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Jenny Blake

The Win Without Pitching Manifesto Blair Enns, 2018

The Freelance Manifesto Joey Korenman, 2017-05-31 Designing beautiful boards and making smooth animation come naturally to us Motion Designers. It's what we're good at. However, designing the career we want, with the freedom, flexibility, and pay we crave, that's more difficult. All of the above is within your grasp if you're willing to take the plunge into freelancing. School of Motion founder Joey Korenman worked in every kind of Motion Design role before discovering that freelancing offered him not only more autonomy but also higher pay, less stress, and more creativity. Since then, he's taught hundreds of School of Motion students his playbook for becoming a six-figure freelancer. Now he shares his experience and advice on breaking out of the nine-to-five mold in this comprehensive and tactical handbook. The Freelance Manifesto offers a field guide for Motion Design professionals looking to make the leap to freelance in two clear and concise parts. The first examines the goals, benefits, myths, and realities of the freelance lifestyle, while the second provides future freelancers with a five-step guide to launching and maintaining a solo business, including making contact, selling yourself, closing the deal, being indispensable, and becoming a lucrative enterprise. If you're feeling stifled by long hours, low-paying gigs, and an unfulfilling career, make the choice to redesign yourself as a freelancer-and, with the help of this book and some hard work, reclaim your time, independence, and inspiration for yourself.

The New Rules of Work Alexandra Cavoulacos, Kathryn Minshew, 2017 In this definitive guide to the ever-changing modern workplace, Kathryn Minshew and Alexandra Cavoulacos, the co-founders of popular career website TheMuse.com, show how to play the game by the New Rules. The Muse is known for sharp, relevant, and get-to-the-point advice on how to figure out exactly what your values and your skills are and how they best play out in the marketplace. Now Kathryn and Alex have gathered all of that advice and more in The New Rules of Work. Through quick exercises and structured tips, the authors will guide you as you sort through your countless options; communicate who you are and why you are valuable; and stand out from the crowd. The New Rules of Work shows how to choose a perfect career path, land the best job, and wake up feeling excited to go to work every day-- whether you are starting out in your career, looking to move ahead, navigating a mid-career shift, or anywhere in between--

Wait, How Do I Write This Email? Danny Rubin, 2016-10-15 Ever struggle with an email to network or find a job? Help

has arrived. In his new book, Wait, How Do I Write This Email?, communications expert Danny Rubin provides 100+ game-changing templates for networking, the job search and LinkedIn. As well, the book teaches people how to harness the power of storytelling and build relationships that last

Baseline Selling Dave Kurlan, 2005-11 Baseline Selling - How to Become a Sales Superstar by Using What You Already Know About the Game of Baseball, will dramatically change the way we approach the sales process, replacing the gratuitous complexity advocated by today's sales experts with an elegant and very effective simplicity. Studies have shown that the selling techniques of the last two decades have had very little impact on most of the sales population less than 75 percent of all salespeople, to be exact. Why? Because of the complexity, learning curve and difficulty in applying the concepts in these systems. In response to the urgent need for a flexible, innovative process that will enable people to grasp the essential skills necessary to close a sale in any situation, Baseline Selling reemphasizes the fundamentals of selling in a fresh, memorable way that modern sales professionals can relate to and utilize, and above all, one that complements and enriches advanced sales methodologies. Salespeople who read this book and put its wisdom to work will succeed at acquiring more opportunities as they learn to get appointments more easily. They will excel at creating opportunities with prospects who are not interested. They'll sell at higher margins by using the Rule of Ratios. Their closing percentages will improve dramatically as they implement the simple Inoffensive Close. Salespeople selling commodities, struggling to differentiate themselves, will love Commodity Busters and every salesperson will be able to shorten their sell cycle by Taking a Lead. Quite simply, Baseline Selling introduces a way for salespeople to visualize and touch all the sales bases without over-complicating the process.

Million Dollar Coach Taki Moore, 2016-11-06 Million Dollar Coach is the must-have resource for coaches. Increase the income you earn, work when and how you want, watch your clients get incredible results...... and become empowered to live a life of massive personal freedom. Million Dollar Coach is designed to shift these issues you may be experiencing such as: * Too many coaches hit an income ceiling, and never make the kind of money (or the kind of impact) that they are capable of. They get stuck at one of the 3 plateaus: Survival, Stability or even Success * Most coaches blame themselves, and try to work on their MINDSET - But nothing changes because it's not your mindset that's the problem. It's the MODEL that needs to change. * The model that you bought into when you started your coaching business is completely unscalable (Manual prospecting to get a few leads, followed by one-to-one selling and dealing with objections, excuses and stalls... and time-formoney coaching so there's never any time for you). * For the last 5 years, the author has been working with a select group of coaches, taking them from Stability to Success and Scale. Taki Moore has a very new approach and he shares the very best of what is working for them to become a Million Dollar Coach. This book is essential reading for coaches of all types and experience-levels and is of particular value for anyone looking to start a coaching business to short cut growing pains and

quickly rise to become a Million Dollar Coach.

Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline Marylou Tyler, Jeremey Donovan, 2016-08-19 The proven system for rapid B2B sales growth from the coauthor of Predictable Revenue, the breakout bestseller hailed as a "sales bible" (Inc.) If your organization's success is driven by B2B sales, you need to be an expert prospector to successfully target, qualify, and close business opportunities. This game-changing guide provides the immediately implementable strategies you need to build a solid, sustainable pipeline—whether you're a sales or marketing executive, team leader, or sales representative. Based on the acclaimed business model that made Predictable Revenue a runaway bestseller, this powerful approach to B2B prospecting will help you to: • Identify the prospects with the greatest potential • Clearly articulate your company's competitive position • Implement account-based sales development using ideal account profiles • Refine your lead targeting strategy with an ideal prospect profile • Start a conversation with people you don't know • Land meetings through targeted campaigns • Craft personalized e-mail and phone messaging to address each potential buyer's awareness, needs, and challenges. • Define, manage, and optimize sales development performance metrics • Generate predictable revenue You'll learn how to target and track ideal prospects, optimize contact acquisition, continually improve performance, and achieve your revenue goals—quickly, efficiently, and predictably. The book includes easy-to-use charts and e-mail templates, and features full online access to sample materials, worksheets, and blueprints to add to your prospecting tool kit. Following this proven step-by-step framework, you can turn any B2B organization into a highperformance business development engine, diversify marketing lead generation channels, justify marketing ROI, sell into disruptive markets—and generate more revenue than ever. That's the power of Predictable Prospecting.

Pivot Jenny Blake, 2016-09-06 "Looking to make a career change? Pivot is a book you will turn to again and again."—Daniel H. Pink, author of To Sell Is Human and Drive If you've got the perfect job or business, congratulations. But if you are even a little bit uncertain that your current gig is the right one, it is time to start thinking about your next move. In the new world of work, it's the only move that matters. What's next? is a question we all have to ask and answer more frequently in an economy where the average job tenure is only four years, roles change constantly even within that time, and smart, motivated people find themselves hitting professional plateaus. But how do you evaluate options and move forward without getting stuck? Jenny Blake's solution: it's about small steps, not big leaps—and the answer is already right under your feet. This book will teach you how to pivot from a base of your existing strengths. Pivoting is a crucial strategy for Silicon Valley tech companies and startups. Jenny Blake—a former training and career development specialist at Google who now runs her own company as a career and business consultant and speaker—shows how pivoting can also be a successful strategy for individuals looking to make changes in their work lives, whether within their role, organization or business, or setting their sights on bigger shifts. When you pivot, you double down on your existing strengths and interests to move in a

new, related direction, instead of looking so far outside of yourself for answers that you skip over your hard-won expertise and experience. It empowers you to navigate changes with flexibility and strength—now and throughout your entire career. Much like the lean business principles that took Silicon Valley by storm, pivoting is the crucial skill you need to stay agile, whether or not you are actively looking for a new position. No matter your age, industry, or bank account balance, Jenny's advice will help you move forward strategically. Her Pivot Method will teach you how to: · Double down on existing strengths, interests, and experiences. Identify what is working best and where you want to end up, then start to bridge the gap between the two. · Scan for opportunities and identify new skills without falling prey to analysis paralysis or compare and despair. Explore options by leveraging the network and experience you already have. · Run small experiments to determine next steps. Do side projects to test ideas for your next move, taking the pressure off so you don't need to have the entire answer up front. · Take smart risks to launch with confidence in a new direction. Set benchmarks to decide when the time is right to go all-in on your new direction. Pivot also includes valuable insight for leaders who want to have more frequent career conversations with their teams to help talented people pivot within their roles and the broader organization. No matter your current position, one thing is clear: your career success and satisfaction depends on your ability to determine your next best move. If change is the only constant, let's get better at it.

Predictable Revenue: Turn Your Business Into a Sales Machine with the \$100 Million Best Practices of Salesforce.com Aaron Ross, Marylou Tyler, 2020-09-08 Called The Sales Bible of Silicon Valley...discover the sales specialization system and outbound sales process that, in just a few years, helped add \$100 million in recurring revenue to Salesforce.com, almost doubling their enterprise growth...with zero cold calls. This is NOT just another book about how to cold call or close deals. This is an entirely new kind of sales system for CEOs, entrepreneurs and sales VPs to help you build a sales machine. What does it take for your sales team to generate as many highly-qualified new leads as you want, create predictable revenue, and meet your financial goals without your constant focus and attention? Predictable Revenue has the answers!

Ask a Manager Alison Green, 2018-05-01 From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called "the Dear Abby of the work world." Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit "reply all" • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got

drunk at the holiday party Praise for Ask a Manager "A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work."—Booklist (starred review) "The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience."—Library Journal (starred review) "I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor."—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide "Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way."—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together

The Entrepreneur's Guide to Customer Development Brant Cooper, Patrick Vlaskovits, 2010 Presents a framework for starting and building new businesses based on the authors' insight that most startups fail because they didn't develop their market. Based on Steve Blank's 2005 book 'The four steps to the Epiphany', this non-fiction novella aims to help readers to develop customer development.

The Positioning Manual for Indie Consultants Philip Morgan, 2022

The Art of Asking Amanda Palmer, 2014-11-11 Rock star, crowdfunding pioneer, and TED speaker Amanda Palmer knows all about asking. Performing as a living statue in a wedding dress, she wordlessly asked thousands of passersby for their dollars. When she became a singer, songwriter, and musician, she was not afraid to ask her audience to support her as she surfed the crowd (and slept on their couches while touring). And when she left her record label to strike out on her own, she asked her fans to support her in making an album, leading to the world's most successful music Kickstarter. Even while Amanda is both celebrated and attacked for her fearlessness in asking for help, she finds that there are important things she cannot ask for-as a musician, as a friend, and as a wife. She learns that she isn't alone in this, that so many people are afraid to ask for help, and it paralyzes their lives and relationships. In this groundbreaking book, she explores these barriers in her own life and in the lives of those around her, and discovers the emotional, philosophical, and practical aspects of The Art of Asking. Part manifesto, part revelation, this is the story of an artist struggling with the new rules of exchange in the twenty-first century, both on and off the Internet. The Art of Asking will inspire readers to rethink their own ideas about asking, giving, art, and love.

Story Engineering Larry Brooks,2011-01-27 What makes a good story or a screenplay great? The vast majority of writers begin the storytelling process with only a partial understanding where to begin. Some labor their entire lives without ever learning that successful stories are as dependent upon good engineering as they are artistry. But the truth is, unless you

are master of the form, function and criteria of successful storytelling, sitting down and pounding out a first draft without planning is an ineffective way to begin. Story Engineering starts with the criteria and the architecture of storytelling, the engineering and design of a story--and uses it as the basis for narrative. The greatest potential of any story is found in the way six specific aspects of storytelling combine and empower each other on the page. When rendered artfully, they become a sum in excess of their parts. You'll learn to wrap your head around the big pictures of storytelling at a professional level through a new approach that shows how to combine these six core competencies which include: • Four elemental competencies of concept, character, theme, and story structure (plot) • Two executional competencies of scene construction and writing voice The true magic of storytelling happens when these six core competencies work together in perfect harmony. And the best part? Anyone can do it!

No Fail Meetings Michael Hyatt & Co Hyatt, 2018-06

Fair Play: Reese's Book Club Eve Rodsky,2021-01-05 AN INSTANT NEW YORK TIMES BESTSELLER • A REESE'S BOOK CLUB PICK Tired, stressed, and in need of more help from your partner? Imagine running your household (and life!) in a new way... It started with the Sh*t I Do List. Tired of being the "shefault" parent responsible for all aspects of her busy household, Eve Rodsky counted up all the unpaid, invisible work she was doing for her family—and then sent that list to her husband, asking for things to change. His response was...underwhelming. Rodsky realized that simply identifying the issue of unequal labor on the home front wasn't enough: She needed a solution to this universal problem. Her sanity, identity, career, and marriage depended on it. The result is Fair Play: a time- and anxiety-saving system that offers couples a completely new way to divvy up domestic responsibilities. Rodsky interviewed more than five hundred men and women from all walks of life to figure out what the invisible work in a family actually entails and how to get it all done efficiently. With 4 easy-to-follow rules, 100 household tasks, and a series of conversation starters for you and your partner, Fair Play helps you prioritize what's important to your family and who should take the lead on every chore, from laundry to homework to dinner. "Winning" this game means rebalancing your home life, reigniting your relationship with your significant other, and reclaiming your Unicorn Space—the time to develop the skills and passions that keep you interested and interesting. Stop drowning in to-dos and lose some of that invisible workload that's pulling you down. Are you ready to try Fair Play? Let's deal you in.

The Professor Is In Karen Kelsky, 2015-08-04 The definitive career guide for grad students, adjuncts, post-docs and anyone else eager to get tenure or turn their Ph.D. into their ideal job Each year tens of thousands of students will, after years of hard work and enormous amounts of money, earn their Ph.D. And each year only a small percentage of them will land a job that justifies and rewards their investment. For every comfortably tenured professor or well-paid former academic, there are countless underpaid and overworked adjuncts, and many more who simply give up in frustration. Those who do

make it share an important asset that separates them from the pack: they have a plan. They understand exactly what they need to do to set themselves up for success. They know what really moves the needle in academic job searches, how to avoid the all-too-common mistakes that sink so many of their peers, and how to decide when to point their Ph.D. toward other, non-academic options. Karen Kelsky has made it her mission to help readers join the select few who get the most out of their Ph.D. As a former tenured professor and department head who oversaw numerous academic job searches, she knows from experience exactly what gets an academic applicant a job. And as the creator of the popular and widely respected advice site The Professor is In, she has helped countless Ph.D.'s turn themselves into stronger applicants and land their dream careers. Now, for the first time ever, Karen has poured all her best advice into a single handy guide that addresses the most important issues facing any Ph.D., including: -When, where, and what to publish -Writing a foolproof grant application - Cultivating references and crafting the perfect CV -Acing the job talk and campus interview -Avoiding the adjunct trap - Making the leap to nonacademic work, when the time is right The Professor Is In addresses all of these issues, and many more.

Fearless Salary Negotiation Josh Doody, 2015-12-02

The Electronic Health Record for the Physician's Office E-Book Julie Pepper, 2019-06-26 Gain real-world practice with an EHR and realistic, hands-on experience performing EHR tasks! With everything needed to learn the foundations of the EHR process, The Electronic Health Record for the Physician's Office, 3rd Edition, helps you master all the administrative, clinical, and billing/coding skills needed to gain certification — and succeed as a medical office professional. Fully integrated with SimChart for the Medical Office, Elsevier's educational EHR, it walks you through the basics, including implementation, troubleshooting, HIPAA compliance, and claims submissions. This edition contains new and expanded content on patient portals, telehealth, insurance and reimbursement, and data management and analytics, as well as more EHR activities for even more practice. - UNIQUE! Integration with SimChart for the Medical Office, Elsevier's educational EHR (sold separately). - Content and tools prepare you for Certified Electronic Health Records Specialist (CEHRS) certification. - Chapter review activities promote didactic knowledge review and assessment. - Critical thinking exercises threaded within chapters provide thought-provoking questions to enhance learning and stimulate discussion. - EHR exercises with step-by-step instructions are integrated throughout each chapter and build in difficulty to allow for software application. - Trends and Applications boxes help you stay up to date on the industry and the ways in which an EHR can contribute to enhanced health care. - Coverage of paper-based office procedures to aid in transition to EHR. - Application appendices with additional forms allow you to practice applying text content before tackling graded SCMO exercises. - Instructor online resources, including a test bank, TEACH lesson plans and PowerPoint presentations, correlation guides for accreditation and certification, and grading rubrics. - Student online resources with a custom test generator allow for CEHRS exam practice or

simulation. - NEW and EXPANDED! New and updated content on telehealth, patient portals, and insurance and reimbursement. - NEW and EXPANDED! EHR activities for hands-on application and practice.

Thread's Not Dead Jeff Finley,2011-08 The ESSENTIAL strategy guide for dominating the t-shirt design business. Jeffrey Kalmikoff, former CCO of Threadless.com What if the most prolific and influential people in the modern t-shirt design scene got together and discussed everything they wish they knew when they started? That's exactly what we have here. Thread's Not Dead is the essential strategy guide to the t-shirt design business. Written by successful graphic designer and diy entrepreneur Jeff Finley of the creative agency Go Media. Learn the secrets and strategies employed by the industry's most successful indie apparel designers and brands. Whether you want to design merchandise for your favorite bands and indie clothing companies or start your own fashion brand, this book has it all. Its goal is to help you dominate the apparel industry. Key topics include design, freelancing, band merchandise, personal branding, marketing, sales, printing & production, retail, business strategy, and e-commerce. Featuring contributions from the people behind Threadless, Emptees, DesignByHümans, Big Cartel, I Am The Trend, Go Media, Jakprints, Glamour Kills, Paint the Stars, Cure Apparel, Fright-Rags, and more!

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