

The Story Engine: An Entrepreneur's Guide To Content Strategy And Brand Storytelling Without Spending All Day Writing

Content Machine outlines a strategy for using content marketing to build a 7-figure business with zero advertising. Whether you are a blogger, content marketer, entrepreneur or marketing manager, Content Machine will help you see the return you deserve from your content marketing efforts.

"The brain is a computer. Stories are the programs-storytelling is how you write the code. If you want to hack humans, you need to understand how to write in the language best suited for the human-computer." No, you're not holding the latest collection of recipes for cannibals. How to Hack Humans is the business book you didn't know you needed, a unicorn in a world of publishing that is too often dry and emotionless. Are you looking to get investment for your Startup? Have an idea you know is going to sell? It can be a daunting prospect in an industry with a 90% failure rate, so how do you stand out from the crowd? Start by picking up a copy of How to Hack Humans, reading it, and realizing, hey, this Seth Erickson guy might be on to something. Learn how to use the ancient and organic art of storytelling to tap into the human brain and connect with others more efficiently. Discover how you can use the effect a story has on the brain to your advantage. Make yourself and your product memorable by using patterns. Brains love repetition! Seth guides readers on a journey through the neuroscience behind storytelling, how to use it to make yourself clear in a world full of noise, how to work around bias, how to craft an impactful story, and much more. Seth has written a business book for the entertainment generation. Can you educate yourself AND chuckle as you turn page after page? How to Hack Humans proves you can.

The small business guru behind Duct Tape Marketing shares his most valuable lesson: how to get your customers to do your best marketing for you. The power of glitzy advertising and elaborate marketing campaigns is on the wane; word- of-mouth referrals are what drive business today. People trust the recommendation of a friend, family member, colleague, or even stranger with similar tastes over anything thrust at them by a faceless company. Most business owners believe that whether customers refer them is entirely out of their hands. But science shows that people can't help recommending products and services to their friends-it's an instinct wired deep in the brain. And smart businesses can tap into that hardwired desire. Marketing expert John Jantsch offers practical techniques for harnessing the power of referrals to ensure a steady flow of new customers. Keep those customers happy, and they will refer your business to even more customers. Some of Jantsch's strategies include: -Talk with your customers, not at them. Thanks to social networking sites, companies of any size have the opportunity to engage with their customers on their home turf as never before-but the key is listening. -The sales team is the most important part of your marketing team. Salespeople are the company's main link to customers, who are the main source of referrals. Getting them on board with your referral strategy is critical. -Educate your customers. Referrals are only helpful if they're given to the right people. Educate your customers about whom they should be talking to. The secret to generating referrals lies in understanding the "Customer Referral Cycle"-the way customers refer others to your company who, in turn, generate even more referrals. Businesses can ensure a healthy referral cycle by moving customers and prospects along the path of Know, Like, Trust, Try, Buy, Repeat, and Refer. If everyone in an organization keeps this sequence in mind, Jantsch argues, your business will generate referrals like a well-oiled machine. This practical, smart, and original guide is essential reading for any company looking to grow without a fat marketing budget.

In The Futures, Emily Lambert, senior writer at Forbes magazine, tells us the rich and dramatic history of the Chicago Mercantile Exchange and Chicago Board of Trade, which together comprised the original, most bustling futures market in the world. She details the emergence of the futures business as a kind of meeting place for gamblers and farmers and its subsequent transformation into a sophisticated electronic market where contracts are traded at lightning-fast speeds. Lambert also details the disastrous effects of Wall Street's adoption of the futures contract without the rules and close-knit social bonds that had made trading it in Chicago work so well. Ultimately Lambert argues that the futures markets are the real "free" markets and that speculators, far from being mere parasites, can serve a vital economic and social function given the right architecture. The traditional futures market, she explains, because of its written and cultural limits, can serve as a useful example for how markets ought to work and become a tonic for our current financial ills.

The Lean Startup

How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses

Create an Engaged and Empowered Workforce for Exceptional Business Growth

How We Made It in Africa

366 Daily Meditations to Feed Your Soul and Grow Your Business

The Lion Awakes

Reinvent the Way You Make a Living, Do What You Love, and Create a New Future

Teaching Your Business to Market Itself

The microbusiness is huge! That's not just a play on words but an indisputable fact that millions of budding entrepreneurs have already figured out. On top of adding to their income and creating safety nets in case the ax falls at work, they have been able to unlock their creativity and find a sense of fulfillment they never dreamed possible—or rather day-dreamed possible from their uninspiring cubicle.In The Economy of You, author and microbusiness owner herself Kimberly Palmer illuminates the everyday faces behind this growing movement, starting with her own journey. Readers will meet a deli employee who makes custom cakes at night, an instrument repairman who sells voice-overs on his website, a videographer who started a profitable publishing house on the side, and many other inspirational examples of those who have discovered how to turn their joys and hobbies into a profitable microbusiness. Interwoven in the profiles are concrete guidelines for readers looking to launch rewarding businesses of their own, including:
• Tips for figuring out the ideal side gig
• Ideas for keeping start-up costs low
• Advice on juggling a fledgling enterprise and a full-time job
• Branding and marketing basics that bring results
• When and what to offer for free
• And much more>Your employer can guarantee nothing but today's wages. It's up to YOU to build real financial stability. It's empowering, gratifying, and now easy to do with The Economy of You.

Principles for driving significant change throughout an entire system Drawing on the knowledge and experience of working with hundreds of the world's top social-life leaders in all fields, Beverly Schwartz presents a model for change based on five proven principles that any individual leader or organization can apply to bring about deep, lasting and systematic change. Rippling shows how to activate the type of change that is needed to address the critical challenges that threaten to destroy the foundations of our society and planet in these increasingly turbulent times. These actionable principles are brought to life by compelling real-life stories. Schwartz provides a road map that allows anyone to become a changemaker. Presents some of today's most innovative and effective approaches to solving social and environmental challenges Offers a vision of social entrepreneurs as role models, catalysts, enablers and recruiters who spread waves system changing solutions throughout society The author offers a model of change that begins with the end result in mind First book from an insider at Ashoka, the foremost global organization on social change through social entrepreneurship Rippling clearly demonstrates how and when empathy, creativity, passion, and persistence are combined; significant, life-altering progress is indeed possible.

Is high gear attainable for today's women and the next generation? Yes! Women in High Gear is a first-of-its-kind look at how women in business, on-rampers, and aspiring executives can discern and discover a path to high gear. Whether that looks like financial independence, starting a business, ascending to the C-suite, securing a board seat, or making superconnections, high gear is clearly within reach. Entrepreneurs and small business owners Anne Deeter Gallaher and Amy D. Howell join forces in Women in High Gear to tell their stories of two divergent paths to reach the same goal. In 13 easy-to-read and easy-to-relate-to chapters, Amy and Anne lay out their own journeys to high gear and show how others can connect the dots for growth and success. They combine big business principles with small business DNA in hopes that their experiences will shorten the business learning curve of women. Living the realities of staying at home and staying on the fast track, Anne and Amy help women of all ages understand the necessities for emotional resilience, harnessing the softs skills, exhibiting leadership, mastering self-discipline, understanding the bottom line, connecting on social media, and building a personal brand. Wherever you stand in your business journey, Anne and Amy challenge you to charge ahead with confidence and fresh perspectives. The world needs what you have to offer-high gear awaits! Acclaim for Women in High Gear: "Anne Deeter Gallaher and Amy D. Howell are keenly attuned to the need for mentoring, guidance, and inspiration to help prepare current and future generations of women for leadership in business and society. In Women in High Gear, Anne and Amy have artfully woven their own high gear journeys to both mark a path for growth and to steer readers clear of roadblocks. They blend advice, personal experience, insight, and accountability in hopes of shortening the learning curves of other women." Kim S. Phipps, Ph.D. President, Messiah College "In a business world steeped in too much self-help blather, Amy and Anne stand up for accountability, distinctiveness, mental toughness, responsibility, hard work, compassion, and appropriate compromise—the values that forge great leaders. This book is inspiring, true, and even better-entertaining!" Mark. W. Schaefer College Educator, Entrepreneur, International Speaker, and Author of Return on Influence and The Tao of Twitter "Women in High Gear is proof of the power of storytelling-at which Anne Deeter Gallaher and Amy D. Howell excel. They turn their hard-won personal and professional experiences into illuminating and engaging examples for others to follow. Early and mid-career professionals will find High Gear immediately useful, but even seasoned executives (like me) will see in Amy and Anne's experiences new approaches to today's challenges." Kathleen A. Pavelko President/CEO, WITF, Harrisburg, PA "This book is for anyone wanting to soar to higher goals in business." Philip H. Trenary CEO, Phil Trenary Associates; Former CEO, Pinnacle Airlines Corporation "After reading Women in High Gear, I immediately wrote out my high gear goals for the next five years. This book is for any woman with a big dream for her life!" Rachael Dymski Author "Wonder duo Anne and Amy provide valuable insight into how independent, driven women can dominate the professional business landscape." Susan R. Ewing Director of Social & Digital Media, Hershey Harrisburg Regional Visitors Bureau "Women in High Gear is the modern guide to overcoming obstacles and achieving success without breaking a sweat-and doing it all in 4-inch heels. Anne and Amy have hit a homerun!" Kaitlin Sawyer Public Relations/Marketing Professional, Hawaii NEW YORK TIMES BESTSELLER
• Learn how to apply the principles of Charles Koch's revolutionary Market-Based Management® system to generate good profit in your organization, company, and life
• This book helps show you the way to good profit!whether you work for an international supermarket chain, a medium-sized regional business, or your own start-up.
• John Mackey, co-founder and co-CEO, Whole Foods Market The technological innovations, extreme politics, civil unrest, cyber attacks, demographic shifts, and global pandemic that have affected all businesses since this book was published have only confirmed Charles Koch's belief that [the only reason a business should exist (and the only way it can legitimately survive long term) is to create value in a responsible way. Hence, the principles in Good Profit are more important today than ever before. What exactly does Koch Industries, Inc., do and why is it so remarkably profitable? Koch's name may not be on your home's plywood, vehicle's grille, smartphone's connectors, or baby's ultra-absorbent diapers but it makes them all. And Koch's Market-Based Management® (MBM) system is what drives these innovations and many more. The core objective of MBM is to generate good profit. Good profit results from products and services that customers vote for freely with their dollars. It results from a bottom-up culture where employees are empowered to act entrepreneurially to discover customers' preferences and the best ways to improve their lives. Drawing on six decades of interdisciplinary studies, experimental discovery, and practical implementation across Koch businesses worldwide, Charles Koch walks the reader through the five dimensions of MBM to show how to apply its framework in any business, industry, or organization of any size. Readers will learn how to:
• Craft a vision for how to thrive in spite of increasingly rapid disruption and ever-changing consumer values
• Select and retain a workforce possessing both virtue and talent
• Create an environment of knowledge sharing that prizes respectful challenges from everyone at every level
• Award employees with ownership and decision rights based on their comparative advantages and proven contributions, not job title
• Motivate all employees to maximize their contributions by structuring incentives so compensation is limited only by the value they create
A must-read for any leader, entrepreneur, or student, as well as anyone who wants a more civil, fair, and prosperous society, Good Profit is one of the greatest management books of all time.

Brand Storytelling

The College Entrepreneur

Woman Rising

How to Use Content the Right Way to Build Your Brand, Grow Your Business and Make a Difference

The Financial Technology Handbook for Investors, Entrepreneurs and Visionaries in Regulation

The Story Engine

Debunking Public Vs. Private Sector Myths

Go Do Deals

Three-times author and female business leader Julia McCoy brings multiple genres together in her electrifying, non-fiction true story, guaranteed to have you turning each page.Growing up under a narcissistic cult leader, Woman Rising tells the unbelievable true story of one woman's ability to defy the odds and rise up despite a terrible upbringing, build an business empire, and find her complete life path-through recovery and healing, to personal and professional success as a woman CEO.Woman Rising, A True Story: Cult Survival, Female Leadership, and Entrepreneurial SuccessFollow the author, Julia McCoy, on an incredible journey from birth to present-day at the age of twenty-eight.This narrative true story is told in two parts:Part 1: Life in a CultPart 2: The Making of SuccessIn Part 1, experience the painful, tragic story of Julia's upbringing, and how she was born into the house of a cult leader, who hid the truth of her daily environment completely from the public eye. Feel her passion and energy come alive as she pursues bold, money-making ideas at a young age, eventually building a brand while living in her father's house. read about the night she escaped his house, in 2012 at twenty-one years old.In Part 2, Follow Julia on an unbelievable (true) journey of discovering normal life, finding faith and healing, getting married to the man of her dreams; becoming a parent, 3x author, and the creator of four successful brands. Read about her trials, successes, and the reality as she builds not one, not two, but three successful businesses in the next seven years. Her steps to business success are laid out in every detail, including the significant ups and extreme downs. Use the lessons from part two as your own entrepreneurial manual,Julia's nonfiction story is one you will not forget. Her story marries these categories: female leadership books, entrepreneurial advice, and true stories of survival.

Please note: This is a companion version & not the original book. Sample Book Insights: #1 Content marketing is a demanding craft that requires constant attention to detail. It was difficult for Dan to balance it with the demands of managing a growing business and personal brand. That's where I came in. #2 I had to learn how to write for an audience of thousands of entrepreneurs, marketers, startup founders, and other ridiculously talented people. I had never worked remotely before, and found it difficult to communicate with my team using tools like Slack and Trello. #3 I had produced a few good articles, but I was nowhere near hitting the publishing goals. I was frustrated, exhausted, and terrified to open my computer each morning. I had begun to doubt if content marketing was something I would ever be good at. #4 I began working on the blog's standard operating procedures and documents, and then tailored them to meet my needs and reflect my understanding of the expectations for the blog. Before I began working on them, these documents were incomplete and vague.

Three little known facts: Africa is now the world's fastest growing continent, with average GDP growth of 5.5% the past 10 years. Malaria deaths have declined by 30% and HIV infections by 74%. Nigeria produces more movies than America does. The Lion Awakes is the true story of today's Africa, one often overshadowed by the dire headlines. Traveling from his ancestral home in Uganda, East Africa, to the booming economy and (if chaotic) new democracies of West Africa, and down to the "Silicon Savannahs" of Kenya and Rwanda, Ashish J. Thakkar shows us an Africa that few Westerners are aware exists. Far from being a place in need of our pity and aid, we see a continent undergoing a remarkable transformation and economic development. We meet a new generation of ambitious, tech savvy young Africans who are developing everything from bamboo bicycles to iPhone Apps; we meet artists, film makers and architects thriving with newfound freedom and opportunity, and we are introduced to hyper-educated members of the Diaspora who have returned to Africa after years abroad to open companies and take up positions in government. They all tell the same story: 21st Century Africa offers them more opportunity than the First World. Drawing from his business experience, and his own family's history in Africa, which include his parents' expulsion from Uganda by Idi Amin in the 70s and his own survival of the Rwandan genocide in 1994, Ashish shows us how much difference a decade can make.

The updated 4th Edition of THE ENTREPRENEUR'S GUIDE TO BUSINESS LAW takes you through the various stages of starting a business—from start-up and growth to an initial public offering—while highlighting the legal preparations and pitfalls that go along with them. Packed with practical strategies for managing legal issues, the text presents the essentials on leaving your job, competing with a former employer, contract law, and bankruptcy, as well as on the most current issues like clean energy, e-commerce, and the effects of the recent recession on entrepreneurship. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Everything You Need to Launch and Grow Your New Business

Google Speaks

Rippling

The \$100 Startup

Your First Six Figures

Eight Keys to Unlock Freedom, Flow and Financial Success with Your Online Business

Notes on Startups, or How to Build the Future

Put Customers at the Heart of Your Brand Story

A no-nonsense, implementable handbook for taking part in the Entrepreneur Revolution We are living in revolutionary times; times with an impact as significant and far-reaching as the previous Industrial Revolution was to the Agricultural Age. Technological shifts have allowed micro-businesses to compete with large corporations. Small business can now have a global footprint, can be structured in low tax environments, move products anywhere in the world, and access unprecedented levels of support. Entrepreneur Revolution means taking the initiative to do something that you love, something that you're good at, and something that will make you money. This masterclass in gaining an entrepreneurial mindset will show how to change the way you think, the way you network, and the way you make a living. Includes new statistics, activities, case studies, and research Takes a look at how the brain can affect the entrepreneurial mindset Offers new ideas for entrepreneurs starting a new business Helps you shake off old ideas and make a great, independent leap forward This inspiring and practical book shows you how to break free from The Industrial Revolution mindset, quit working so hard, follow your dream—and make a fortune along the way.

New York Times Bestseller. "A superb book. . . . [Lewis] makes Silicon Valley as thrilling and intelligible as he made Wall Street in his best-selling Liar's Poker."—Time In the weird glow of the dying millennium, Michael Lewis set out on a safari through Silicon Valley to find the world's most important technology entrepreneur. He found this in Jim Clark, a man whose achievements include the founding of three separate billion-dollar companies. Lewis also found much more, and the result—the best-selling book The New New Thing—is an ingeniously conceived history of the Internet revolution.

"The Entrepreneur's Solution" introduces the "Business Mastery Blueprint" and the concept of sustainable success—the new model for thriving in the twenty-first century, which replaces the old standard "model of mediocrity." New-millennium companies are blazing a very different path to an achievable and sustainable future. But what is the mind-set behind the methodology? In these pages, the potential entrepreneurs learn exactly "what it takes" to live a rich life on every level. The "Nine Entrepreneurial Essentials" that make up the "Three Elements of the Entrepreneurial Mind-Set", from the moment they are put into practice, become a game changer in growing a business and a meaningful life.

The Great Recession threatened the well-being of tens of millions of Americans, dramatically weakened the working class, hollowed out the middle class, and strengthened the position of the very wealthy. Against this backdrop, the hit reality show Shark Tank premiered in 2009. Featuring ambitious entrepreneurs chasing support from celebrity investors, the show offered a version of the American Dream that still seemed possible to many, where a bright idea and a well-honed pitch could lift a bootstrap business to new heights of success. More than a decade later, Shark Tank still airs regularly on multiple networks, and its formula has sparked imitators everywhere, from elite universities to elementary school classrooms. In Entertaining Entrepreneurs, Daniel Horowitz shows how Shark Tank's version of entrepreneurship disguises and distorts the opportunities and traps of capitalism. Digging into today's cult of the entrepreneur, Horowitz charts its rise from the rubble of economic crisis and its spread as a mainstay of American culture, and he explores its flawed view of what it really takes to succeed in business. Horowitz offers more than a look at one television phenomenon. He is the perfect guide to the portrayal of entrepreneurship in business school courses, pitch competitions, popular how-to books, and scholarly works, as well as the views of real-world venture capitalists.

An Entrepreneur's Guide to Content Strategy and Brand Storytelling Without Spending All Day Writing

Storytelling for Startups

Entrepreneur Revolution

How Creating Value for Others Built One of the World's Most Successful Companies

Entrepreneurial State

The Futures

A True Story

Women in High Gear

#1 NEW YORK TIMES BESTSELLER • “This book delivers completely new and refreshing ideas on how to create value in the world.”—Mark Zuckerberg, CEO of Meta “Peter Thiel has built multiple breakthrough companies, and Zero to One shows how.”—Elon Musk, CEO of SpaceX and Tesla 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.

IdeaJacked is Pat Kennedy's entertaining story about inventing and patenting wireless technologies at Cellport Systems and the global corporations that have tried to counterfeit its technologies.

“Pay attention.”—Jason Fried A revolutionary roadmap for building startups that go the distance Now more than ever, you don't need a fancy office, Ivy League degree, or millions of dollars in venture capital to launch a business that matters for the communities you care most about. Software, the internet, and remote work have made it possible for entrepreneurs to start for free, make a customer of anyone, and grow a profitable, sustainable company from anywhere. Packed with hard-won, battle-tested lessons from Lavingia's own journey of building Gumroad, a platform for creators to sell their work, The Minimalist Entrepreneur teaches founders how to: • start then learn • build a community, then solve a problem for them • charge for something even before you’ve built anything • avoid running out of money and, more importantly, energy • run a tight ship amid the rise of the gig economy and remote work • own a business without it owning you back. The Minimalist Entrepreneur is the manifesto for a new generation of founders who would rather build great companies than big ones. This is essential knowledge for every founder aspiring to build a business worth building.

Most students are struggling to find work that is interesting and rewarding when they graduate. You can't follow the same well-worn path of simply "getting good grades and a degree" and expect different results. In fact, the most of the value and opportunities that a university has to offer lie outside of the classroom. "The College Entrepreneur" is a book about discovering your passion, connecting with mentors, and leveraging your university's resources to build a thriving business or personal brand before you graduate. By starting a business before you graduate you learn key skills and develop a network that will lead to opportunities to do work that you love. This book provides simple strategies you can use to access little known resources at their university, break free of the status quo and take control of your education to get results that you want.

Mad Genius

How to Run Your Business Without Letting It Run You

The Minimalist Entrepreneur

5 Steps to Ridiculously Consistent Growth

The Economy of You

Good Profit

Summary of Kyle Gray & Tom Morkes's The Story Engine

Transformative Entrepreneurs

The Story EngineAn Entrepreneur's Guide to Content Strategy and Brand Storytelling Without Spending All Day WritingCreatespace Independent Publishing Platform

The one primer you need to develop your entrepreneurial skills. Whether you're imagining your new business to be the next big thing in Silicon Valley, a pivotal B2B provider, or an anchor in your local community, the HBR Entrepreneur's Handbook is your essential resource for getting your company off the ground. Starting an independent new business is rife with both opportunity and risk. And as an entrepreneur, you're the one in charge: your actions can make or break your business. You need to know the tried-and-true fundamentals--from writing a business plan to getting your first loan. You also need to know the latest thinking on how to create an irresistible pitch deck, mitigate risk through experimentation, and develop unique opportunities through business model innovation. The HBR Entrepreneur's Handbook addresses these challenges and more with practical advice and wisdom from Harvard Business Review's archive. Keep this comprehensive guide with you throughout your startup's life--and increase your business's odds for success. In the HBR Entrepreneur's Handbook you'll find: Step-by-step guidance through the entrepreneurial process Concise explanations of the latest research and thinking on entrepreneurship from Harvard Business Review contributors such as Marc Andreessen and Reid Hoffman Time-honed best practices Stories of real companies, from Airbnb to eBay You'll learn: Which skills and characteristics make for the best entrepreneurs How to gauge potential opportunities The basics of business models and competitive strategy How to test your assumptions--before you build a whole business How to select the right legal structure for your company How to navigate funding options, from venture capital and angel investors to accelerators and crowdfunding How to develop sales and marketing programs for your venture What entrepreneurial leaders must do to build culture and set direction as the business keeps growing HBR Handbooks provide ambitious professionals with the frameworks, advice, and tools they need to excel in their careers. With step-by-step guidance, time-honed best practices, real-life stories, and concise explanations of research published in Harvard Business Review, each comprehensive volume helps you to stand out from the pack--whatever your role.

List of Tables and Figures; List of Acronyms; Acknowledgements; Introduction: Thinking Big Again; Chapter 1: From Crisis Ideology to the Division of Innovative Labour; Chapter 2: Technology, Innovation and Growth; Chapter 3: Risk-Taking State: From 'De-risking' to 'Bring It On!'; Chapter 4: The US Entrepreneurial State; Chapter 5: The State behind the iPhone; Chapter 6: Pushing vs. Nudging the Green Industrial Revolution; Chapter 7: Wind and Solar Power: Government Success Stories and Technology in Crisis; Chapter 8: Risks and Rewards: From Rotten Apples to Symbiotic Ecosystems; Chapter 9: So.

Madmen, Intellectuals, and Academic Scribblers presents a simple, economic framework for understanding the systematic causes of political change. Wayne A. Leighton and Edward J. López take up three interrelated questions: Why do democracies generate policies that impose net costs on society? Why do such policies persist over long periods of time, even if they are known to be socially wasteful and better alternatives exist? And, why do certain wasteful policies eventually get repealed, while others endure? The authors examine these questions through familiar policies in contemporary American politics, but also draw on examples from around the world and throughout history. Assuming that incentives drive people's decisions, the book matches up three key ingredients—ideas, rules, and incentives—with the characters who make political waves: madmen in authority (such as Franklin Delano Roosevelt and Margaret Thatcher), intellectuals (like Jon Stewart and George Will), and academic scribblers (in the vein of Friedrich Hayek and John Maynard Keynes). Political change happens when these characters notice holes in the structure of ideas, institutions, and incentives, and then act as entrepreneurs to shake up the status quo.

The Economic Engine of Political Change

How Walt Disney, Steve Jobs, Muhammad Yunus, and Other Innovators Succeeded

Learn from the Stories of 25 Entrepreneurs Who've Built Thriving Businesses

The Modern Millionaire's Path to More Profit, Fans & Freedom

Content Machine

The New New Thing: A Silicon Valley Story

The Rise of the Speculator and the Origins of the World's Biggest Markets

Learn how to stay sane and ensure both you and your business thrive for years. You run a business. And running a business is hard. It can ruin your health. It can ruin your relationships. It can ruin your life. But only if you don't equip yourself for the journey. The responsibility, stress and loneliness of being an entrepreneur are a far cry from your friends who work salaried jobs. The path of least resistance is to let the stress and isolation of starting, running and growing a business infiltrate most aspects of your life. Over and over we've watched our fellow entrepreneurs succumb to the mental toll and chaos of running a business. We've also experienced it firsthand as we've launched and grown our own businesses. Odds are good that you've been overwhelmed at some point. Maybe you've read self help books only to find that books about stress management typically don't take into account the unique experience of entrepreneurs. Or they're 'lifehacks' written by a blogger with no formal training, offering advice based on anecdotes. Why do I need this book? You want to invest in yourself (and consequently, your business). You want to learn proven strategies, tactics and techniques to overcome the challenges that cause you heartburn and headaches. You want to get off the treadmill of stress, anxiety and isolation that entrepreneurship brings. You want to prevent burnout, depression, isolation, and the emergence of damaging coping strategies and self-sabotaging choices. Every aspect of this book is a pairing of psychological expertise with decades of entrepreneurial experience. Author, Seth Godin calls it, "A personal, generous and incredibly useful guide to staying sane and changing the world at the same time. Read it before you think you need it." Here are just a few things you will take away: New ways to deal with the responsibility and fear that go along with being an entrepreneur Why knowing yourself and where you came from is crucial to your success How to succeed as an entrepreneur no matter your personality type How to keep stress from ruining your relationships Dealing with depression, anxiety, burnout, ADHD and other common psychological burdens How to get more things done - and faster - by dealing with procrastination, distraction and muddled priorities How to deal with overwhelming (seemingly) massive failures How to find personal calm in the midst of chaos And much more... Love the book? Read a review! And join the conversation by joining our Facebook Group: www.facebook.com/groups/zenfounder/ YOUR ONLINE BUSINESS + THIS BOOK = YOUR FIRST SIX FIGURESSince the Recession, millions of women have launched online businesses to pursue their passions and earn a sustainable living. But for many, dreams of financial independence become a nightmare when their social media ads get ignored and product launches are met with chirping crickets.Jenn Scalia was one of these women, barely scraping by as she struggled to turn her passion into an online business. After turning her back on the advice of so-called experts, Jenn finally saw success-and a LOT of it. In less than 3 years, Jenn's business exploded to multiple 6-figures, then multiple 7-figures in total revenue.In this book, Jenn teaches you everything she learned to go from rock bottom to household name, including how to:-Cultivate a 6-figure mindset-Get clarity on your target market-Chose the most profitable business model for YOU>Create killer content that positions you as an authority-Build and launch programs that people tell their friends about. . . and so much more!Whether you already own an online business or are eager for your first sale, Your First Six Figures gives you the proven, step-by-step strategies you need to captivate your audience, create raving fans and maximize your impact.

"The Story Engine provides your with everything you need to reap the benefits of content marketing. You'll learn how to plan content marketing success early, and how to avoid common pitfalls. We will explore how to build a team to handle time-consuming parts of creation and still feel secure knowing that your content fits your unique brand. All this without breaking your budget"--Back cover.

WINNER: NYC Big Book Award 2020 - Sales and Marketing category WINNER: The Stevie Awards 2020 - 'Book of the Year' Silver award, Women in Business category Written by the award-winning storyteller Miri Rodriguez at Microsoft, this actionable guide goes beyond content strategy and, instead, demonstrates how to leverage brand storytelling in the marketing mix to strengthen brand engagement and achieve long-term growth, with advice from brands like Expedia, Coca Cola, McDonalds, Adobe and Google. Despite understanding essential storytelling techniques, brands continue to explain how their product or service can help the customer, rather than showcasing how the customer's life has changed as a result of them. Brand Storytelling gets back to the heart of brand loyalty, consumer behaviour and engagement as a business strategy: using storytelling to trigger the emotions that humans are driven by. It provides a step by step guide to assess, dismantle, and rebuild a brand story, shifting the brand from a 'hero' to 'sidekick' mentality, and positioning the customer as a key influencer to motivate the audience. Simplifying where to begin, how to benchmark success and ensure a consistent brand voice throughout every department, this book clearly shows how readers can align an emotive connection with the customer's personal values, experiences and aspirations, and how that will enable brand leaders, employees and influencers to celebrate and strengthen brand engagement for the long-term, rather than simply trying to win it. Clarifying why machine-learning, AI and automation only tell one side of the story, this book will inspire you with cutting edge interviews and case studies from leading brands like Expedia, Coca Cola, McDonalds, Adobe and Google, to tap into authentic brand loyalty and human connection.

The Entrepreneur's Solution

Reality TV's Shark Tank and the American Dream in Uncertain Times

The Ultimate Marketing Engine

Use Content Marketing to Build a 7-Figure Business With Zero Advertising

How to Leverage Your University to Build a Business, Escape the Rat Race and Live Life on Your Terms.

Zero to One

Discover Your Inner Entrepreneur and Recession-Proof Your Life

How Social Entrepreneurs Spread Innovation Throughout the World

From the founder of the award-winning website (www.howwemadeitinafrica.com) comes the stories of 25 entrepreneurs who've built thriving businesses. * Be inspired by the experiences of Africa's most dynamic entrepreneurs * Gain insight into the continent's business opportunities * Find the courage to make your own dreams and ambitions become a reality Discover why Ken Njoroge is building a billion-dollar pan-African digital payments company (it is not because he wants to drive a Ferrari); Find out how Jean de Dieu Kagabo grew a Rwanda-based industrial group from a simple product: toilet paper; And be inspired by the extraordinary tale of Hassan Bashir who created a booming insurance company from nothing but grit and persistence. Each entrepreneur's story is told in an honest manner, not shying away from the mistakes made and the considerable hurdles they had to overcome. And there were many tough times: from being betrayed by long-time senior managers to losing vast sums of money because of poor market research. Pursuing their business ambitions also had a toll on their personal lives: one entrepreneur was too broke to afford diapers for his baby, while another had to sell her house to keep the company alive. MEET THE ENTREPRENEURS 1. Ken Njoroge (Kenya): The long, hard journey to build a billion-dollar company 2. Tseday Asrat (Ethiopia): A modern twist on Ethiopia's coffee culture 3. Tumi Phake (South Africa): Flexing his entrepreneurial muscles to exploit a gap in the fitness industry 4. Monica Musonda (Zambia): Instant noodle pioneer 5. Hassan Bashir (Kenya): An insurance firm created from nothing but grit and persistence 6. Ebele Enunwa (Nigeria): A \$50-million food and retail empire 7. Tayo Oviosu (Nigeria): The entrepreneur who traded in his Silicon Valley life to bring mobile money to Nigerians 8. Navalayo Osembo (Kenya): How to make a Kenyan running shoe 9. Jean de Dieu Kagabo (Rwanda): Rwandan industrialist always hunting for the next big business idea 10. Addis Alemayehou (Ethiopia): Serial entrepreneur bringing the world to Ethiopia 11. Kasope Ladipo-Ajai (Nigeria): Nigerian cooking made convenient 12. Chijioke Dozie (Nigeria): Leveraging past experiences to disrupt the banking industry 13. Sylvester Chauke (South Africa): Marketer with a passion to take African brands global 14. Yoadan Tilahun (Ethiopia): Showing Ethiopia how to throw an event 15. Mossadeck Bally (Mali): West African hotel group built on an appetite for risk 16. Jennifer Bash (Tanzania): Adding value to everyday staples 17. Jesse Moore (Kenya): Thinking out of the box to power over 600 000 homes with solar energy 18. Twapewa Kadhikwa (Namibia): How one hair salon became a group of companies 19. Jacques de Vos (South Africa): Growing a high-impact tech business one problem statement at a time 20. Nana Akua Birmeh (Ghana): Architect breaking glass ceilings 21. Nelly Tuikong (Kenya): Kenyan beauty brand taking on global giants 22. Dr Hend El Sherbini (Egypt): From a small Egyptian family business to a London-listed healthcare giant 23. NJ Ayuk (Cameroon): A lawyer on the road less travelled 24. Polo Leteka (South Africa): The investor who spots opportunity where others see risk 25. Ashley Uys (South Africa): Diagnostic hustler ABOUT THE AUTHOR Jaco Maritz is CEO of Maritz Africa, publisher of the award-winning pan-African online business publication How we made it in Africa. Jaco holds a BA in Information Science from USB. He started his career at South African media company Media24, working on the websites of some of the country's most well-known newspapers. He went on to become editor of TradelvestNigeria, after which he founded Maritz Africa. When not building Maritz Africa, Jaco enjoys investing in other businesses. He is a regular speaker on business in Africa.

Entrepreneurs are the key to any successful new business. But having a good idea is not enough . . . too many good ideas fail at the execution level. Meticulously researched with fresh insights into the entrepreneurial process, Transformative Entrepreneurs provides a fascinating perspective on those enterprises and entrepreneurs that have changed the landscape of society, and highlights the challenges and excitement of launching new innovative businesses. Jeff Harris brings in-depth perceptions from his nearly thirty years of venture capital experience to provide a thorough understanding of the transformative ideas and leadership abilities that separate the winners and losers. From Fred Smith's Federal Express to Hugh Hefner's Playboy, and Ted Turner's CNN to Herb Kelleher's Southwest Airlines, the pioneering business models and execution skills of the founders come to life providing an inspirational lens for those chasing the dream.

A guide for creating a deeper relationship with the entrepreneurial journey The Self-Reliant Entrepreneur offers overworked and harried entrepreneurs, and anyone who thinks like one, a much-needed guide for tapping into the wisdom that is most relevant to the entrepreneurial life. The book is filled with inspirational meditations that contain the thoughts and writings of notable American authors. Designed as a daily devotional, it is arranged in a calendar format, and features readings of transcendentalist literature and others. Each of The Self-Reliant Entrepreneur meditations is followed by a reflection and a challenging question

from John Jantsch. He draws on his lifetime of experience as a successful coach for small business and startup leaders to offer an entrepreneurial context. Jantsch shows how entrepreneurs can learn to trust their ideas and overcome the doubt and fear of everyday challenges. The book contains: A unique guide to meditations, especially designed for entrepreneurs A range of topics such as self-awareness, trust, creativity, resilience, failure, growth, freedom, love, integrity, and passion An inspirational meditation for each day of the year. . . including leap year Reflections from John Jantsch, small business marketing expert and the author of the popular book Duct Tape Marketing Written for entrepreneurs, as well anyone seeking to find a deeper meaning in their work and life, The Self-Reliant Entrepreneur is a practical handbook for anyone seeking to embrace the practice of self-trust.

Lead a life of adventure, meaning and purpose—and earn a good living. “Thoughtful, funny, and compulsively readable, this guide shows how ordinary people can build solid livings, with independence and purpose, on their own terms.”—Gretchen Rubin, author of the #1 New York Times bestseller The Happiness Project Still in his early thirties, Chris Guillebeau completed a tour of every country on earth and yet he’s never held a “real job” or earned a regular paycheck. Rather, he has a special genius for turning ideas into income, and he uses what he earns both to support his life of adventure and to give back. Chris identified 1,500 individuals who have built businesses earning \$50,000 or more from a modest investment (in many cases, \$100 or less), and focused on the 50 most intriguing case studies. In nearly all cases, people with no special skills discovered aspects of their personal passions that could be monetized, and were able to restructure their lives in ways that gave them greater freedom and fulfillment. Here, finally, distilled into one easy-to-use guide, are the most valuable lessons from those who’ve learned how to turn what they do into a gateway to self-fulfillment. It’s all about finding the intersection between your “expertise”—even if you don’t consider it such—and what other people will pay for. You don’t need an MBA, a business plan or even employees. All you need is a product or service that springs from what you love to do anyway, people willing to pay, and a way to get paid. Not content to talk in generalities, Chris tells you exactly how many dollars his group of unexpected entrepreneurs required to get their projects up and running; what these individuals did in the first weeks and months to generate significant cash; some of the key mistakes they made along the way, and the crucial insights that made the business stick. Among Chris’s key principles: If you’re good at one thing, you’re probably good at something else; never teach a man to fish—sell him the fish instead; and in the battle between planning and action, action wins. In ancient times, people who were dissatisfied with their lives dreamed of finding magic lamps, buried treasure, or streets paved with gold. Today, we know that it’s up to us to change our lives. And the best part is, if we change our own life, we can help others change theirs. This remarkable book will start you on your way.

How to Hack Humans

The Entrepreneur’s Guide to Buying & Selling Businesses

The Entrepreneur's Guide to Keeping Your Sh*t Together

The Entrepreneur's Guide to Business Law

Army of Entrepreneurs

The REGTECH Book

Secrets of the World's Greatest Billionaire Entrepreneurs, Sergey Brin and Larry Page

How to Develop your Entrepreneurial Mindset and Start a Business that Works

Most startups fail. But many of those failures are preventable. The Lean Startup is a new approach being adopted across the globe, changing the way companies are built and new products are launched. Eric Ries defines a startup as an organization dedicated to creating something new under conditions of extreme uncertainty. This is just as true for one person in a garage or a group of seasoned professionals in a Fortune 500 boardroom. What they have in common is a mission to penetrate that fog of uncertainty to discover a successful path to a sustainable business. The Lean Startup approach fosters companies that are both more capital efficient and that leverage human creativity more effectively. Inspired by lessons from lean manufacturing, it relies on “validated learning,” rapid scientific experimentation, as well as a number of counter-intuitive practices that shorten product development cycles, measure actual progress without resorting to vanity metrics, and learn what customers really want. It enables a company to shift directions with agility, altering plans inch by inch, minute by minute. Rather than wasting time creating elaborate business plans, The Lean Startup offers entrepreneurs—in companies of all sizes—a way to test their vision continuously, to adapt and adjust before it’s too late. Ries provides a scientific approach to creating and managing successful startups in a age when companies need to innovate more than ever.

Helps business leaders train and motivate their employees, instilling them with the skills and confidence they need and ensuring that the company excels into the future.

Go Do Deals provides entrepreneurs with a practical method to source and buy companies without having capital and without borrowing lots of money. For those who are ready to take the next step on the entrepreneurial ladder and make the shift from customer to shareholder value creation, Go Do Deals shows them how to: Bypass the brokers and find businesses that are NOT for sale Find, approach, and have positive conversations with potential sellers Structure deals so that they do not need to contribute cash upfront Choose the right deals and avoid buying themselves a job Know the best time to exit or sell their business Buying a company can double one’s business in an afternoon, free them from the treadmill of staff and customers, and avoid the blood, sweat, and years of start-up pain. It’s time to Go Do Deals.

Create your next breakthrough Mad Genius is a unique book for entrepreneurs--and for employes who want to think like entrepreneurs. It will help you unleash the innate creative genius inside you. Every industry has its sacred cows and accepted practices. These are often based upon foundational premises that are no longer valid--if they ever were. There's a reason Facebook was birthed in a dorm room, Amazon.com came from people not in the bookstore business, and UBER was created by people who weren't from the taxi industry. Innovation, discovery, and creating disruption require blowing up conventional thinking and unleashing your entrepreneurial brilliance. Mad Genius is a fire hose of creative stimulation that will spark breakthrough ideas and show you how to nurture them. Get ready to think different.

Entertaining Entrepreneurs

IdeaJacked

The Referral Engine

Madmen, Intellectuals, and Academic Scribblers

The Art of Impact

How Great Founders Do More with Less

Adventures in Africa's Economic Miracle

Start Something That Matters

A step-by-step system for creating customers and clients for life. In a world that’s difficult for business professionals to cut through noise to create relationships with their customers, organizations that focus on converting their customers to members and helping them achieve lasting transformation rather than simply offering the transaction of the moment are winning. The Ultimate Marketing Engine teaches you how to develop a system to take every customer from where they are to where they want to be by building on the innovative principles first brought to the marketing world in Duct Tape Marketing and honed over three decades of working with thousands of businesses. In this book, you will learn: Why strategy must come before tactics. How to narrow your focus and choose only ideal customers. Why no one wants what you sell - and what they actually want. How to use story and narrative as the voice of strategy. How to construct the perfect customer journey. How to grow your business with your customers. This bookintroduces the Customer Success Track, an innovative new approach to marketing strategy that will transform how you view your business, your marketing and how you view every customer. The Ultimate Marketing Engine will help you take control of your marketing while creating ridiculously consistent business growth.

In many ways, Google is the prototype of a successful twenty-first-century company. It uses technology in new ways to make information universally accessible; promotes a corporate culture that encourages creativity among its employees; and takes its role as a corporate citizen very seriously, investing in green initiatives and developing the largest corporate foundation in the United States. Following in the footsteps of Warren Buffett Speaks and Jack Welch Speaks—which contain a conversational style that successfully captures the essence of these business leaders—Google Speaks reveals the amazing story behind one of the most important new companies of our time by exploring the people and philosophies that have made it a global phenomenon in less than fifteen years. Written by bestselling author Janet Lowe, this book offers an engaging look at how Google's founders, Sergey Brin and Larry Page, transformed their vision of a better Internet search engine into a business colossus with about \$16 billion in annual revenue. Lowe discusses the values that drive Brin and Page—for example, how they both live fairly modest lives, despite each having a net worth in excess of \$15.9 billion—and details how they have created a culture that fosters fun while, at the same time, keeping Google at the forefront of technology through relentless R&D investments and imaginative partnerships with organizations such as NASA. In addition to examining Google's breakthrough business strategies and new business models—which have transformed online advertising and changed the way we look at corporate responsibility and employee relations—Lowe explains why Google may be a harbinger of where corporate America is headed. She also addresses controversies surrounding Google, such as copyright infringement, antitrust concerns, and personal privacy and poses the question almost every successful company must face: as Google grows, can it hold on to its entrepreneurial spirit as well as its informal motto, "Don't do evil"? What started out as a university research project conducted by Sergey Brin and Larry Page has ended up revolutionizing the world we live in. Google Speaks puts these incredible entrepreneurs in perspective and shows you how their drive and determination have allowed them to create one of today's most powerful companies.

The Regulatory Technology Handbook The transformational potential of RegTech has been confirmed in recent years with US\$1.2 billion invested in start-ups (2017) and an expected additional spending of US\$100 billion by 2020. Regulatory technology will not only provide efficiency gains for compliance and reporting functions, it will radically change market structure and supervision. This book, the first of its kind, is providing a comprehensive and invaluable source of information aimed at corporates, regulators, compliance professionals, start-ups and policy makers. The REGTECH Book brings into a single volume the curated industry expertise delivered by subject matter experts. It serves as a single reference point to understand the RegTech eco-system and its impact on the industry. Readers will learn foundational notions such as: • The economic impact of digitization and datafication of regulation • How new technologies (Artificial Intelligence, Blockchain) are applied to compliance • Business use cases of RegTech for cost-reduction and new product origination • The future regulatory landscape affecting financial institutions, technology companies and other industries Edited by world-class academics and written by compliance professionals, regulators, entrepreneurs and business leaders, the RegTech Book represents an invaluable resource that paves the way for 21st century regulatory innovation.

The incredible story of the man behind TOMS Shoes and One for One, the revolutionary business model that marries fun, profit, and social good “A creative and open-hearted business model for our times.”—The Wall Street Journal Why this book is for you: • You’re ready to make a difference in the world—through your own start-up business, a nonprofit organization, or a new project that you create within your current job. • You want to love your work, work for what you love, and have a positive impact on the world—all at the same time. • You’re inspired by charity: water, method, and FEED Projects and want to learn how these organizations got their start. • You’re curious about how someone who never made a pair of shoes, attended fashion school, or worked in retail created one of the fastest-growing footwear companies in the world by giving shoes away. • You’re looking for a new model of success to share with your children, students, co-workers, and members of your community. You’re ready to start something that matters. With every book you purchase, a new book will be provided to a child in need. One for One.™

The Self-Reliant Entrepreneur

A Manifesto for Entrepreneurs

The Harvard Business Review Entrepreneur's Handbook