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Zone Day in the  
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and implement.

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more customers,

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you engaged and

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paced and easily

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three person  
industries, and  
two fortune 500  
companies.

Douglas had this  
to say about the  
book: "I wrote  
the book with  
one thing in  
mind -  
simplicity. I  
firmly believe  
simplicity is  
what resonates

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and aids  
reproducibility.

And, I know  
salespeople and  
entrepreneurs  
are on the move.

They're in a  
hurry. I tried  
to write a book  
that could be  
consumed on a  
cross-country  
plane flight,  
but had the

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power to stick  
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That's the book  
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for growth;  
maximize  
shareholder  
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even during a  
reorganization.

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twenty years to

attract ten  
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it took  
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that time,  
Netscape only

twenty-eight  
months, Hotmail

eighteen and  
Napster twelve.

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course. Every executive dreads being blindsided; with this tool, leaders will learn to stay one step ahead of the game. Jim Harris (Vancouver, Canada) is the Principal of Strategic

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the author of

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internationally  
at over seventy  
conferences a  
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often go wrong.

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Talking to

Strangers,

you'll hear the

voices of people

he interviewed--

scientists,

criminologists,

military

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Court

transcripts are

brought to life

with re-

enactments. You

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actually hear  
the contentious  
arrest of Sandra  
Bland by the  
side of the road  
in Texas. As  
Gladwell  
revisits the  
deceptions of  
Bernie Madoff,  
the trial of  
Amanda Knox, and  
the suicide of  
Sylvia Plath,

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you hear  
directly from  
many of the  
players in these  
real-life  
tragedies.

There's even a  
theme song -

Janelle Monae's  
"Hell You  
Talbout."

Something is  
very wrong,  
Gladwell argues,



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with the tools  
and strategies  
we use to make  
sense of people  
we don't know.

And because we  
don't know how  
to talk to

strangers, we

are inviting  
conflict and

misunderstanding  
in ways that

have a profound

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effect on our  
lives and our  
world.

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"quatrefoil" and  
"impolitic"  
mean? What about

"halcyon" or  
"narcolepsy"?

This book is a  
handy, easy-to-  
read reference  
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proper parlance

for any

situation. In

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will find: Words

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(covert,

exonerate,

perimeter);

Words You Should

Know But

Probably Don't

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thaumaturgy,

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Words You

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damnatory, labia

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essay, studying

for a test, or

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impress friends,

family, and

fellow cocktail

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easily and more

quickly than

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loyalty become

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author of the  
bestselling book  
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that loyalty is  
still the fuel  
that drives  
financial  
success—even,



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and perhaps  
especially, in  
today's  
volatily, high-  
speed economy-  
but that most  
organizations  
are running on  
empty. Why?  
Because leaders  
too often  
confuse profits  
with purpose,  
taking the low

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road to short-term gains at the expense of employees, customers, and ultimately, investors. In a business environment that thrives on networks of mutually beneficial relationships,

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says Reichheld,  
it is the  
ability to build  
strong bonds of  
loyalty-not  
short-term  
profits-that has  
become the "acid  
test" of  
leadership.

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extensive  
research into  
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Computer,  
Intuit, and more-  
Reichheld  
reveals six  
bedrock  
principles of

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loyalty upon  
which leaders  
build enduring  
enterprises.

Underscoring  
that success  
requires both  
understanding  
and measuring  
loyalty, he  
couples each  
principle with  
straightforward  
actions that

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drive person

measurement

systems,

compensation,

organization,

and strategy:

Play to win/win:

never profit at

the expense of

partners. Be

picky:

membership must

be a privilege.

Keep it simple:

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reduce person  
complexity for  
speed and  
flexibility.

Reward the right  
results: worthy  
partners deserve  
worthy goals.

Listen hard and  
talk straight:  
insist on  
honest, two-way  
communication  
and learning.

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Preach what you  
practice:

explain your  
principles, then  
live by them.

Vivid case  
studies

illustrate the  
consequences of  
building or  
ignoring

loyalty, and a  
rigorous Loyalty  
Acid Test ([www.1](http://www.1)



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oyaltyrules.com)

enables leaders

to benchmark

their loyalty

practices

against

competitors.

Providing tools

for implementing

the timeless

principles of

loyalty in a

volatile

economy, Loyalty

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Rules! is a practical guidebook for taking the high road in business—the only road that leads to lasting success.

Fred Reichheld is a Director Emeritus of Bain Company and a Bain Fellow. He is the author of

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The Loyalty  
Effect as well  
as of

influential

articles in

Harvard Business

Review and the

Wall Street

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work has been

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and entrepreneur

Scott Steinberg

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tap their power

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how to slash

costs and

maximize

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