Ask The Counterintuitive Online Formula To Discover Exactly What Your Customers Want To Buy Create A Mass Of Raving Fans And Take Any Business To The Next Level

The lifeblood of your business is repeat customers. But customers can be fickle, markets shift, and competitors are ruthless. So how do you ensure a steady flow of repeat business? The secret—no matter what industry you're in—is finding and keeping automatic customers. These days virtually anything you need can be purchased through a subscription, with more convenience than ever before. Far beyond Spotify, Netflix, and New York Times subscriptions, you can sign up for weekly or monthly supplies of everything from groceries (AmazonFresh) to cosmetics (Birchbox) to razor blades (Dollar Shave Club). According to John Warrillow, this emerging subscription economy offers huge opportunities to companies that know how to turn customers into subscribers. Automatic customers are the key to increasing cash flow, igniting growth, and boosting the value of your company. Consider Whatsapp, the internet-based messaging service that was purchased by Facebook for $19 billion. While other services bombarded users with invasive ads in order to fund a free messaging platform, Whatsapp offered a refreshingly private tool on a subscription platform, charging just $1 per year. Their business model enabled the kind of service that customers wanted and ensured automatic customers for years to come. As Warrillow shows, subscriptions aren't limited to technology or media businesses. Companies in nearly any industry, from start-ups to the Fortune 500, from home contractors to florists, can build subscriptions into their business. Warrillow provides the essential blueprint for winning automatic customers with one of the nine subscription business models, including: • The Membership Website Model: Companies like The Wood Whisperer Guild, ContractorSelling, and DanceStudioOwner offer access to highly specialized, high quality information, recognizing that people will pay for good content. This model can work for any business with a tightly defined niche market and insider information. • The Simplifier Model: Companies like Mosquito Squad (pest control) and Hassle Free Homes (home maintenance) take a recurring task off your to-do list. Any business serving busy consumers can adopt this model not only to create a recurring revenue stream, but also to take advantage of the opportunity to cross-sell or bundle their services. • The Surprise Box Model: Companies like BarkBox (dog treats) and Standard Cocoa (craft chocolate) send their subscribers curated packages of goodies each month. If you can handle the logistics of shipping, giving customers joy in something new can translate to sales on your larger e-commerce site. This book also shows you how to master the psychology of selling subscriptions and how to reduce churn and provides a road map for the essential statistics you need to measure the health of your subscription business. Whether you want to transform your entire business into a recurring revenue engine or just pick up an extra 5 percent of sales growth, The Automatic Customer will be your secret weapon.

A groundbreaking introduction to vectors, matrices, and least squares for engineering applications, offering a wealth of practical examples.

Ask: The Counterintuitive Online Formula to Discover Exactly What Your Customers Want to Buy… Create a Mass of Raving Fans… and Take Any Business to the Next Level by Ryan Levesque | Key Takeaways, Analysis & Review Preview: Ask, by Ryan Levesque, details the Ask Formula, including the Survey Funnel Formula, that teaches businesses the best way to connect with current and potential customers by cleverly asking them what they want and creating products and marketing to suit those needs. These formulas are repeatable and may provide predictable outcomes, but it is also dynamic, flexible, and evolves with its implementation for each type of business and market… PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Inside this Instaread of Ask:Overview of the bookImportant PeopleKey TakeawaysAnalysis of Key Takeaways

A revised and updated edition of the best-selling go-to guide for small-business owners and entrepreneurs seeking to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this revised and updated edition of his best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over $100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

New and classical results in computational complexity, including interactive proofs, PCP, derandomization, and quantum computation. Ideal for graduate students.

Why does an entrepreneur struggling through 80 hours a week only make half as much as another working no more than 40? What actions determine whether you end up with a small business pulling in five figures a year or a billion-dollar behemoth blazing a path to market dominance? As an entrepreneur, you're told the secret to success is working hard and fighting your way to the top. But what if this advice came from all the wrong people and places? What if there was more to the success stories you read in magazines, watch on TV or hear on the radio? Uncovering the true secret to success is marketing expert Charles E. Gaudet II's obsession. Gaudet discovered nearly every great organization - whether Apple, Nordstrom, Zappos, FedEx or Disney - follows a stunningly similar formula. And surprisingly, this approach defies the principles followed by most entrepreneurs running businesses today. Gaudet finally reveals why some businesses find growth opportunities in any economic situation and others balance on the edge of failure. His research shows many small business owners seek out success strategies from other small business owners and, for this reason, most remain small. Fortunately, today's advances in technology and media level the playing field, allowing small businesses to compete using a "big-business playbook," even when they don't have a big-business marketing budget. Inside The Predictable Profits Playbook, you'll learn time-tested lessons from leading small business owners and discover how to: Succeed in a down economy Become the preferred provider sought by only the best customers Swipe market share from your competitors Increase margins while growing demand Multiply your prospect-to-sales ratio Boost customer loyalty and build a raving fan base Create predictable and rising profits from one month to the next Become known as a business of excellence The Predictable Profits methodology avoids gimmicks, schemes or stunts - and you won't need to outspend your competitors. Instead, you'll focus on optimizing your existing marketing dollars and delivering the greatest advantages to your customers. Some entrepreneurs want to experience growth and others just wish for it. This book is for the motivated

entrepreneur committed to making growth happen."

From nationally-lauded San Francisco chocolate maker, Dandelion Chocolate, comes the first ever complete guide to making chocolate from scratch. From the simplest techniques and technology—like hair dryers to rolling pins—to the science and mechanics of making chocolate from bean to bar, Making Chocolate holds everything the founders and makers behind San Francisco's beloved chocolate factory have learned since the day they first cracked open a cocoa bean. Best known for their single origin chocolate made with only two ingredients—cocoa beans and cane sugar—Dandelion Chocolate shares all their tips and tricks to working with cocoa beans from different regions around the world. There are kitchen hacks for making chocolate at home, a deep look into the nuts, bolts, and ethics of sourcing beans and building relationships with producers along the supply chain, and for ambitious makers, tips for scaling up. Complete with 30 recipes from the chocolate factory's much-loved pastry kitchen, Making Chocolate is a resource for hobbyists and more ambitious makers alike, as well as anyone looking for maybe the very best chocolate chip cookie recipe in the world.

This updated and revised first-course textbook in applied probability provides a contemporary and lively post-calculus introduction to the subject of probability. The exposition reflects a desirable balance between fundamental theory and many applications involving a broad range of real problem scenarios. It is intended to appeal to a wide audience, including mathematics and statistics majors, prospective engineers and scientists, and those business and social science majors interested in the quantitative aspects of their disciplines. The textbook contains enough material for a year-long course, though many instructors will use it for a single term (one semester or one quarter). As such, three course syllabi with expanded course outlines are now available for download on the book's page on the Springer website. A one-term course would cover material in the core chapters (1-4), supplemented by selections from one or more of the remaining chapters on statistical inference (Ch. 5), Markov chains (Ch. 6), stochastic processes (Ch. 7), and signal processing (Ch. 8—available exclusively online and specifically designed for electrical and computer engineers, making the book suitable for a one-term class on random signals and noise). For a year-long course, core chapters (1-4) are accessible to those who have taken a year of univariate differential and integral calculus; matrix algebra, multivariate calculus, and engineering mathematics are needed for the latter, more advanced chapters. At the heart of the textbook's pedagogy are 1,100 applied exercises, ranging from straightforward to reasonably challenging, roughly 700 exercises in the first four "core" chapters alone—a self-contained textbook of problems introducing basic theoretical knowledge necessary for solving problems and illustrating how to solve the problems at hand – in R and MATLAB, including code so that students can create simulations. New to this edition • Updated and re-worked Recommended Coverage for instructors, detailing which courses should use the textbook and how to utilize different sections for various objectives and time constraints • Extended and revised instructions and solutions to problem sets • Overhaul of Section 7.7 on continuous-time Markov chains • Supplementary materials include three sample syllabi and updated solutions manuals for both instructors and students

The fundamental mathematical tools needed to understand machine learning include linear algebra, analytic geometry, matrix decompositions, vector calculus, optimization, probability and statistics. These topics are traditionally taught in disparate courses, making it hard for data science or computer science students, or professionals, to efficiently learn the mathematics. This self-contained textbook bridges the gap between mathematical and machine learning texts, introducing the mathematical concepts with a minimum of prerequisites. It uses these concepts to derive four central machine learning methods: linear regression, principal component analysis, Gaussian mixture models and support vector machines. For students and others with a mathematical background, these derivations provide a starting point to machine learning texts. For those learning the mathematics for the first time, the methods help build intuition and practical experience with applying mathematical concepts. Every chapter includes worked examples and exercises to test understanding. Programming tutorials are offered on the book's web site.

An introduction to computational complexity theory, its connections and interactions with mathematics, and its central role in the natural and social sciences, technology, and philosophy Mathematics and Computation provides a broad, conceptual overview of computational complexity theory—the mathematical study of efficient computation. With important practical applications to computer science and industry, computational complexity theory has evolved into a highly interdisciplinary field, with strong links to most mathematical areas and to a growing number of scientific endeavors. Avi Wigderson takes a sweeping survey of complexity theory, emphasizing the field's insights and challenges. He explains the ideas and motivations leading to key models, notions, and results. In particular, he looks at algorithms and complexity, computations and proofs, randomness and interaction, quantum and arithmetic computation, and cryptography and learning, all as parts of a cohesive whole with numerous cross-influences. Wigderson illustrates the immense breadth of the field, its beauty and richness, and its diverse and growing interactions with other areas of mathematics. He ends with a comprehensive look at the theory of computation, its methodology and aspirations, and the unique and fundamental ways in which it has shaped and will further shape science, technology, and society. For further reading, an extensive bibliography is provided for all topics covered. Mathematics and Computation is useful for undergraduate and graduate students in mathematics, computer science, and related fields, as well as researchers and teachers in these fields. Many parts require little background, and serve as an invitation to newcomers seeking an introduction to the theory of computation. Comprehensive coverage of computational complexity theory, and beyond High-level, intuitive exposition, which brings conceptual clarity to this central and dynamic scientific discipline Historical accounts of the evolution and motivations of central concepts and models A broad view of the theory of computation's influence on science, technology, and society Extensive bibliography

Master the science of funnel building to grow your company online with sales funnels in this updated edition from the $100M entrepreneur and co-founder of the software company ClickFunnels. DotCom Secrets is not just another "how-to" book on internet marketing. This book is not about getting more traffic to your website--yet the secrets you'll learn will help you to get exponentially more traffic than ever before. This book is not about increasing your conversions--yet these secrets will increase your conversions more than any headline tweak or split test you could ever hope to make. Low traffic or low conversion rates are symptoms of a much greater problem that's a little harder to see (that's the bad news), but a lot easier to &?x (that's the good news). What most businesses really have is a "funnel" problem. Your funnel is the online process that you take your potential customers through to turn them into actual customers. Everyone has a funnel (even if they don't realize it), and yours is either bringing more customers to you, or repelling them. In this updated edition, Russell Brunson, CEO and co-founder of the

multimillion-dollar software company ClickFunnels, reveals his greatest secrets to generating leads and selling products and services after running tens of thousands of his own split tests. Stop repelling potential customers. Implement these processes, funnels, frameworks, and scripts now so you can fix your funnel, turn it into the most profitable member of your team, and grow your company online.

Class-tested and coherent, this textbook teaches classical and web information retrieval, including web search and the related areas of text classification and text clustering from basic concepts. It gives an up-to-date treatment of all aspects of the design and implementation of systems for gathering, indexing, and searching documents; methods for evaluating systems; and an introduction to the use of machine learning methods on text collections. All the important ideas are explained using examples and figures, making it perfect for introductory courses in information retrieval for advanced undergraduates and graduate students in computer science. Based on feedback from extensive classroom experience, the book has been carefully structured in order to make teaching more natural and effective. Slides and additional exercises (with solutions for lecturers) are also available through the book's supporting website to help course instructors prepare their lectures.

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover the Ask method, a process that allows us to respond as closely as possible to customer needs "via" a series of surveys. You will also discover : the art and the way to use surveys to get concrete information and make sales; the importance of asking potential customers about their current habits and problems, not their desires; the crucial aspect of personalizing messages and offers; the process to be put in place to build a real relationship between prospect and company and to transform a maximum number of visits into purchases. In today's swarm of advertising messages that fills up the everyday life, it can be very difficult to attract the attention of customers. The secret: differentiate yourself by the relevance of your offer, thanks to a precise diagnosis of their needs. To do this, entrepreneur Ryan Levesque has developed an in-depth process, based on a series of surveys: the Ask method. It allows him to transform the elements of Web traffic into loyal customers.

*Buy now the summary of this book for the modest price of a cup of coffee!

Longlisted for the National Book Award New York Times Bestseller A former Wall Street quant sounds an alarm on the mathematical models that pervade modern life -- and threaten to rip apart our social fabric We live in the age of the algorithm. Increasingly, the decisions that affect our lives--where we go to school, whether we get a car loan, how much we pay for health insurance--are being made not by humans, but by mathematical models. In theory, this should lead to greater fairness: Everyone is judged according to the same rules, and bias is eliminated. But as Cathy O'Neil reveals in this urgent and necessary book, the opposite is true. The models being used today are opaque, unregulated, and uncontestable, even when they're wrong. Most troubling, they reinforce discrimination: If a poor student can't get a loan because a lending model deems him too risky (by virtue of his zip code), he's then cut off from the kind of education that could pull him out of poverty, and a vicious spiral ensues. Models are propping up the lucky and punishing the downtrodden, creating a "toxic cocktail for democracy." Welcome to the dark side of Big Data. Tracing the arc of a person's life, O'Neil exposes the black box models that shape our future, both as individuals and as a society. These "weapons of math destruction" score teachers and students, sort r sum s, grant (or deny) loans, evaluate workers, target voters, set parole, and monitor our health. O'Neil calls on modelers to take more responsibility for their algorithms and on policy makers to regulate their use. But in the end, it's up to us to become more savvy about the models that govern our lives. This important book empowers us to ask the tough questions, uncover the truth, and demand change. -- Longlist for National Book Award (Non-Fiction) -- Goodreads, semi-finalist for the 2016 Goodreads Choice Awards (Science and Technology) -- Kirkus, Best Books of 2016 -- New York Times, 100 Notable Books of 2016 (Non-Fiction) -- The Guardian, Best Books of 2016 -- WBUR's "On Point," Best Books of 2016: Staff Picks -- Boston Globe, Best Books of 2016, Non-Fiction

"Few of us really appreciate the full power of math--the extent to which its influence is not only in every office and every home, but also in every courtroom and hospital ward. In this ... book, Kit Yates explores the true stories of life-changing events in which the application--or misapplication--of mathematics has played a critical role: patients crippled by faulty genes and entrepreneurs bankrupted by faulty algorithms; innocent victims of miscarriages of justice; and the unwitting victims of software glitches"--Publisher marketing.

Want to tap the power behind search rankings, product recommendations, social bookmarking, and online matchmaking? This fascinating book demonstrates how you can build Web 2.0 applications to mine the enormous amount of data created by people on the Internet. With the sophisticated algorithms in this book, you can write smart programs to access interesting datasets from other web sites, collect data from users of your own applications, and analyze and understand the data once you've found it. Programming Collective Intelligence takes you into the world of machine learning and statistics, and explains how to draw conclusions about user experience, marketing, personal tastes, and human behavior in general -- all from information that you and others collect every day. Each algorithm is described clearly and concisely with code that can immediately be used on your web site, blog, Wiki, or specialized application. This book explains: Collaborative filtering techniques that enable online retailers to recommend products or media Methods of clustering to detect groups of similar items in a large dataset Search engine features -- crawlers, indexers, query engines, and the PageRank algorithm Optimization algorithms that search millions of possible solutions to a problem and choose the best one Bayesian filtering, used in spam filters for classifying documents based on word types and other features Using decision trees not only to make predictions, but to model the way decisions are made Predicting numerical values rather than classifications to build price models Support vector machines to match people in online dating sites Non-negative matrix factorization to find the independent features in a dataset Evolving intelligence for problem solving -- how a computer develops its skill by improving its own code the more it plays a game Each chapter includes exercises for extending the algorithms to make them more powerful. Go beyond simple database-backed applications and put the wealth of Internet data to work for you. "Bravo! I cannot think of a better way for a developer to first learn these algorithms and methods, nor can I think of a better way for me (an old AI dog) to reinvigorate my knowledge of the details." -- Dan Russell, Google "Toby's book does a great job of breaking down the complex subject matter of machine-learning algorithms into practical, easy-to-understand examples that can be directly applied to analysis of social interaction across the Web today. If I had this book two years ago, it would have saved precious time going down some fruitless paths." -- Tim Wolters, CTO, Collective Intellect

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PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book. Ask: The Counterintuitive Online Formula to Discover Exactly What Your Customers Want to Buy... Create a Mass of Raving Fans... and Take Any Business to the Next Level: by Ryan Levesque | Key Takeaways, Analysis & Review Preview: Ask, by Ryan Levesque, details the Ask Formula, including the Survey Funnel Formula, that teaches businesses the best way to connect with current and potential customers by cleverly asking them what they want and creating products and marketing to suit those needs. These formulas are repeatable and may provide predictable outcomes, but it is also dynamic, flexible, and evolves with its implementation for each type of business and market... Inside this Instaread of Ask: Overview of the book Important People Key Takeaways Analysis of Key Takeaways

"Brilliant, funny . . . the best math teacher you never had."—San Francisco Chronicle Once considered tedious, the field of statistics is rapidly evolving into a discipline Hal Varian, chief economist at Google, has actually called "sexy." From batting averages and political polls to game shows and medical research, the real-world application of statistics continues to grow by leaps and bounds. How can we catch schools that cheat on standardized tests? How does Netflix know which movies you'll like? What is causing the rising incidence of autism? As best-selling author Charles Wheelan shows us in Naked Statistics, the right data and a few well-chosen statistical tools can help us answer these questions and more. For those who slept through Stats 101, this book is a lifesaver. Wheelan strips away the arcane and technical details and focuses on the underlying intuition that drives statistical analysis. He clarifies key concepts such as inference, correlation, and regression analysis, reveals how biased or careless parties can manipulate or misrepresent data, and shows us how brilliant and creative researchers are exploiting the valuable data from natural experiments to tackle thorny questions. And in Wheelan's trademark style, there's not a dull page in sight. You'll encounter clever Schlitz Beer marketers leveraging basic probability, an International Sausage Festival illuminating the tenets of the central limit theorem, and a head-scratching choice from the famous game show Let's Make a Deal—and you'll come away with insights each time. With the wit, accessibility, and sheer fun that turned Naked Economics into a bestseller, Wheelan defies the odds yet again by bringing another essential, formerly unglamorous discipline to life.

THE MIND-READING SYSTEM THAT IS REVOLUTIONIZING ONLINE BUSINESS Do you know how to find out what people"really"want to buy? (Not what you"think"they want, not what they"say"they want, but what they"really"want?) The"secret"is"asking"the right questions and the right questions are"not"what you might expect. "" "Ask"is based on the compelling premise that you should NEVER have to guess what your prospects and customers are thinking.The"Ask Formula"revealed in this book has been used to help build multi-million dollar businesses in 23 different industries, generating over $100 million dollars in sales in the process. You ll discover why the"Ask Formula"is arguably THE most powerful way to discover EXACTLY what people want to buy and how to give it to them and in a way that makes people fall in love with you and your company. In this tell-all book, expert online marketer Ryan Levesque (featured in CNBC, Yahoo Finance, "The Miami Herald," "The San Francisco Chronicle," "Mass Market Retailer," "Bloomberg Businessweek"and more) turns everything you know about customer surveys on its head. You ll discover how Ryan Levesque developedhis proven system for creating survey-based, customized sales funnels. And you ll also learn how YOU can implement the same system in your own business no matter your market. The"Ask Formula"blueprint is laid out in clear and detailed steps for anyone to use and adapt. Whether you re an aspiring Internet entrepreneur, advanced online marketer, or established business owner, this book will both"inspire"you and"show"you how to skyrocket your online income while creating a mass of raving fans in the process simply by asking the"right""questions"in a surprisingly different way. For people looking to scale up their business, "Ask"will utterly transform how you think about consumer behavior and selling online. For example, you ll learn: How to increase your income by 36% by asking potential customers this slightly unusual 4 word question. Why most businesses are doing surveys all wrong (and the one question you should NEVER be asking your prospects) And much, much more "

#1 NEW YORK TIMES BESTSELLER If you want to build a better future, you must believe in secrets. The great secret of our time is that there are still uncharted frontiers to explore and new inventions to create. In Zero to One, legendary entrepreneur and investor Peter Thiel shows how we can find singular ways to create those new things. Thiel begins with the contrarian premise that we live in an age of technological stagnation, even if we're too distracted by shiny mobile devices to notice. Information technology has improved rapidly, but there is no reason why progress should be limited to computers or Silicon Valley. Progress can be achieved in any industry or area of business. It comes from the most important skill that every leader must master: learning to think for yourself. Doing what someone else already knows how to do takes the world from 1 to n, adding more of something familiar. But when you do something new, you go from 0 to 1. The next Bill Gates will not build an operating system. The next Larry Page or Sergey Brin won't make a search engine. Tomorrow's champions will not win by competing ruthlessly in today's marketplace. They will escape competition altogether, because their businesses will be unique. Zero to One presents at once an optimistic view of the future of progress in America and a new way of thinking about innovation: it starts by learning to ask the questions that lead you to find value in unexpected places.

Microsoft PowerPivot is a free add-on to Excel from Microsoft that allows users to produce new kinds of reports and analyses that were simply impossible before, and this book is the first to tackle DAX formulas, the core capability of PowerPivot, from the perspective of the Excel audience. Written by the world's foremost PowerPivot blogger and practitioner, the book's concepts and approach are introduced in a simple, step-by-step manner tailored to the learning style of Excel users everywhere. The techniques presented allow users to produce, in hours or even minutes, results that formerly would have taken entire teams weeks or months to produce. It includes lessons on the difference between calculated columns and measures; how formulas can be reused across reports of completely different shapes; how to merge disjointed sets of data into unified reports; how to make certain columns in a pivot behave as if the pivot were filtered while other columns do not; and how to create time-intelligent calculations in pivot tables such as "Year over Year" and "Moving Averages" whether they use a standard, fiscal, or a complete custom calendar. The "pattern-like" techniques and best practices contained in this book have been developed and refined over two years of onsite training with Excel users around the world, and the key lessons from those seminars costing thousands of dollars per day are now available to within the pages of this easy-to-follow guide. This updated second edition covers new features introduced with Office 2015.

The essential introduction to the principles and applications of feedback systems—now fully revised and expanded This textbook covers the mathematics needed to model, analyze, and design

feedback systems. Now more user-friendly than ever, this revised and expanded edition of Feedback Systems is a one-volume resource for students and researchers in mathematics and engineering. It has applications across a range of disciplines that utilize feedback in physical, biological, information, and economic systems. Karl Åström and Richard Murray use techniques from physics, computer science, and operations research to introduce control-oriented modeling. They begin with state space tools for analysis and design, including stability of solutions, Lyapunov functions, reachability, state feedback observability, and estimators. The matrix exponential plays a central role in the analysis of linear control systems, allowing a concise development of many of the key concepts for this class of models. Åström and Murray then develop and explain tools in the frequency domain, including transfer functions, Nyquist analysis, PID control, frequency domain design, and robustness. Features a new chapter on design principles and tools, illustrating the types of problems that can be solved using feedback Includes a new chapter on fundamental limits and new material on the Routh-Hurwitz criterion and root locus plots Provides exercises at the end of every chapter Comes with an electronic solutions manual An ideal textbook for undergraduate and graduate students Indispensable for researchers seeking a self-contained resource on control theory

Mo Bunnell's comprehensive system will help you win more clients, build stronger relationships, and bring in more business. If you're good at doing something, and you need to connect with paying clients in order to keep doing it, this book is for you. There are more of us out there than you might think--from professionals like lawyers and consultants to big company account managers and freelancers of all stripes. And this book will teach you how to sell yourself without selling your soul. In The Snowball System, Mo Bunnell offers powerful and proven tools for business development. Whether you are gregarious or introverted, whether you are a part of a small startup or a massive multinational, Bunnell's science-based system is effective and efficient, and easily adapted into your day-to-day work. With The Snowball System, you will not only succeed at growing your business, you'll learn to enjoy doing the activities that drive that growth. You'll be happier, and so will your clients.

Your message has the ability to change someone's life. The impact that the right message can have on someone at the right time in their life is immeasurable. It could help to save marriages, repair families, change someone's health, grow a company or more... But only if you know how to get it into the hands of the people whose lives you have been called to change. Expert Secrets will put your message into the hands of people who need it.

How much further should the affluent world push its material consumption? Does relative dematerialization lead to absolute decline in demand for materials? These and many other questions are discussed and answered in Making the Modern World: Materials and Dematerialization. Over the course of time, the modern world has become dependent on unprecedented flows of materials. Now even the most efficient production processes and the highest practical rates of recycling may not be enough to result in dematerialization rates that would be high enough to negate the rising demand for materials generated by continuing population growth and rising standards of living. This book explores the costs of this dependence and the potential for substantial dematerialization of modern economies. Making the Modern World: Materials and Dematerialization considers the principal materials used throughout history, from wood and stone, through to metals, alloys, plastics and silicon, describing their extraction and production.

What hidden skill links successful people in all walks of life--across cultures, industries, generations . . . all of time? The answer is surprisingly simple: they know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. The right question can provide for us not only the answer we need right then but also the ones we'll need tomorrow. Emmy award–winning journalist and media expert Frank Sesno wants to teach you how to question others in a methodical, intentional way so that you can find the same success that others have found by mastering this simple skill. From the author's illuminating interviews that he has included in the book, you will learn:• How the Gates Foundation used strategic questions to plan its battle against malaria• How turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems• How creative questions animated a couple of techie dreamers to brainstorm Uber • How journalist Anderson Cooper uses confrontational questions to hold people accountableThroughout Ask More, you'll explore all different types of inquiries--from questions that cement relationships, to those that will help you plan for the future. By the end, you'll know what to ask and when, what you should listen for, and what you can expect as the outcome.

The go-to guide for small-business owners and entrepreneurs to discover exactly what consumers want to buy and how to get it to them. As a small-business owner, entrepreneur, or marketer, are you absolutely certain that you know what your customer wants? And even if you know what your customer wants, are you sure that you are able to clearly communicate that you offer the exact thing that they are seeking? In this best-selling book, Ryan Levesque lays out his proven, repeatable, yet slightly counterintuitive, methodology for understanding the core wants and motivations of your customer. Levesque's Ask Method provides a way to discover what customers want to buy by guiding them through a series of questions and customizing a solution from them so they are more likely to purchase from you. And all through a completely automated process that does not require one-on-one conversations with every single customer. The Ask method has generated over $100 million in online sales across 23 different industries and counting. Now it is your turn to use it to create a funnel, skyrocket your online income, and create a mass of dedicated fans for you and your company in the process.

A consultant to some of America's leading corporations shares key insights and ideas on how to supercharge one's business and career, explaining how to create and develop new opportunities for wealth in any business, enterprise, or venture. Reprint. 50,000 first printing.

A holistic approach to conversion rate optimization that encompasses an entire business—online and offline—to drive more sales and referrals, and increase bottom-line profits In order for your business to survive, you must convert anonymous traffic into sales. The better you do that, the more money you make. The science of tweaking and testing webpages to convert the maximum number of people is known as conversion rate optimization (CRO). Convert Every Click introduces an expanded vision of CRO that the author, Benji Rabhan, calls "holistic conversion rate optimization." Internet technology and innovation have changed the way you should be optimizing your business, your marketing, and your websites. The book looks at the psychology behind this new way of optimizing an entire business for more profits. It examines how your website plays a role in your overall business strategy, and details how to use CRO psychology and strategies to increase profits. Teaches proven strategies for increasing conversions across your entire business Details various split testing and data gathering methods and when to use each one Unveils a holistic approach to conversion rate optimization, using technology to create a more customer-centric experience that not only increases conversions, but also improves customer engagement and satisfaction With guidance from Convert Every Click, you'll learn how to boost conversions and consumption across your entire business by maximizing every bit of your hard-earned traffic before, during, and after a sale.

At the peak of his career and success, Ari Meisel nearly killed himself from exhaustion and overwork. He had to make a choice: he could let his "success" destroy him physically and mentally, or he could find a better way to live. He spent the next few years redesigning his life from scratch. Ultimately he found the way to reduce his workload by 80%, while actually increasing results and success. Furthermore, he could spend time on what matters most: his family. "This book describes his method. " Using Meisel's revolutionary Optimize, Automate, Outsource approach, you will learn how to take almost anything you

do and make it work smarter, instead of harder. Modern methods like the 80/20 rule, the 3 D's, and multi-platform repurposing let you build a high-powered, traditional-style "success factory" that only requires one employee to run. Less work, more results, more happiness.

Now in paperback from the author of Ask, a meticulous step-by-step plan for entrepreneurs and start-up businesses to choose the right market to serve. What type of business should you start? It's a question that for the past 10 years, Inc. 500 CEO and best-selling author Ryan Levesque--featured for his work in The Wall Street Journal, USA Today, Forbes, and Entrepreneur--has guided thousands of entrepreneurs through the journey of answering. One of the biggest reasons why so many new businesses fail is because in the quest to decide what business to start, most of the conventional wisdom is wrong. Instead of obsessing over what--as in what should you sell or what should you build--you should first be asking who. As in, who should you serve? The what is a logical question that will come soon enough. But choosing your who is the foundation from which all other things are built. That is what this book is all about. Levesque's meticulously tested, step-by-step process is designed to minimize your risk of failure and losing money upfront, giving you clarity on what type of business to build and the confidence to finally take that leap and get started.

The #1 international bestseller from the author of The Book of Awesome that "reveals how all of us can live happier lives" (Gretchen Rubin). What is the formula for a happy life? Neil Pasricha is a Harvard MBA, a New York Times–bestselling author, a Walmart executive, a father, a husband. After selling more than a million copies of the Book of Awesome series, wherein he observed the everyday things he thought were awesome, he now shifts his focus to the practicalities of living an awesome life. In his new book The Happiness Equation, Pasricha illustrates how to want nothing and do anything in order to have everything. If that sounds like a contradiction in terms, you simply have yet to unlock the 9 Secrets to Happiness. Each secret takes a piece out of the core of common sense, turns it on its head to present it in a completely new light, and then provides practical and specific guidelines for how to apply this new outlook to lead a fulfilling life. Once you've unlocked Pasricha's 9 Secrets, you will understand counter intuitive concepts such as: Success Does Not Lead to Happiness, Never Take Advice, and Retirement Is a Broken Theory. You will learn and then master three brand-new fundamental life tests: the Saturday Morning Test, The Bench Test, and the Five People Test. You will know the difference between external goals and internal goals and how to make more money than a Harvard MBA (hint: it has nothing to do with your annual salary). You will discover that true wealth has nothing to do with money, multitasking is a myth, and the elimination of options leads to more choice. The Happiness Equation is a book that will change how you think about pretty much everything—your time, your career, your relationships, your family, and, ultimately, of course, your happiness.

From the creator of Product Launch Formula: A new edition of the #1 New York Times best-selling guide that's redefined online marketing and helped countless entrepreneurs make millions. The revised and updated edition of the #1 New York Times bestseller Launch will build your business - fast. Whether you've already got an online business or you're itching to start one, this is a recipe for getting more traction and a fast start. Think about it: What if you could launch like Apple or the big Hollywood studios? What if your prospects eagerly counted down the days until they could buy your product? And you could do it no matter how humble your business or budget? Since 1996, Jeff Walker has been creating hugely successful online launches. After bootstrapping his first Internet business from his basement, he quickly developed a process for launching new products and businesses with unprecedented success. And once he started teaching his formula to other entrepreneurs, the results were simply breathtaking. Tiny, home-based businesses started doing launches that brought in tens of thousands, hundreds of thousands, and even millions of dollars. Whether you have an existing business or you're starting from scratch, this is how you start fast. This formula is how you engineer massive success. Now the question is this: Do you want to start slow, and fade away from there? Or are you ready for a launch that will change the future of your business and your life?

Every year, 6 million companies and more than 100,000 products are launched. They all need an awesome name, but many (such as Xobni, Svbtle, and Doostang) look like the results of a drunken Scrabble game. In this entertaining and engaging book, ace naming consultant Alexandra Watkins explains how anyone—even noncreative types—can create memorable and buzz-worthy brand names. No degree in linguistics required. The heart of the book is Watkins's proven SMILE and SCRATCH Test—two acronyms for what makes or breaks a name. She also provides up-to-date advice, like how to make sure that Siri spells your name correctly and how to nab an available domain name. And you'll see dozens of examples—the good, the bad, and the "so bad she gave them an award." Alexandra Watkins is not afraid to name names.

Rework shows you a better, faster, easier way to succeed in business. Most business books give you the same old advice: Write a business plan, study the competition, seek investors, yadda yadda. If you're looking for a book like that, put this one back on the shelf. Read it and you'll know why plans are actually harmful, why you don't need outside investors, and why you're better off ignoring the competition. The truth is, you need less than you think. You don't need to be a workaholic. You don't need to staff up. You don't need to waste time on paperwork or meetings. You don't even need an office. Those are all just excuses. What you really need to do is stop talking and start working. This book shows you the way. You'll learn how to be more productive, how to get exposure without breaking the bank, and tons more counterintuitive ideas that will inspire and provoke you. With its straightforward language and easy-is-better approach, Rework is the perfect playbook for anyone who's ever dreamed of doing it on their own. Hardcore entrepreneurs, small-business owners, people stuck in day jobs they hate, victims of "downsizing," and artists who don't want to starve anymore will all find valuable guidance in these pages.

When it comes to the way business is carried out online, the earth beneath our feet is shifting right now--and shifting quickly. The one-size-fits-all approach is fast becoming obsolete. More and more businesses are learning that the more they tailor-make the messages they put on their sites, as well as how they interact with every single user, the more satisfied customers get--and the more they earn.

Legendary leadership and elite performance expert Robin Sharma introduced The 5am Club concept over twenty years ago, based on a revolutionary morning routine that has helped his clients maximize their productivity, activate their best health and bulletproof their serenity in this age of overwhelming complexity. Now, in this life-changing book, handcrafted by the author over a rigorous four-year period, you will discover the early-rising habit that has helped so many accomplish epic results while upgrading their happiness, helpfulness and feelings of aliveness. Through an enchanting—and often amusing—story about two struggling strangers who meet an eccentric tycoon who becomes their secret mentor, The 5am Club will walk you through: How great geniuses, business titans and the world's wisest people start their mornings to produce astonishing achievements A little-known formula you can use instantly to wake up early feeling inspired, focused and flooded with a fiery drive to get the most out of each day A step-by-step method to protect the quietest hours of daybreak so you have time for exercise, self-renewal and

personal growth A neuroscience-based practice proven to help make it easy to rise while most people are sleeping, giving you precious time for yourself to think, express your creativity and begin the day peacefully instead of being rushed "Insider-only" tactics to defend your gifts, talents and dreams against digital distraction and trivial diversions so you enjoy fortune, influence and a magnificent impact on the world Part manifesto for mastery, part playbook for genius-grade productivity and part companion for a life lived beautifully, The 5am Club is a work that will transform your life. Forever.

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