
Simple Numbers Straight Talk Big Profits

Simple Numbers Straight Talk Big Profits

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Simple Numbers can guide you to increased business profitability. Take the mystery out of small business finance with this no-frills guide to understanding the numbers that will guide your business out of any financial black hole. Author Greg Crabtree, a successful accountant, small business advisor, and popular presenter, shows you how to use your firm's key financial indicators as a basis for smart business decisions as you grow your firm from startup to \$5 million (and, more) in annual revenue. Jargon free, and presented in an easy-to-follow, step-by-step format, with plenty of real-world examples, Crabtree's down-to-earth discussion highlights the most common financial errors committed by small businesses, and how to avoid them. You'll be fascinated to learn: Why your numbers are lying to you (and why you are the cause) How labor productivity is the key to profitability and simplifying human resource decisions Why the amount of tax you pay is your #1 key performance indicator Take advantage of Crabtree's years of experience teaching clients how to build successful businesses by "seeing beyond numbers" with this step-by-step guide to increasing your businesses profitability.

Profit First

Transform Your Business from a Cash-Eating Monster to a Money-Making Machine *Penguin*

Author of cult classics *The Pumpkin Plan* and *The Toilet Paper Entrepreneur* offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability. Conventional accounting uses the logical (albeit, flawed) formula: Sales - Expenses = Profit. The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula: Sales - Profit = Expenses. Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that:

- Following 4 simple principles can simplify accounting and make it easier to manage a profitable business by looking at bank account balances.
- A small, profitable business can be worth much more than a large business surviving on its top line.
- Businesses that attain early and sustained profitability have a better shot at achieving long-term growth.

With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of.

The Customer-Funded Business

Start, Finance, Or Grow Your Company with Your

Customers' Cash *John Wiley & Sons*

Provides an overview of business plans that didn't require an influx of cash from a venture capitalist, but rather received money from their customers and describes five ingenious approaches used by innovative entrepreneurs at companies like Threadless, TutorVista and GoViral.

Small Move, Big Change**Using Microresolutions to Transform Your Life Permanently** *Penguin*

"The most useful guide to getting things done since Getting Things Done." --Adam Grant, author of Give and Take Learn how small behavioral changes can lead to major personal and professional self-improvement Whether trying to lose weight, save money, get organized, or advance on the job, we're always setting goals and making resolutions, but rarely following through on them. According to longtime Wall Street technology strategist Caroline Arnold, the "big push" strategy of the New Year's resolution is designed to fail, because it broadly pits our limited willpower stores against an autopilot of entrenched behaviors and attitudes that is far more powerful. To change ourselves permanently, we need to focus our self-control on precise behavioral targets and overwhelm them. Small Move, Big Change is Arnold's guide to turning broad personal goals into meaningful and discrete behavioral changes that lead to permanent improvement. Providing scores of engaging real-world examples and new scientific findings, she shows us that while the traditional resolution promises rewards on a distant "someday,"

microresolutions work because they reward us today by instantly altering our routines and, ultimately, ourselves.

MONEY Master the Game**7 Simple Steps to Financial Freedom** *Simon and Schuster*

"Bibliography found online at tonyrobbins.com/masterthegame"--Page [643].

Financial Intelligence for Entrepreneurs**What You Really Need to Know about the Numbers** *Harvard Business Press*

"In this essential guide, Karen Berman and Joe Knight customize the approaches and insights from their acclaimed book Financial Intelligence specifically for entrepreneurs. The authors not only demystify common financial terms and tools, they also show how you can use this knowledge to gauge your company's performance and make better decisions."--Back cover.

Prosperity in The Age of Decline**How to Lead Your Business and Preserve Wealth Through the Coming Business Cycles** *John Wiley & Sons*

A guide for protecting your wealth in an age of turbulent business cycles In Prosperity in the Age of Decline, Brian and Alan Beaulieu—the CEO and President of the Institute for Trend Research® (ITR)—offer an informed, meticulously-researched look at the future and the coming Great Depression. Drawing on

ITR's 94.7% forecast accuracy rate, the book outlines specific, actionable strategies for capitalizing on cyclical opportunities and dodging economic danger. In this important resource, the authors reveal what it will take for individual investors and business leaders to prosper as the economy heats up prior to the predicted downturn, preserve wealth in the upcoming Great Depression, and profit on the way out of the depression. The imbalances and maladjustments have a while to play out and the authors pinpoint the investment opportunities to be had in the countdown period. The Beaulieu's examine the major economic trends at play, such as low interest rates, burgeoning government debt, and an aging population. They discuss which trends will last and what investors should do with this knowledge in order to thrive. The book also reviews the group of leading economic indicators that most consistently achieve reliable results for predicting where the economy is headed. Designed as a useful tool for investors, the book includes a working list of key trends, describes the upside potential of each trend, and explains the potential threat stemming from a particular trend. Understanding how to capitalize on these trends and knowing how to avoid the common pitfalls are the keys to creating a solid economic future for individual investors and business leaders. Contains the strategies for capitalizing on cyclical opportunities and avoiding economic dangers Offers an examination of major economic trends Includes information on the leading economic indicators that most reliably achieve results Shows how to preserve wealth and avoid the most common investing pitfalls This comprehensive resource offers guidelines for averting cyclical downturns and building on rising industry trends.

Gentleman Gerry

A Contender in the Ring, a Champion in Recovery *Rowman & Littlefield*

Gentleman Gerry chronicles boxing legend Gerry Cooney's career, his challenges and triumphs as a trauma survivor, and his journey to sustained recovery from alcoholism. It provides a detailed account of the difficulties this Golden Gloves champion faced both as a child and adult, offering a compelling exploration of an inspirational life.

The Solitude of Prime Numbers

A Novel *Penguin*

From the author of *Heaven and Earth*, a sensational novel about whether a "prime number" can ever truly connect with someone else. A prime number is inherently a solitary thing: it can only be divided by itself, or by one: it never truly fits with another. Alice and Mattia, too, move on their own axis, alone with their personal tragedies. As a child, Alice's overbearing father drove her first to a terrible skiing accident, and then to anorexia. When she meets Mattia she recognizes a kindred, tortured spirit, and Mattia reveals to Alice his terrible secret: that as a boy he abandoned his mentally-disabled twin sister in a park to go to a party, and when he returned, she was nowhere to be found. These two irreversible episodes mark Alice and Mattia's lives for ever, and as they grow into adulthood their destinies seem intertwined: they are divisible only by themselves and each other. But the shadow of the lost twin haunts their relationship, until a chance

sighting by Alice of a woman who could be Mattia's sister forces a lifetime of secret emotion to the surface. A meditation on loneliness and love, *The Solitude of Prime Numbers* asks, can we ever truly be whole when we're in love with another? And when Mattia is asked to choose between human love and his professional love — of mathematics — which will make him more complete?

The Art of Selling Your Business

Winning Strategies & Secret Hacks for Exiting on Top *Greenleaf Book Group*

Freedom. It's the ability to do whatever you want, whenever you want. It's the ultimate reward of selling your business. But selling a company can be confusing, and one wrong step can easily cost you dearly. *The Art of Selling Your Business: Winning Strategies & Secret Hacks for Exiting on Top* is the last in a trilogy of books by author John Warrillow on building value. The first, *Built to Sell*, encouraged small business owners to begin thinking about their business as more than just a job. *The Automatic Customer* tagged recurring revenue as the core element in a valuable company and provided a blueprint for transforming almost any business into one with an ongoing annuity stream. Warrillow completes the set with *The Art of Selling Your Business*. This essential guide to monetizing a business is based on interviews the author conducted on his podcast, *Built to Sell Radio*, with hundreds of successfully cashed-out founders. What's the secret for harvesting the value you've created when it's time to sell? *The Art of Selling Your Business* answers important questions facing

any founder, including— • What's your business worth? • When's the best time to sell? • How do you create a bidding war? • How can you position your company to maximize its attractiveness? • Who will pay the most for your business? • What's the secret for punching above your weight in a negotiation to sell your company? *The Art of Selling Your Business* provides a sleeves-rolled-up action plan for selling your business at a premium by an author with consummate credibility.

Protect Your Profit: Five Accounting Mistakes and How to Avoid Them *Lioncrest Publishing*

The Curious Incident of the Dog in the Night-Time

A Novel *Vintage*

A bestselling modern classic—both poignant and funny—about a boy with autism who sets out to solve the murder of a neighbor's dog and discovers unexpected truths about himself and the world. Nominated as one of America's best-loved novels by PBS's *The Great American Read* Christopher John Francis Boone knows all the countries of the world and their capitals and every prime number up to 7,057. He relates well to animals but has no understanding of human emotions. He cannot stand to be touched. And he detests the color yellow. This improbable story of Christopher's quest to investigate the suspicious death of a neighborhood dog makes for one of the most captivating, unusual, and widely heralded novels in recent years.

Nicomachean Ethics *Phoemixx Classics Ebooks*

Nicomachean Ethics Aristotle - The Nicomachean Ethics is one of Aristotle's most widely read and influential works. Ideas central to ethics—that happiness is the end of human endeavor, that moral virtue is formed through action and habituation, and that good action requires prudence—found their most powerful proponent in the person medieval scholars simply called "the Philosopher." Drawing on their intimate knowledge of Aristotle's thought, Robert C. Bartlett and Susan D. Collins have produced here an English-language translation of the Ethics that is as remarkably faithful to the original as it is graceful in its rendering. Aristotle is well known for the precision with which he chooses his words, and in this elegant translation his work has found its ideal match. Bartlett and Collins provide copious notes and a glossary providing context and further explanation for students, as well as an introduction and a substantial interpretive essay that sketch central arguments of the work and the seminal place of Aristotle's Ethics in his political philosophy as a whole. The Nicomachean Ethics has engaged the serious interest of readers across centuries and civilizations—of peoples ancient, medieval, and modern; pagan, Christian, Muslim, and Jewish—and this new edition will take its place as the standard English-language translation.

Right Away & All at Once

Five Steps to Transform Your Business and Enrich Your Life *Rosetta Books*

An expert in business turnaround shares his inspiring approach to problem-solving: "A fascinating read" (Mitt Romney). Visionary

leader Greg Brenneman believes that true business success and personal fulfillment are two sides of the same coin. The techniques that will grow your business will also help you achieve a rich, purposeful, and integrated life. Here, Brenneman takes what he's learned from turning around or tuning up many businesses—including Continental Airlines and Burger King—and distills it into a simple, clear, five-step roadmap that anyone can follow. He teaches you how to: *prepare a succinct Go Forward plan *build a fortress balance sheet *grow your sales and profits *choose all-star servant leaders *empower your team For more than thirty years, Brenneman has seen these steps foster dramatic results in a variety of business environments. But he also came to realize that he could apply these same principles to improve his life and build a lasting moral legacy. He found he could make better decisions by carefully taking the most important facets of his life—faith, family, friendship, fitness, and finance—into consideration. Brenneman's inspiring examples, from both his business and his life, demonstrate the astounding effects these steps can have when you apply them—right away and all at once.

The Little Prince *GENERAL PRESS*

First published in 1943, *The Little Prince* by Antoine de Saint-Exupéry has been translated into more than 250 languages, becoming a global phenomenon. The Sahara desert is the scenery of Little Prince's story. The narrator's plane has crashed there and he has scarcely some food and water to survive. Trying to comprehend what caused the crash, the Little Prince appears. The serious blonde little boy asks to draw him a sheep. The

narrator consents to the strange fellow's request. They soon become friends and the Little Prince informs the pilot that he is from a small planet, the asteroid 325, talks to him about the baobabs, his planet volcanoes and the mysterious rose that grew on his planet. He also talks to him about their friendship and the lie that evoked his journey to other planets. Often puzzled by the grown-ups' behavior, the little traveler becomes a total and eternal symbol of innocence and love, of responsibility and devotion. Through him we get to see how insightful children are and how grown-ups aren't. Children use their heart to feel what's really important, not the eyes. Heart-breaking, funny and thought-provoking, it is an enchanting and endlessly wise fable about the human condition and the power of imagination. A book about both childhood and adulthood, it can be read as a parable, a war story, a classic children's fairy-tale, and many more things besides: *The Little Prince* is a book for everyone; after all, all grown-ups were children once.

Profits Aren't Everything, They're the Only Thing

No-Nonsense Rules from the Ultimate Contrarian and Small Business Guru *Harper Collins*

When small- and medium-sized business owners first hear George Cloutier's rules, they often think he's a madman. His controversial rules for doing business—rules that aren't taught at Harvard Business School—include: The best family business has one member. Weekends are for working, not playing golf or coaching. Never pay your vendors on time. Wear your control freak badge with pride. Quit denial: if your business is failing

during a recession, it's your fault. As the founder and CEO of American Management Services, Cloutier has emerged as "the leading advocate for small business" (Reuters), having spent over thirty years guiding business owners through the tough choices that line the road to profitability. He and his company have worked with more than six thousand companies, averting certain ruin for some and generating seemingly impossible growth and profitability for others. Cloutier graduated from Harvard College and Harvard Business School, but the lessons in this book aren't from there. Unlike his classmates, most of whom headed straight to Wall Street, Cloutier has been on the docks at 2 a.m. counting heads of lettuce for food distributors to make sure nothing would disappear without a waybill. He's spent long, overnight hours in truck stops, making sure sticky fingers stayed out of the tills. Cloutier and his colleagues at American Management Services become personal pit bulls to the CEOs who hire them, doing whatever it takes to bring their clients' businesses back into long-term profitability. *Profits Aren't Everything, They're the Only Thing* is the long-overdue wake-up call for 23 million small- and midsize business owners across America. This book serves up the hard-boiled, unadulterated truth to aspiring and established entrepreneurs, without apologies. His no-nonsense advice may be hard to hear at times, but it works.

Feed *Candlewick Press*

In a future where most people have computer implants in their heads to control their environment, a boy meets an unusual girl who is in serious trouble.

Managing Business Ethics

Straight Talk about How to Do It Right *John Wiley & Sons*

TRY (FREE for 14 days), OR RENT this title: www.wileystudentchoice.com Linda Treviño and Kate Nelson bring together a mix of theory and practice in *Managing Business Ethics: Straight Talk about How to Do It Right*, 7th Edition. In this new edition, the dynamic author team of Linda Treviño, prolific researcher and Distinguished Professor, and Kate Nelson, Professor and longtime practitioner of strategic organizational communications and human resources, equip students with the pragmatic knowledge they need to identify and solve ethical dilemmas, understand their own and others' ethical behavior, and promote ethical behavior in their organization. *Managing Business Ethics* is the perfect text to prepare students for a range of roles in the business world--managers across business functions, communications professionals, compliance officers, corporate counsels, human resources managers, and senior executives.

Ask a Manager

How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work *Ballantine Books*

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*

Open-book Management

The Coming Business Revolution *Harpercollins*

An editor of Inc. magazine explains his management strategy, which involves opening a company's financial records to all its employees, and shows how its positive effects on such companies as Wal-Mart and Wabash National. \$40,000 ad/promo.

Confessions of a Credit Junkie

Everything You Need to Know to Avoid the Mistakes I Made *Red Wheel/Weiser*

Credit card expert Beverly Harzog shares how she went from being a credit card disaster to a credit card diva. When Beverly got out of college, she spent the next 10 years racking up debt on seven credit cards. Credit card limits, she believed, were merely “guidelines,” certainly not anything to be taken seriously...especially if she was in dire need of a new pair of shoes. The fact that she was a CPA at the time adds an ironic twist to the credit quagmire she slowly descended into. In *Confessions of a Credit Junkie*, Beverly candidly details her own credit card mishaps and offers easy-to-follow advice, often with a touch of Southern humor, to help others avoid them. In this much-needed book, you’ll learn: How to use the Credit Card Personality Quiz to choose the right credit cards The seven ways to use a credit card to rebuild credit How to get out of debt using a balance transfer credit card—and pay zero interest while doing it Credit card strategies to save a bundle on groceries, gas, and more Anyone in debt will benefit from the down-to-earth,

practical tips Beverly offers.

Seven Games: A Human History *W. W. Norton & Company*

A group biography of seven enduring and beloved games, and the story of why—and how—we play them. Checkers, backgammon, chess, and Go. Poker, Scrabble, and bridge. These seven games, ancient and modern, fascinate millions of people worldwide. In *Seven Games*, Oliver Roeder charts their origins and historical importance, the delightful arcana of their rules, and the ways their design makes them pleasurable. Roeder introduces thrilling competitors, such as evangelical minister Marion Tinsley, who across forty years lost only three games of checkers; Shusai, the Master, the last Go champion of imperial Japan, defending tradition against “modern rationalism”; and an IBM engineer who created a backgammon program so capable at self-learning that NASA used it on the space shuttle. He delves into the history and lore of each game: backgammon boards in ancient Egypt, the Indian origins of chess, how certain shells from a particular beach in Japan make the finest white Go stones. Beyond the cultural and personal stories, Roeder explores why games, seemingly trivial pastimes, speak so deeply to the human soul. He introduces an early philosopher of games, the aptly named Bernard Suits, and visits an Oxford cosmologist who has perfected a computer that can effectively play bridge, a game as complicated as human language itself. Throughout, Roeder tells the compelling story of how humans, pursuing scientific glory and competitive advantage, have invented AI programs better than any human player, and what that means for the games—and for us. Funny, fascinating, and profound, *Seven Games* is a story of

obsession, psychology, history, and how play makes us human.

Scaling Up

How a Few Companies Make It... and Why the Rest Don't

Winner of the International Book Awards for General Business
Winner of the Readers' Favorite International Book Award for Non-Fiction Business
It's been over a decade since Verne Harnish's best-selling book *Mastering the Rockefeller Habits* was first released. *Scaling Up* (Rockefeller Habits 2.0) is the first major revision of this business classic which details practical tools and techniques for building an industry-dominating business. This book is written so everyone -- from frontline employees to senior executives -- can get aligned in contributing to the growth of a firm. *Scaling Up* focuses on the four major decision areas every company must get right: People, Strategy, Execution, and Cash. The book includes a series of new one-page tools including the updated One-Page Strategic Plan and the Rockefeller Habits Checklist™, which more than 40,000 firms around the globe have used to scale their companies successfully -- many to \$10 million, \$100 million, and \$1 billion and beyond - while enjoying the climb!

What the Heck Is EOS?

A Complete Guide for Employees in Companies Running on EOS *BenBella Books*

Has your company struggled to roll EOS out to all levels of your organization? Do your employees understand why EOS is

important or even what it is? What the Heck is EOS? is for the millions of employees in companies running their businesses on EOS (Entrepreneurial Operating System). An easy and fast read, this book answers the questions many employees have about EOS and their company: • What is an operating system? • What is EOS and why is my company using it? • What are the EOS foundational tools and how do they impact me? • What's in it for me? Designed to engage employees in the EOS process and tools, *What the Heck is EOS?* uses simple, straightforward language and provides questions about each tool for managers and employees to discuss creating more ownership and buy-in at the staff level. After reading this book, employees will not only have a better understanding of EOS but they will be more engaged, taking an active role in helping achieve your company's vision.

Changing Organizational Culture

Cultural Change Work in Progress *Routledge*

How is practical change work carried out in modern organizations? And what kind of challenges, tasks and other difficulties are normally encountered as a part of it? In a turbulent and changing world, organizational culture is often seen as central for sustained competitiveness. Organizations are faced with increased demands for change but these are often so challenging that they meet heavy resistance and fizzle out. *Changing Organizational Culture* encourages the development of a reflexive approach to organizational change, providing insights as to why it may be difficult to maintain momentum in change

processes. Based around an illuminating case study of a cultural change programme, the book provides 15 lessons on the entire change journey; from analysis and design, to implementation and how organizational members should approach change projects. This enhanced edition considers the most recent studies on organizational change practice, with new examples from businesses and the public sector, and includes one empirical study which uses the authors' own framework, enriching their practical recommendations. It also draws on the latest theoretical developments, including ideas of power and storytelling. Accompanying the text is an online pedagogic and research ideas guide available for course instructors and lecturers at Routledge.com. Changing Organizational Culture will be vital reading for students, researchers and practitioners working in organizational studies, change management and HRM.

All Quiet on the Western Front

A Novel *Random House Trade Paperbacks*

Considered by many the greatest war novel of all time, *All Quiet on the Western Front* is Erich Maria Remarque's masterpiece of the German experience during World War I. I am young, I am twenty years old; yet I know nothing of life but despair, death, fear, and fatuous superficiality cast over an abyss of sorrow. . . . This is the testament of Paul Bäumer, who enlists with his classmates in the German army during World War I. They become soldiers with youthful enthusiasm. But the world of duty, culture, and progress they had been taught breaks in pieces under the first bombardment in the trenches. Through years of vivid horror,

Paul holds fast to a single vow: to fight against the principle of hate that meaninglessly pits young men of the same generation but different uniforms against one another . . . if only he can come out of the war alive. "The world has a great writer in Erich Maria Remarque. He is a craftsman of unquestionably first rank, a man who can bend language to his will. Whether he writes of men or of inanimate nature, his touch is sensitive, firm, and sure."—The New York Times Book Review

The Memory Man *Mark Lewis*

Rich Dad, Poor Dad *Lulu Press, Inc*

Although we have been successful in our careers, they have not turned out quite as we expected. We both have changed positions several times-for all the right reasons-but there are no pension plans vesting on our behalf. Our retirement funds are growing only through our individual contributions. Michael and I have a wonderful marriage with three great children. As I write this, two are in college and one is just beginning high school. We have spent a fortune making sure our children have received the best education available. One day in 1996, one of my children came home disillusioned with school. He was bored and tired of studying. "Why should I put time into studying subjects I will never use in real life?" he protested. Without thinking, I responded, "Because if you don't get good grades, you won't get into college." "Regardless of whether I go to college," he replied, "I'm going to be rich."

Venture Deals

Be Smarter Than Your Lawyer and Venture Capitalist *John Wiley & Sons*

An engaging guide to excelling in today's venture capital arena Beginning in 2005, Brad Feld and Jason Mendelson, managing directors at Foundry Group, wrote a long series of blog posts describing all the parts of a typical venture capital Term Sheet: a document which outlines key financial and other terms of a proposed investment. Since this time, they've seen the series used as the basis for a number of college courses, and have been thanked by thousands of people who have used the information to gain a better understanding of the venture capital field. Drawn from the past work Feld and Mendelson have written about in their blog and augmented with newer material, *Venture Capital Financings* puts this discipline in perspective and lays out the strategies that allow entrepreneurs to excel in their start-up companies. Page by page, this book discusses all facets of the venture capital fundraising process. Along the way, Feld and Mendelson touch on everything from how valuations are set to what externalities venture capitalists face that factor into entrepreneurs' businesses. Includes a breakdown analysis of the mechanics of a Term Sheet and the tactics needed to negotiate Details the different stages of the venture capital process, from starting a venture and seeing it through to the later stages Explores the entire venture capital ecosystem including those who invest in venture capitalist Contain standard documents that are used in these transactions Written by two highly regarded experts in the world of venture capital The venture capital arena is a complex and competitive place, but with this book as your guide, you'll discover what it takes to make your way through it.

Revelation *Canongate Books*

The final book of the Bible, Revelation prophesies the ultimate judgement of mankind in a series of allegorical visions, grisly images and numerological predictions. According to these, empires will fall, the "Beast" will be destroyed and Christ will rule a new Jerusalem. With an introduction by Will Self.

Python Data Science Handbook

Essential Tools for Working with Data *"O'Reilly Media, Inc."*

For many researchers, Python is a first-class tool mainly because of its libraries for storing, manipulating, and gaining insight from data. Several resources exist for individual pieces of this data science stack, but only with the *Python Data Science Handbook* do you get them all—IPython, NumPy, Pandas, Matplotlib, Scikit-Learn, and other related tools. Working scientists and data crunchers familiar with reading and writing Python code will find this comprehensive desk reference ideal for tackling day-to-day issues: manipulating, transforming, and cleaning data; visualizing different types of data; and using data to build statistical or machine learning models. Quite simply, this is the must-have reference for scientific computing in Python. With this handbook, you'll learn how to use: IPython and Jupyter: provide computational environments for data scientists using Python NumPy: includes the ndarray for efficient storage and manipulation of dense data arrays in Python Pandas: features the DataFrame for efficient storage and manipulation of labeled/columnar data in Python Matplotlib: includes capabilities for a flexible range of data visualizations in Python Scikit-Learn:

for efficient and clean Python implementations of the most important and established machine learning algorithms

Girl in Pieces *Delacorte Press*

Fans of *Girl, Interrupted*, *Thirteen Reasons Why*, and *All the Bright Places* will love this New York Times bestseller. "A haunting, beautiful, and necessary book that will stay with you long after you've read the last page."—Nicola Yoon, #1 New York Times bestselling author of *Everything, Everything* and *The Sun Is Also a Star* Charlotte Davis is in pieces. At seventeen she's already lost more than most people do in a lifetime. But she's learned how to forget. The broken glass washes away the sorrow until there is nothing but calm. You don't have to think about your father and the river. Your best friend, who is gone forever. Or your mother, who has nothing left to give you. Every new scar hardens Charlie's heart just a little more, yet it still hurts so much. It hurts enough to not care anymore, which is sometimes what has to happen before you can find your way back from the edge. A deeply moving portrait of a girl in a world that owes her nothing, and has taken so much, and the journey she undergoes to put herself back together. Kathleen Glasgow's debut is heartbreakingly real and unflinchingly honest. It's a story you won't be able to look away from. "Girl, Interrupted meets *Speak*."—Refinery29 "A dark yet powerful read."—Paste Magazine "One of the most affecting novels we have read."—Goop "Breathtaking and beautifully written."—Bustle "Intimate and gritty."—The Irish Times And don't miss Kathleen Glasgow's newest novel *How to Make Friends with the Dark*, which Karen M. McManus, the New York Times bestselling author

of *One of Us Is Lying*, calls "rare and powerful."

Liar's Poker *W. W. Norton & Company*

The time was the 1980s. The place was Wall Street. The game was called Liar's Poker. Michael Lewis was fresh out of Princeton and the London School of Economics when he landed a job at Salomon Brothers, one of Wall Street's premier investment firms. During the next three years, Lewis rose from callow trainee to bond salesman, raking in millions for the firm and cashing in on a modern-day gold rush. Liar's Poker is the culmination of those heady, frenzied years—a behind-the-scenes look at a unique and turbulent time in American business. From the frat-boy camaraderie of the forty-first-floor trading room to the killer instinct that made ambitious young men gamble everything on a high-stakes game of bluffing and deception, here is Michael Lewis's knowing and hilarious insider's account of an unprecedented era of greed, gluttony, and outrageous fortune.

Speak: The Graphic Novel *Farrar, Straus and Giroux (BYR)*

The critically acclaimed, award-winning, modern classic *Speak* is now a stunning graphic novel. "Speak up for yourself—we want to know what you have to say." From the first moment of her freshman year at Merryweather High, Melinda knows this is a big fat lie, part of the nonsense of high school. She is friendless—an outcast—because she busted an end-of-summer party by calling the cops, so now nobody will talk to her, let alone listen to her. Through her work on an art project, she is finally able to face what really happened that night: She was raped by an upperclassman, a guy who still attends Merryweather and is still

a threat to her. With powerful illustrations by Emily Carroll, Laurie Halse Anderson's *Speak: The Graphic Novel* comes alive for new audiences and fans of the classic novel. This title has Common Core connections.

Become Your Own Boss in 12 Months

A Month-by-Month Guide to a Business that Works *Simon and Schuster*

"Become Your Own Boss is a must-read if you're thinking of launching a business of your own." --Jean Chatzky, bestselling author of *Money 911* and Financial Editor, NBC Today Create a successful business this year! Written by America's #1 Small Business Expert, this essential handbook shows you how to launch your own business in just twelve months. Using her years of experience in business development, Melinda Emerson guides you through the process with step-by-step instructions for developing an effective marketing plan, setting a budget, and maintaining your business once it's up and running. She also offers brand-new strategies for obtaining financing through means like crowdsourcing as well as social media techniques that help build your business--all of which has been updated for today's market. With Emerson's expert business advice, you will finally follow your dreams and become your own boss!

Landlording on Autopilot

A Simple, No-Brainer System for Higher Profits and Fewer Headaches *John Wiley & Sons*

Discover how Mike Butler managed 75 rental properties while working full-time as a police detective--before he hired any part-time help For many investors, landlording is a pain, but not for those who use Mike Butler's Landlording on Autopilot system. It's a simple, proven method for managing rental properties in your spare time--without the headaches. Mike Butler developed this system while he worked full time as a police officer. Before long, he was buying and managing dozens of properties--and consistently bringing in more than 100% of his rents. Includes free customizable, downloadable forms! Butler shares all the vital techniques of autopilot landlording: * Screening and finding great tenants you can trust * Training tenants to do your landlording work for you * Increasing your cash flow with a simple push-button management system * Using little-known tax breaks available to full-time or part-time landlords * Easily complying with landlording regulations and legal stuff you might not think of * Identifying the most profitable types of properties * Marketing and advertising your properties at little or no cost * Utilizing powerful, ready-to-use landlording forms * Getting rid of bad tenants quickly, safely, and cheaply when buying properties * Using creative tactics to consistently bring in more than 100% of the rent Once you've learned Mike Butler's system, you'll make more money in less time with less effort. Today, Mike Butler is retired from the police force and enjoys more than \$1 million a year from his rental properties. Using the techniques and strategies of Landlording on Autopilot will help you achieve your dreams.

Think Big, Act Bigger

The Rewards of Being Relentless *Entrepreneur Press*

The most dangerous move in business is the failure to make a move. Global business celebrity and prime-time Bloomberg Television host, Jeffrey W. Hayzlett empowers business leaders to tie their visions to actions, advancing themselves past competitors and closer to their business dream. Drawing upon his own business back stories including his time as CMO of Kodak and sharing examples from the many leaders featured on “The C-Suite with Jeff Hayzlett,” Hayzlett imparts ten core lessons that dare readers to own who they are as a leader and/or company, define where they want to go, and fearlessly do what it takes to get there—caring less about conventional wisdom, re-framing limitations, and steamrolling obstacles as they go.

Double Double *Greenleaf Book Group Llc*

A one hundred percent proven plan for one hundred percent growth.

Scale with Virtual Professionals

You Got Anything Stronger?

Stories *HarperCollins*

Included in Time's 100 Must Read Books of 2021 list * A New York Times Best Seller * One of Audible's Best of The Year * AV Club's Best Books to Buy “Funny, tender, and so good.” —Mindy Kaling, #1 New York Times bestselling author of *Why Not Me?* Remember when we hit it off so well that we decided *We're Going to Need More Wine*? Well, this time you and I are going to turn to our

friend the bartender and ask, *You Got Anything Stronger?* I promise to continue to make you laugh, but with this round, the stakes get higher as the conversation goes deeper. So. Where were we? Right, you and I left off in October 2017, when my first book came out. The weeks before were filled with dreams of loss. Pets dying. My husband leaving me. Babies not being born. My therapist told me it was my soul preparing for my true self to emerge after letting go of my grief. I had finally spoken openly about my fertility journey. I was having second thoughts—in fact, so many thoughts they were organizing to go on strike. But I knew I had to be honest because I didn't want other women going through IVF to feel as alone as I did. I had suffered in isolation, having so many miscarriages that I could not give an exact number. Strangers shared their own journeys and heartbreak with me. I had led with the truth, and it opened the door to compassion. When I released *We're Going to Need More Wine*, the response was so great people asked when I would do a sequel. The New York Times even ran a headline reading “*We're Going to Need More Gabrielle Union.*” Frankly, after being so open and honest in my writing, I wasn't sure there was more of me I was ready to share. But life happens with all its plot twists. And new stories demand to be told. This time, I need to be more vulnerable—not so much for me, but anyone who feels alone in what they're going through. A lot has changed in four years—I became a mom and I'm raising two amazing girls. My husband retired. My career has expanded so that I have the opportunity to lift up other voices that need to be heard. But the world has also shown us that we have a lot we still have to fight for—as women, as black women, as mothers, as aging women, as human beings,

as friends. In *You Got Anything Stronger?*, I show you how this ever-changing life presents challenges, even as it gives me moments of pure joy. I take you on a girl's night at Chateau Marmont, and I also talk to Isis, my character from *Bring It On*. For the first time, I truly open up about my surrogacy journey and the birth of Kaavia James Union Wade. And I take on racist

institutions and practices in the entertainment industry, asking for equality and real accountability. *You Got Anything Stronger?* is me at my most vulnerable. I have recently found true strength in that vulnerability, and I want to share that power with you here, through this book.