

For What Its Worth Business Wisdom From A Pawnbroker

' . . . I consider the book a good general reference on SME conditions in the Asia-Pacific region. . . ' - Aegean Leung, ASEAN Economic Bulletin The 1997 financial and economic crisis in East Asia provided the catalyst for an important reappraisal of the Small and Medium sized Enterprise (SME) sector across the region. In this timely book, a distinguished group of contributors discusses the role of SMEs in the globalisation of the East Asian economies, and assess how the financial crisis has impacted on them. They focus on a number of key aspects of SMEs in the region, including: * financing issues * the role of entrepreneurship * the diffusion of technology in the region * Chinese small businesses * SME requirements for information technology * the opportunities afforded by electronic commerce * regional labour markets and their impact on SMEs.

"Novelist Ronee Renee has a natural instinct for shadowed storytelling. A Soul to Keep is a fast-paced, shivery tale, yet its characters always seem caring and real. I particularly loved the ending." Rebecca Singleton, author of the novel, Jersey Blue "Mommy, help me!" Four years after Amanda Davidson's son Robbie was abducted from their back yard, and found strangled, his helpless cries still haunt her dreams. Her waking life has been reduced to an apparently endless hunt for his killer. When a similarly brutal crime occurs in a small town only six hours from her home, Amanda journeys north to a picturesque village at the foot of the Adirondack Mountains, where a sadistic killer has not finished his work. Embroiled in the dynamics of the town, she finds love, passionate and unexpected. The killer strikes again. A four-year quest will culminate at the end of a lonely mountain road on a moonless night, as Amanda finds she has underestimated the depth of betrayal. The mistake may cost her the life of another child. "The allure of Renee's elegant plotting, the play of her ideas and the engaging suspense, kept me firmly hooked from beginning to end." --Joanne Michaels, author of The Joy of Divorce and Living Contradictions

For What It's Worth Business Wisdom from a Pawnbroker Penguin

The star of the reality show "Hardcore Pawn" draws on his rags-to-riches experiences as a third-generation pawnbroker in Detroit, revealing how the strategies of pawnbrokers can be applied for success in all areas of a sales career.

Sell your business for more than its worth addresses the vital issues that add value to your business as well as increase the sales price potential of your business. This book will define industries that are desirable to buyers and it will open your eyes to discover if your industry is thriving or dying and what you can do about it. This must-read will provide valuable tips on creating congruent profit centers and diversifying your product/client mix. Most important this book is a blueprint for anyone that wants to increase market share, become more profitable and for those that want to, sell their business for top dollar! This extraordinary book will demonstrate how to increase profits, plan your exit strategy and sell your business for maximum value in the quickest time possible in an easy to understand step-by-step approach.

If you are a small business owner you can forget that old line about your house being the single largest investment you will ever make. It isn't, your business is. What are you going to do with your business? In the near term, you probably plan to get up every morning and try to keep making a living, but what comes after that? What happens when the time comes for you to do something else? Are you ever going to retire, or sell the business, or maybe even leave it to your children? It is a good idea to track the value of your business anyway, but if the ownership of the business is going to change, then you quite simply have to know what it is worth. Business valuation has grown into a highly technical analytical process, and the bulk of valuation publications tends to be highly technical as well. This book, however, was written specifically for small business owners and makes the science and art of business valuation understandable. It delves into how businesses are valued and what elements of your business create value. If you have any dreams of one day selling your business, either to fund your retirement or to finance another business venture, then you will want your business to be worth as much as possible. 'For What It's Worth' shows you the ground rules and lets you start building value in your business instead of just treading water and hoping for a lucky break. This edition includes a bonus chapter that discusses just how to start going about getting your business ready to sell. It includes tips, tricks, and techniques to get you started in the right direction so you won't find yourself simply slapping a FOR SALE sign in the window and hoping for the best. Edited by Robert L. Green, CPA, CVA, CFE, CM&A

This book charts the take-up of IT in Britain, as seen through the eyes of one company. It examines how the dawn of the digital computer age in Britain took place for different applications, from early government-sponsored work on secret defence projects, to the growth of the market for Elliott computers for civil applications. Features: charts the establishment of Elliott's Borehamwood Research Laboratories, and the roles played by John Coales and Leon Bagrit; examines early Elliott digital computers designed for classified military applications and for GCHQ; describes the analogue computers developed by Elliott-Automation; reviews the development of the first commercial Elliott computers and the growth of applications in industrial automation; includes a history of airborne computers by a former director of Elliott Flight Automation; discusses the computer architectures and systems software for Elliott computers; investigates the mergers, takeovers and eventual closure of the Borehamwood laboratories.

Businesses these days talk a lot about figuring out what the customer wants. Well, here's your first lesson: the customer doesn't know what he wants. This book is going to show you how to convince him he wants the thing you're selling. Les Gold has been in business since age twelve, when he started selling used golf clubs from his dad's basement. Now he owns Detroit's biggest pawnshop, American Jewelry and Loan, and is the star of the hit reality TV show Hardcore Pawn. As a third-generation pawnbroker, Gold grew up in the business, dealing with customers who could be unruly and violent as often as they were friendly. He became good at selling just about anything and at buying items for what they were worth. Although he started at his family's small pawnshop, he has now expanded into a fifty-thousand-square-foot former bowling alley, making a thousand deals a day. On any given day, he could be taking a vintage car in to pawn or chasing down a thief who's just stolen a gold chain from the store. No business school in the world can teach you as much about buying, selling, negotiating, managing employees, dealing with customers, advertising, tracking trends, and predicting the economy's ups and downs. In this entertaining, honest book, Gold takes you inside some of his weirdest, wackiest deals and steals. From the monkey his dad once took in to pawn to the deal Gold made for a stripper pole, he has no boundaries for what he considers to be part of his business—and neither should you. You will learn: How to tell an emotional story when you're selling—and take emotion out of the transaction when you're buying Why judging your customers before you know them can kill a potential deal How to deal with risk, both mental and physical How to communicate with employees (even if they're your own kids) Why investing in relationships with your community is time well spent Why your business should never be limited by what others tell you it should be No place in the world prepares you better for the working world than a pawnshop, and Les Gold takes you inside his shop to share what he's learned from fifty-five years in the most interesting job in the world.

The Kenya Gazette is an official publication of the government of the Republic of Kenya. It contains notices of new legislation, notices required to be published by law or policy as well as other

announcements that are published for general public information. It is published every week, usually on Friday, with occasional releases of special or supplementary editions within the week.

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Successfully Transition Your Business to the Next Owner You have spent a lifetime building and safeguarding your business. Now it's time to retire. If you are like most business owners, you have more questions than answers. "What is my business really worth?" "Can I afford to retire?" "How can I safeguard my net worth and protect my family?" "How can I reduce taxes on the sale?" "Should I keep the business in the family, or sell it to someone else?" And the biggest question of all: "How do I get started?" Gary Pittsford has answered these tough questions for business owners in all 50 states and now wants to share his 40 years of financial experience with you. Your Family Business, Your Family Net Worth is your definitive guide to take the appropriate steps to confidently secure the best future for you, your family and your business.

This meticulously edited ebook collection is formatted for your eReader with a functional and detailed table of contents: Terro-Human Future History: Uller Uprising Four-Day Planet The Cosmic Computer Space Viking The Return Omnilingual The Edge of the Knife The Keeper Graveyard of Dreams Ministry of Disturbance Oomphel in the Sky A Slave is a Slave Naudsonce Little Fuzzy The Paratime Series: He Walked Around the Horses Police Operation Last Enemy Temple Trouble Genesis Time Crime Lord Kalvan of Otherwhen Down Styphon! Other Novels: Lone Star Planet (A Planet for Texans) Null-ABC (Crisis in 2140) Murder in the Gunroom Short Stories: Time and Time Again Flight from Tomorrow The Mercenaries Day of the Moron Dearest The Answer Hunter Patrol Crossroads of Destiny Rebel Raider Operation R.S.V.P.

Are you in a job you hate, doing work you don't enjoy, with people you don't like? By Design: Principles for Choosing a Career will help you live your dream. This powerful self-help guide invites you to answer five key questions that will help you choose a career you love and feel passionate about. While this book was created to help young people choose their careers, this easy-to-read guide is helpful for college students as well as business professionals who may still be struggling about finding work they enjoy and may even be considering a change of major or career change. By Design helps readers avoid the trap of finding meaningless work just to have a job, and instead find that "thing" that will bring the most joy and fulfillment in a practical, relatable way. A journal section at the end of each chapter continues the self-exploration and self-discovery process, so by the end of the book, you will find greater clarity, focus, and direction to make your next move. "I have come across many students – young and old – and professionals alike who struggle with being unhappy at work because their work is not aligned with their passion. This book will also help people who feel stuck in a job or career that is making them unhappy to make the right decisions and preparation to enter a field or career path they really love." The author shares personal examples of her own search for purposeful work, and she suggests supplementary reading and resources to help you find your ideal career.

After many months of suffering, Ezekiel loses his best friend and father to cancer. While the family is dealing with their grief, the synagogue and the school are destroyed by a bomb. Why would anyone want to destroy the synagogue? Under suspicion of espionage, Ezekiel is taken to prison, where he meets a very unlikely friend who just happens to be a Mafia drug kingpin. Despite the two men's different lifestyles, they become good friends. During their incarceration, Vladimir kills a man and looks for Ezekiel to help him while in the place called The Dungeon. With Vladimir close to death after a fierce beating by the prison guards, Penal Colony #5 becomes a place where two men find friendship and a struggle with the demons that can make you or break you.

It's About Excellence: Building Ethically Healthy Organizations Ê For too many businesses and their leaders today, business ethics is just about staying out of jail.Ê Litigation, indictment, and penal system avoidance is not just the first but the only reason they think ethics is important.Ê It's about damage control.Ê It's not by accident that these damage control ethics programs are generally under the guidance of legal and compliance departments. Ê Of course companies need a damage control, crisis management, trouble-shooting component in their ethics and management toolbox.ÊÊ But if that's all there is, something of critical business value is missing.Ê Ê It's About Excellence tells the larger story.Ê Ethics is about identifying and pursuing excellence and business achievement.Ê It's about getting clear on an inspiring corporate mission and vision, building a value-embedded culture, and pursuing principle-guided practices.Ê Ethics is not a patch-and-repair add-on here;Ê it's something woven through the whole organization, created and owned by the whole workforce.

Defying the general belief that American citizenship is in decline, Sanford claims that Generation X is actually taking positions of civic leadership and authority as Baby Boomers retire. By exploring the traditional instrument of social capital, civic culture and political science, she attempts to make us understand more appropriately this maligned generation.

Celia Ross explains how to provide quality reference help on issues from marketing to finance - for business people, students, and even business faculty.

In its 114th year, Billboard remains the world's premier weekly music publication and a diverse digital, events, brand, content and data licensing platform. Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music, video, gaming, media, digital and mobile entertainment issues and trends.

Most entrepreneurs already know their businesses well and have common sense--what they need are fundamental, practical tools for creating successful systems within the business. This books shows them how.

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