

Growing A Business Paul Hawken

Using this guide, companies can develop a culture of earned trust and increase opportunities to stimulate growth, productivity, profits, and job satisfaction at virtually no cost. The authors focus on team building in successful business environments, including IBM, the Federal Reserve Bank, Yahoo!, and Hewlett-Packard. Trust, innovation, and technology are the forces driving successful businesses today, and "Built on Trust" gets companies on the right track.

Jump Start Your Business Brain details data-proven methods that can make your sales, marketing and business development measurably more effective. What makes this book unique is that the methods detailed are backed up with hard data. They're grounded in statistical analysis of the success and failures of more than 4,000 new products and services, and more than 6,000 innovation teams. The research quantifies the impact of a back-to-basic, customer-focused approach to sales, marketing and business development. The research also uncovers news regarding how you can measurably increase effectiveness in today's super-competitive, time-compressed and overstressed marketplace. It's the perfect book for today's up-and-coming executive. The way brands communicate with their existing and target audience has undoubtedly transformed. One of the main reasons for this transformation is the increase in the popularity of social networking platforms. These days, an increasing number of brands

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are using visual media for communicating their brand's message. Social media has certainly revolutionized our lives. Instagram has stood the test of time and is now one of the most popular social networking platforms today. So, if your brand isn't already on Instagram, then there is no time like the present to get started. Instagram has been around for a while, but not a lot of people know how to make the most of its features. The creators of this platform keep introducing new features along with changes to the algorithm. So, it is quintessential that you stay on top of all the updates. In this book, you will learn about the things you need to increase your following on Instagram so you can maximize your profits. You will be given information about the different benefits you can reap by using Instagram. You will learn about various tips for choosing the perfect Instagram name and tricks to optimize your brand's Instagram profile. Apart from this, you will also learn about specific strategies for building your niche on Instagram and thoroughly engage your audience. Marketing on Instagram and how you can increase your following are also discussed in detail in this book. A combination of all these factors will ensure that your brand makes the most of all that Instagram has to offer. You will want to make sure that whatever strategy you start to use on Instagram is going to keep the focus on the brand that you have built and how that brand sees the world. Instagram is great for sharing videos and photos so make sure that when you connect the business with your followers, make sure that it stays consistent with your brand rather than straying away or showing things that just don't go together. Use your

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brand or company name in hashtags: the hashtags that you pick don't have to be complicated. If you already have a pretty good following on Instagram, or your brand name is well known, go ahead and use this as one of your hashtags. This will make it easier for your followers to find you because they can just search the name and find some of your posts. Make a follower famous: it is not just about your followers checking out your posts, it is about how you interact with your followers. Take the time to look over the pages of your followers and then like and share some of their posts. This helps to show the customers that you really appreciate them because you are acknowledging their cool posts and sharing them with others on your page. Be careful with this one though because some may be personal and you should always ask for permission beforehand if you are unsure whether they would like it shared or not. So, if you are ready to learn more, then let us get started immediately!

Discusses the prerequisites to starting a business and shares his own start-up strategies

Celebrates the power of nonviolence in a tribute to seventy-five of the world's peacemakers, including such spiritual leaders, activists, writers, and scientists as Jimmy Carter, Colin Powell, Jane Goodall, Coretta Scott King, and Mother Teresa. Seven business innovators and the empires they built. The pre-eminent business historian of our time, Richard S. Tedlow, examines seven great CEOs who successfully managed cutting-edge technology and formed enduring corporate empires. With the

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depth and clarity of a master, Tedlow illuminates the minds, lives and strategies behind the legendary successes of our times: . George Eastman and his invention of the Kodak camera; . Thomas Watson of IBM; . Henry Ford and his automobile; . Charles Revson and his use of television advertising to drive massive sales for Revlon; . Robert N. Noyce, co-inventor of the integrated circuit and founder of Intel; . Andrew Carnegie and his steel empire; . Sam Walton and his unprecedented retail machine, Wal-Mart.

Growing a Business Simon and Schuster

THE NEW YORK TIMES BESTSELLER Chasing Daylight is the honest, touching, and ultimately inspirational memoir of former KPMG CEO Eugene O'Kelley, completed in the three-and-a-half months between his diagnosis with brain cancer and his death in September 2005. Its haunting yet extraordinarily hopeful voice reminds us to embrace the fragile, fleeting moments of our lives-the brief time we have with our family, our friends, and even ourselves. This paperback edition features a new foreword by his wife, Corinne O'Kelley and a readers' group guide and questions. "Voicing universal truths . . . shared . . . simply and clearly."-Janet Malin, New York Times "Words to live by."-Kerry Hannon, USA Today "One of the most unexpected and touching books you're likely to read this year."-Edward Nawotka, Bloomberg News "An honest, thought-provoking memoir . . . O'Kelly has many lessons to teach us on how to live."-Steve Powers, Houston Chronicle "[A] well-written and moving book."-TheEconomist.com Although it was first published more than thirty-five years ago, Up the Organization

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continues to top the lists of best business books by groups as diverse as the American Management Association, Strategy + Business (Booz Allen Hamilton), and The Wharton Center for Leadership and Change Management. 1-800-CEO-READ ranks Townsend's bestseller first among eighty books that "every manager must read." This commemorative edition offers a new generation the benefit of Robert Townsend's timeless wisdom as well as reflections on his work and life by those who knew and worked with him. This groundbreaking book continues to remind us not to get mired in all those sacred organizational routines that stifle people and strangle both profits and profitability. He shows a way to humanize business and a way to have fun while making it all work better than it ever worked before.

ÒFacinating... There is at least as much to be learned here as from reading Peter Drucker John Kenneth Galbraith or Michael Porter.Ó ðBoston Globe Acknowledged as the outstanding business leader of the late twentieth century, Jack Welch made General Electric one of the world's most competitive companies. This dynamic CEO defined the standard for organizational change, creating more than \$400 billion in shareholder value by transforming a bureaucratic behemoth into a nimble, scrappy winner in the global marketplace. Here, Tichy and Sherman extract the enduring leadership lessons from the revolution Welch wrought at GE. Of these, the most essential is the limitless power of learning. Leadership has its mysteries, but it is a skill that anyone can acquire and enhance. Above all, great leaders select great people and

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lure them into an endless process of learning and adaptation.

There are no more reespected voices in the environmental movement than these authors, true counselors on the direction of twenty-first-century business. With hundreds of thousands of books sold worldwide, they have set the agenda for rational, ecologically sound industrial development. In this inspiring book they define a superior & sustainable form of capitalism based on a system that radically raises the productivity of nature's dwindling resources. Natural Capitalism shows how cutting-edge businesses are increasing their earnings, boosting growth, reducing costs, enhancing competitiveness, & restoring the earth by harnessing a new design mentality. The authors offer dozens of examples of businesses that are making fourfold or even tenfold gains in efficiency, from self-heating & self-cooling buildings to 200-miles-per-gallon cars, while ensuring that workers aren't downsized out of their jobs. This practical blueprint shows how making resources more productive will create the next industrial revolution

Most startups don't fail because they can't build a product. Most startups fail because they can't get traction. Startup advice tends to be a lot of platitudes repackaged with new buzzwords, but Traction is something else entirely. As Gabriel Weinberg and Justin Mares learned from their own experiences, building a successful company is hard. For every startup that grows to the point where it can go public or be profitably acquired, hundreds of others sputter and die. Smart entrepreneurs know that the key to

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success isn't the originality of your offering, the brilliance of your team, or how much money you raise. It's how consistently you can grow and acquire new customers (or, for a free service, users). That's called traction, and it makes everything else easier—fund-raising, hiring, press, partnerships, acquisitions. Talk is cheap, but traction is hard evidence that you're on the right path. Traction will teach you the nineteen channels you can use to build a customer base, and how to pick the right ones for your business. It draws on inter-views with more than forty successful founders, including Jimmy Wales (Wikipedia), Alexis Ohanian (reddit), Paul English (Kayak), and Dharmesh Shah (HubSpot). You'll learn, for example, how to:

- Find and use offline ads and other channels your competitors probably aren't using
- Get targeted media coverage that will help you reach more customers
- Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates
- Improve your search engine rankings and advertising through online tools and research

Weinberg and Mares know that there's no one-size-fits-all solution; every startup faces unique challenges and will benefit from a blend of these nineteen traction channels. They offer a three-step framework (called Bullseye) to figure out which ones will work best for your business. But no matter how you apply them, the lessons and examples in Traction will help you create and sustain the growth your business desperately needs.

The Natural Step for Business examines how four very successful "evolutionary"

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corporations in Sweden and the United States - including IKEA and Scandic Hotels in Sweden, and Collins Pine and Interface in the U.S. - are positioning themselves for long-term competitiveness using The Natural Step as a central part of their corporate strategy. Nattrass and Altomare puncture the myth that a company must choose between profitability and care for the natural environment, and present a timely and practical application of this exciting model for global sustainability.

Provides a visionary blueprint for a marketplace where businesses and environmentalists work together, showing companies how to redesign and manufacture products in innovative ways, reeducate customers, and work closely with government toward a profitable, productive, and ecologically sound future. Reprint.

A book about management, described by guru Peter Drucker as 'a first rate as an introduction for the non-manager and especially for the beginner, but equally excellent as a rounded, complete, and comprehensive `refresher course' for the most experienced executive.' Both a beginner's guide and a bible for one of the greatest social innovations of modern times: the discipline of management. Leading business editor Joan Magretta distils the wisdom of a bewildering sea of books and articles into one simple, clear volume, explaining both the logic of successful organisations and how that logic is embodied in practice by management. Newcomers will find the basics demystified. More experienced managers will recognise a store of useful wisdom and a framework for improving their own performance. In general, the book defines a common

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standard of managerial literacy that will help all of us to lead more effectively. Revised edition, includes new foreword by Paul Hawken and and several new chapters by John A. Lanier.

Why does knowing more mean believing—and doing—less? A prescription for change The more facts that pile up about global warming, the greater the resistance to them grows, making it harder to enact measures to reduce greenhouse gas emissions and prepare communities for the inevitable change ahead. It is a catch-22 that starts, says psychologist and economist Per Espen Stoknes, from an inadequate understanding of the way most humans think, act, and live in the world around them. With dozens of examples—from the private sector to government agencies—Stoknes shows how to retell the story of climate change and, at the same time, create positive, meaningful actions that can be supported even by deniers. In *What We Think About When We Try Not To Think About Global Warming*, Stoknes not only masterfully identifies the five main psychological barriers to climate action, but addresses them with five strategies for how to talk about global warming in a way that creates action and solutions, not further inaction and despair. These strategies work with, rather than against, human nature. They are social, positive, and simple—making climate-friendly behaviors easy and convenient. They are also story-based, to help add meaning

and create community, and include the use of signals, or indicators, to gauge feedback and be constantly responsive. Whether you are working on the front lines of the climate issue, immersed in the science, trying to make policy or educate the public, or just an average person trying to make sense of the cognitive dissonance or grapple with frustration over this looming issue, *What We Think About When We Try Not To Think About Global Warming* moves beyond the psychological barriers that block progress and opens new doorways to social and personal transformation.

“Timely and important . . . It should be our North Star for the recovery and beyond.” —Hillary Clinton “Sperling makes a forceful case that only by speaking to matters of the spirit can liberals root their belief in economic justice in people’s deepest aspirations—in their sense of purpose and self-worth.” —The New York Times When Gene Sperling was in charge of coordinating economic policy in the Obama White House, he found himself surprised when serious people in Washington told him that the Obama focus on health care was a distraction because it was “not focused on the economy.” How, he asked, was the fear felt by millions of Americans of being one serious illness away from financial ruin not considered an economic issue? Too often, Sperling found that we measured economic success by metrics like GDP instead of whether the economy was

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succeeding in lifting up the sense of meaning, purpose, fulfillment, and security of people. In *Economic Dignity*, Sperling frames the way forward in a time of wrenching change and offers a vision of an economy whose guiding light is the promotion of dignity for all Americans.

Arguing that the current economy represents a move from a "mass" to a new "informative" economic system, the author explains how individuals can cope with, and benefit from the transition

Entrepreneurship, 4th Edition delves into the trials and tribulations of entrepreneurship so students will have the necessary tools to start their own businesses. It provides coverage on social enterprises and ethics due to the rise in green trends and corporate scandals. Up-to-date examples and references provide entrepreneurs with the most essential information.

Draws on Asian philosophical traditions to offer business executives and personnel managers insights on how to recognize, organize, and develop human resources

Growth is a clear goal for ambitious entrepreneurs and leaders. It's often a short hand for business - and wider economic - success. But it's not without its pitfalls and challenges, and planning for, and managing, a growing business needs careful thought. Take, for example, the start-up facing for the first time the need

to balance flexibility with more structure. Or a larger business tackling a range of divisions evolving at different speeds. Or an inspirational owner-founder confronting the need to step back and let other take the business forward. These are the kinds of challenges that *Growing a Business* tackles head-on. Drawing on a wide range of models and research and using case studies from across the business world, it offers practical advice and guidance on a whole range of topics, including: the different types and stages of growth; predicting the problems presented by growth; identifying growth triggers and barriers; the implications of growth: financially, culturally and for the people involved in the business. *Growing a Business* is required reading for owners and managers looking to understand a foster growth in their businesses.

In this timely book, authors Matthew and Terces Engelhart present the idea that love before appearances is the antidote to our spiritual, environmental, and social degradation. Exploring topics such as mission statements, manager as coach, human resources as a sacred culture, and inspirational meetings, they offer a manual for building a spiritual community at the workplace—a vital concept in an age when work consumes the bulk of most adults' time. Business, the authors explain, is all about providing a service, product, or experience the market wants, and no business can succeed by failing to understand this point. However,

integrating the concept of “Sacred Commerce” into business can provide both financial success and spiritual satisfaction. Stressing that every business is an opportunity to make a lasting impact on the lives of both clients and employees, the Engelharts share the tools they’ve learned in their own enterprises to fulfill this vision. Sacred Commerce is the ideal mix of the personal and the practical—a guidebook written by people who have felt success, not just spent it.

Dissatisfaction with work is at record levels, and the Engelharts show that you don’t have to suffer personally—or give up your humanity—to pay the mortgage. From the Trade Paperback edition.

Leadership is about influence ?Emily is a career-driven thirtysomething with big ambitions and a young family. She is making an impact as a leader at a tech company, but after being passed up for multiple promotions, she finds herself at a loss for how to improve. Fate answers her in the form of a kind—and surprisingly direct—older man in a coffee shop. A well-respected CEO before he retired, David has deep and rich leadership knowledge. Emily needs direction, and David is the perfect mentor. Growing Influence offers readers both practical advice on how to develop leadership skills and a relatable account of one woman’s growth by applying the principles in the book. Unlike nonfiction business books or business memoirs, this story is a business fable that is both impactful and transformative.

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Ben & Jerry's. Stonyfield Farm. The Body Shop. Tom's of Maine. All leaders in the socially responsible business movement—and all eventually sold to mega-corporations. Do values-driven businesses have to choose between staying small, selling off, or selling out? Jill Bamburg says no. Based on intensive interviews with more than thirty growth-oriented, mission-driven entrepreneurs—including American Apparel, Give Something Back, Wild Planet Toys, Organic Valley Family of Farms, and Village Real Estate—her book explodes the myths of scale from both ends of the spectrum. She debunks both the limiting “small is beautiful” approach as well as the “you have to sell out to grow” mandate. Focusing on the unique challenges that socially conscious companies face, *Getting to Scale* addresses the issues that affect all businesses: Production and personnel Access to capital and markets Changes in organizational structure Ownership and control Corporate culture Filled with practical and tested advice, *Getting to Scale* provides a blueprint for socially responsible entrepreneurs in any industry who want to benefit larger groups of customers, have a greater positive impact on their communities, and maintain their independence by scaling up their enterprises.

"America's greenest CEO" and the hero from the award-winning documentary "The Corporation" makes the urgent, compelling case that sustainable business pays. His story is now legend. In 1994, after reading *The Ecology of Commerce* by Paul Hawken, Ray Anderson felt a "spear in the chest" the founder of Interface, Inc., a billion-dollar carpeting manufacturer, realized that his company was plundering the environment and he needed to steer it on a new course. Since then, Interface has cut its greenhouse gas emissions by 82%, and the goal is to reach zero environmental footprint by 2020. Thoughtful and winning, *Confessions of a Radical Industrialist* shows how Anderson revolutionized his company, in the process bringing costs

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down, improving quality, making it one of "Fortune"'s "100 Best Companies to Work For" -- and driving up profits. "The publisher has aimed for sustainability in all aspects of this book's production, from the inks and glues to the trim size. The interior paper is 100% post-consumer recycled, certified by the Forest Stewardship Council, and ancient-forest friendly. Instead of a jacket, the cover boards are wrapped in 100% recycled paper stock coated in a biodegradable varnish - and these are just two examples among many." "From the Hardcover edition."

It's not often that someone stumbles into entrepreneurship and ends up reviving a community and starting a national economic-reform movement. But that's what happened when, in 1983, Judy Wicks founded the White Dog Café on the first floor of her house on a row of Victorian brownstones in West Philadelphia. After helping to save her block from demolition, Judy grew what began as a tiny muffin shop into a 200-seat restaurant-one of the first to feature local, organic, and humane food. The restaurant blossomed into a regional hub for community, and a national powerhouse for modeling socially responsible business. *Good Morning, Beautiful Business* is a memoir about the evolution of an entrepreneur who would not only change her neighborhood, but would also change her world-helping communities far and wide create local living economies that value people and place as much as commerce and that make communities not just interesting and diverse and prosperous, but also resilient. Wicks recounts a girlhood coming of age in the sixties, a stint working in an Alaska Eskimo village in the seventies, her experience cofounding the first Free People store, her accidental entry into the world of restaurantering, the emergence of the celebrated White Dog Café, and her eventual role as an international leader and speaker in the local-living-economies movement. Her memoir traces the roots of her career - exploring what it takes to marry social change and

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commerce, and do business differently. Passionate, fun, and inspirational, Good Morning, Beautiful Business explores the way women, and men, can follow both mind and heart, do what's right, and do well by doing good.

A radically new understanding of and practical approach to climate change by noted environmentalist Paul Hawken, creator of the New York Times bestseller Drawdown Regeneration offers a visionary new approach to climate change, one that weaves justice, climate, biodiversity, equity, and human dignity into a seamless tapestry of action, policy, and transformation that can end the climate crisis in one generation. It is the first book to describe and define the burgeoning regeneration movement spreading rapidly throughout the world. Regeneration describes how an inclusive movement can engage the majority of humanity to save the world from the threat of global warming, with climate solutions that directly serve our children, the poor, and the excluded. This means we must address current human needs, not future existential threats, real as they are, with initiatives that include but go well beyond solar, electric vehicles, and tree planting to include such solutions as the fifteen-minute city, bioregions, azolla fern, food localization, fire ecology, decommodification, forests as farms, and the number one solution for the world: electrifying everything. Paul Hawken and the nonprofit Regeneration Organization are launching a series of initiatives to accompany the book, including a streaming video series, curriculum, podcasts, teaching videos, and climate action software. Regeneration is the inspiring and necessary guide to inform the rapidly spreading climate movement.

Mercy Among the Children received effusive praise from the critics, was nominated for a Governor General's Award and won the Giller Prize. It was named one of 2000's best books,

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became a national bestseller in hardcover for months, and would be published in the US and UK. It is seen, however, as being at odds with literary fashion for concerning itself with good and evil and the human freedom to choose between them — an approach that puts Richards, as Maclean’s magazine says, firmly in the tradition of Tolstoy and Dostoevsky. Author Wayne Johnston recounts hearing Richards read in 1983 and being struck by his unqualified love for every one of his characters, even though “it was not then fashionable to love your characters”. Pottersfield Portfolio editor Tony Tremblay calls Richards the most misunderstood Canadian writer of the century, and a “great moralist”, comparing him to Morley Callaghan, Kafka and Melville. As a boy, Sydney Henderson thinks he has killed Connie Devlin when he pushes him from a roof for stealing his sandwich. He vows to God he will never again harm another if Connie survives. Connie walks away, laughing, and Sydney embarks upon a life of self-immolating goodness. In spite of having educated himself with such classics as Tolstoy and Marcus Aurelius, he is not taken seriously enough to enter university because of his background of dire poverty and abuse, which leads everyone to expect the worst of him. His saintly generosity of spirit is treated with suspicion and contempt, especially when he manages to win the love of beautiful Elly. Unwilling to harm another in thought or deed, or to defend himself against false accusations, he is exploited and tormented by others in this rural community, and finally implicated in the death of a 19-year-old boy. Lyle Henderson knows his father is innocent, but is angry that the family has been ridiculed for years, and that his mother and sister suffer for it. He feels betrayed by his father’s passivity in the face of one blow after another, and unable to accept his belief in long-term salvation. Unlike his father, he cannot believe that evil will be punished in the end. While his father turns the other cheek, Lyle

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decides the right way is in fighting, and embarks on a morally empty life of stealing, drinking and violence. A compassionate, powerful story of humanity confronting inhumanity, it is a culmination of Richards' last seven books, beginning with *Road to the Stilt House*. It takes place in New Brunswick's Miramichi Valley, like all of his novels so far, which has led some urban critics to misjudge his work as regional — a criticism leveled at Thomas Hardy, Joseph Conrad and Emily Bronte in their own day. Like his literary heroes, Richards aims to evoke universal human struggles through his depiction of the events of a small, rural place, where one person's actions impact inevitably on others in a tragic web of interconnectedness. The setting is extremely important in Richards' work, "because the characters come from the soil"; but as British Columbia author Jack Hodgins once told Richards, "every character you talk about is a character I've met here in Campbell River".

The New York Times bestselling examination of the worldwide movement for social and environmental change Paul Hawken has spent more than a decade researching organizations dedicated to restoring the environment and fostering social justice. From billion-dollar nonprofits to single-person dot.causes, these groups collectively comprise the largest movement on earth, a movement that has no name, leader, or location and that has gone largely ignored by politicians and the media. *Blessed Unrest* explores the diversity of the movement, its brilliant ideas, innovative strategies, and centuries of hidden history. A culmination of Hawken's many years of leadership in the environmental and social justice fields, it will inspire all who despair of the world's fate, and its conclusions will surprise even those within the movement itself.

- New York Times bestseller
- The 100 most substantive solutions to reverse global warming,

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based on meticulous research by leading scientists and policymakers around the world “At this point in time, the Drawdown book is exactly what is needed; a credible, conservative solution-by-solution narrative that we can do it. Reading it is an effective inoculation against the widespread perception of doom that humanity cannot and will not solve the climate crisis. Reported by-effects include increased determination and a sense of grounded hope.” —Per Espen Stoknes, Author, *What We Think About When We Try Not To Think About Global Warming* “There’s been no real way for ordinary people to get an understanding of what they can do and what impact it can have. There remains no single, comprehensive, reliable compendium of carbon-reduction solutions across sectors. At least until now. . . . The public is hungry for this kind of practical wisdom.” —David Roberts, *Vox* “This is the ideal environmental sciences textbook—only it is too interesting and inspiring to be called a textbook.” —Peter Kareiva, Director of the Institute of the Environment and Sustainability, UCLA In the face of widespread fear and apathy, an international coalition of researchers, professionals, and scientists have come together to offer a set of realistic and bold solutions to climate change. One hundred techniques and practices are described here—some are well known; some you may have never heard of. They range from clean energy to educating girls in lower-income countries to land use practices that pull carbon out of the air. The solutions exist, are economically viable, and communities throughout the world are currently enacting them with skill and determination. If deployed collectively on a global scale over the next thirty years, they represent a credible path forward, not just to slow the earth’s warming but to reach drawdown, that point in time when greenhouse gases in the atmosphere peak and begin to decline. These measures promise cascading benefits to human health, security, prosperity, and well-

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being—giving us every reason to see this planetary crisis as an opportunity to create a just and livable world.

Of value to business people, environmentalists, and educators alike, *Mid-Course Correction* is a business book about the environment that's written from a personal perspective. With passion and pride, Ray Anderson, Founder, Chairman, and CEO of one of the world's largest interior furnishings companies, recounts his awakening to the importance of environmental issues and outlines the steps his petroleum-dependent company, Atlanta-based Interface, Inc., is taking in its quest to become a sustainable enterprise - one that will never have to take another drop of oil from the earth.

#1 Best-Seller in 5 Startup & Entrepreneurship Categories *Named Top 5 Business Growth Book by Entrepreneur Magazine This compelling and inspiring narrative gives entrepreneurs a rare behind-the-scenes look inside a fast-growing startup that created the first online dating app and grew to 100 million users. *Explosive Growth* combines lively and often hilarious storytelling, revealing genius growth tactics, numerous case-studies, and its step-by-step playbook to help your startup grow massively. Due to its raw storytelling style, practical lessons, compelling content, and fast-paced read, *Explosive Growth* is a one-of-a-kind business book that transcends the narrow entrepreneurial audience to also appeal to readers and business students looking to learn about startup life and entrepreneurship. It holds nothing back while detailing the highest highs and

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lowest lows of what it's really like to run a startup. Cliff Lerner's online dating startup, Snap Interactive, was running out of money when he bet the company's fortunes on a then-unknown platform called Facebook. The app suddenly began to acquire 100,000 new users daily for free, and soon after the stock price skyrocketed 2,000 percent, setting off an extraordinary chain of events filled with sudden success and painful lessons. You will learn how to: * IGNITE EXPLOSIVE GROWTH by creating a remarkable product * Identify the ONLY 3 METRICS THAT MATTER * Explore valuable VIRAL GROWTH strategies to grow rapidly * Execute the GENIUS MEDIA HACKS that helped us acquire 100 million users * Create a thriving culture of PASSIONATE EMPLOYEES and CONSTANT INNOVATION PRAISE: "A must read for founders and CEOs who want to achieve rapid growth while also building a great product and company." -Payal Kadakia, Founder & Executive Chairman of ClassPass "Explosive Growth is without question one of the most useful and entertaining business books I have ever read. Cliff gives you a roadmap to massively grow your startup with specific tactical lessons made memorable through engaging stories. This book is a must-read." -David Perry, Digital Sales & Business Development Expert at Google, Adobe, Amazon, Startup Advisor "Want to know how to grow your startup to 100 million users? Then this is the book for you. Explosive Growth gives step-by-step

instructions, case studies and proven tactics on how to explode your growth."

-Entrepreneur Magazine by Syed Balkhi "Lessons for startups and CEOs on growth hacking, marketing, and innovation from one of the smartest founders I know." -Andrew Weinreich, Inventor of Social Networking

In this groundbreaking health and lifestyle guide, Darin Olien—superfoods expert, nutritionist, creator of Shakeology, and co-host of the Netflix docuseries Down to Earth with Zac Efron—provides the key to understanding and utilizing five life forces, the sole factors that determine whether or not we will be healthy, fit, and free of illness. In Superlife, Darin Olien provides us with an entirely new way of thinking about health and wellbeing by identifying what he calls the life forces: Quality Nutrition, Hydration, Detoxification, Oxygenation, and Alkalization. Olien demonstrates in great detail how to maintain these processes, thereby allowing our bodies to do the rest. He tells us how we can maintain healthy weight, prevent even the most serious of diseases, and feel great. He explains that all of this is possible without any of the restrictive or gimmicky diet plans that never work in the long term. Olien has traveled the world, exploring the health properties of foods that have sustained indigenous cultures for centuries. Putting his research into practice, he has created a unique and proven formula for maximizing our bodies' potential. He also includes a "How-to-eat" user's guide

with a shopping list, advice on “what to throw away,” a guide to creating a healthy, balanced diet plan, and advice on how to use supplements effectively. Written in Olien’s engaging conversational style, Superlife is a one-of-a-kind comprehensive look at dieting and nutrition, a timeless and essential guide to maintaining the human body and maximizing its potential.

Three hundred years ago people made most of what they used, or got it in trade from their neighbours. Now, no one seems to make anything, and we buy what we need from shops. Gifts and Commodities describes the cultural and historical process of these changes and looks at the rise of consumer society in Britain and the United States. It investigates the ways that people think about and relate to objects in twentieth-century culture, at how those relationships have developed, and the social meanings they have for relations with others. Using aspects of anthropology and sociology to describe the importance of shopping and gift-giving in our lives and in western economies, Gifts and Commodities: * traces the development of shopping and retailing practices, and the emergence of modern notions of objects and the self * brings together a wealth of information on the history of the retail trade * examines the reality of the distinctions we draw between the impersonal economic sphere and personal social sphere * offers a fully interdisciplinary study of the links we forge between ourselves, our social

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groups and the commodities we buy and give.

The U.S. and World Green Building Councils have transformed the world more than any other environmental organizations according to author Paul Hawken. In this inspirational and personal memoir, David Gottfried tells the story of his creation of these pioneering industry coalitions, as he transformed himself from a greedy real estate developer during the s to his role as a founder of the global green building movement.

The hidden history of the FBI and its hundred-year war against terrorists, spies, and anyone it deemed subversive—including even American presidents. **NEW YORK TIMES BESTSELLER • NOW A SHOWTIME ORIGINAL**

DOCUMENTARY SERIES “Turns the long history of the FBI into a story that is as compelling, and important, as today’s headlines.”—Jeffrey Toobin, author of *American Heiress* *Enemies* is the first definitive history of the FBI’s secret intelligence operations, from an author whose work on the Pentagon and the CIA won him the Pulitzer Prize and the National Book Award. We think of the FBI as America’s police force. But secret intelligence is the Bureau’s first and foremost mission. The FBI’s secret intelligence and surveillance techniques have created a tug-of-war between national security and civil liberties, a tension that strains the very fabric of a free republic. *Enemies* is the story of how presidents have used

the FBI to conduct political warfare—and how it has sometimes been turned against them. And it is the story of how the Bureau became the most powerful intelligence service the United States possesses. Named One of the Best Books of the Year by The Washington Post, New York Daily News, and Slate “Pulitzer Prize–winning author Tim Weiner has written a riveting inside account of the FBI’s secret machinations that goes so deep into the Bureau’s skulduggery, readers will feel they are tapping the phones along with J. Edgar Hoover. This is a book that every American who cares about civil liberties should read.”—Jane Mayer, author of *Dark Money* “Outstanding.”—The New York Times “Absorbing . . . a sweeping narrative that is all the more entertaining because it is so redolent with screw-ups and scandals.”—Los Angeles Times “Fascinating.”—The Wall Street Journal “Important and disturbing . . . with all the verve and coherence of a good spy thriller.”—The New York Times Book Review “Exciting and fast-paced.”—The Daily Beast

Discover an urgent prescription for a new business paradigm—one that better serves humanity and the planet. The global coronavirus pandemic has thrown into stark relief how “business as usual” is no longer serving us. The economic, business, and environmental models of the past do not reflect our current realities. And for our economy—for us—to survive, we need nothing less than a

seismic shift in the way we do business. Enter Simon Mainwaring, New York Times-bestselling author and founder and CEO of We First. A decade ago, he showed how business leaders and consumers could use social media to build a better world in We First. Now, after decades of research and field experience at the vanguard of the world's most successful brand revolutions, he provides in Lead With We a blueprint for doing business better in today's challenged world. By leading with "we"—putting the collective above the individual, holding the sum above the parts, and emphasizing the importance of the role that everyone plays—you can not only help solve the escalating challenges of today but also unlock extraordinary growth for your business, and abundance on our planet. Timely and compelling, this book's message is simple: The future of profit is people's purpose, aligned. Lead With We not only examines why we must all conduct business differently in order to grow in today's market, but provides the how—concrete steps any reader, wherever they find themselves in the business hierarchy, can take toward success.

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