and disruption into unlimited opportunities. Designed to help you become the authority and expert that organizations turn to again and again, this book is your one-stop resource for: Building a strong global brand that draws people to you Marketing remotely to reduce costs and allow for higher fees Mastering the latest implementation techniques Forging strong relationships with the buyers of a new generation Selecting the consulting methodology that best fits your requirements Writing proposals and creating testimonials and references Using advanced technology to sell and deliver your services Written for newcomers and veterans alike, The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice, Second Edition, is essential reading for every solo consultant, entrepreneur, and principal of a small consulting firm.

Mark Cuban shares his wealth of experience and business savvy in his first published book, HOW TO WIN AT THE SPORT OF BUSINESS. "It's New Year's resolution time, and Mark Cuban's new book offers the rationale for a good one." —BUSINESS INSIDER Using the greatest material from his popular Blog Maverick, Cuban has collected and updated his postings on business and life to provide a catalog of insider knowledge on what it takes to become a thriving entrepreneur. He tells his own rags-to-riches story of how he went from selling powdered milk and sleeping on friends' couches to owning his own company and becoming a multi-billion dollar success story. His unconventional yet highly effective ideas on how to build a successful business offer entrepreneurs at any stage of their careers a huge edge over their competitors. "In short, [HOW TO WIN AT THE SPORT OF BUSINESS] exceeded...expectations. Short chapters...got right to the point and were not filled with 'stuffing'." —HUFFINGTON POST

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