

## S U M O Shut Up Move On The Straight Talking Guide To Succeeding In Life 10th Anniversary Edition

Written for parents, stepparents, guardians, caregivers, and grandparents, this book presents proven techniques for relating to and helping children dramatically improve their life chances.

Life is too short to just come in for the paycheque Let's face it, you work for the best years of your life and spend most of your waking hours on the job, so make sure you are energized, fulfilled and buzzing. Switched On will help you leap outside your comfort zone and awaken your creativity. Blast through the old thinking Switched On shows you how to think like an entrepreneur - have ideas, spot the opportunities, see the future and make things happen. The future belongs to fresh thinkers, so turn your receptors on and get ready to bring the real you to work. They'll love you for it Go on, unleash yourself - you'll be surprised at how indispensable you become. You have it in you - you just need to switch it on 'Not all of us can be great entrepreneurs but all of us can be innovative and enterprising in whatever role we perform. This book is a great guide and an inspiration on how to achieve this' Miles Templeman, Director General, Institute of Directors.

Do you want your business to step up and make a meaningful difference? There's a new generation of businesses emerging. They're working together to make a positive impact on the world by redefining what it means to be successful. By changing the way you work and considering the impact of the decisions you make, you can join them in reducing poverty, injustice and environmental damage by balancing purpose with profit. In this ground-breaking book, you will discover how these purpose-driven businesses work and how you can: Increase productivity by fully embracing diversity and developing an inclusive culture. Put respect, courtesy and compassion at the heart of your business. Maximise profits whilst prioritising the needs of people and the planet. Attract an engaged and motivated workforce that's focused on success and sustainability. Join the growing global community of leaders and like-minded businesses that are putting what they do to work as a force for good.

Stuck in a rut? Know what you want but don't know how to get it? Feel like life is passing you by? Sick of getting mediocre results? Then enter the wonderful world of Liquid Thinking... A practical, jargon-free and easily accessible self-help book drawing on a diverse range of experiences and containing digestible lessons and exercises used by sports captains, charity leaders and business leaders. It is the only self-help book which has ever been endorsed by Sir Richard Branson, Angelo Dundee, Muhammad Ali, and Jonny Wilkinson. It is a brave man who starts his book on self development by quoting Jerry Springer and discussing the literary merits of the Joy of Sex; however, this is Damian Hughes to a tee. Combining his own experiences as a Manchester United football coach, HR Director and youth club leader with exclusive insights from Sir Richard Branson, Angelo Dundee, Muhammad Ali and Jonny Wilkinson, Hughes will help you to step forward to achieve your own special hopes, dreams and ambition. The books have been credited with helping people build their own houses, fight cancer and run marathons, so come on and be a fellow Liquid Thinker!

Celebrating 10 Years of Shut Up, Move On! Paul McGee's international bestselling personal development heavyweight S.U.M.O. has helped hundreds of thousands of people around the world fulfil their potential, seize opportunities, succeed at work, and respond to adverse situations with a positive attitude. Weighing in with humour, insight, practical tips, and personal anecdotes, it's a thought provoking-and possibly life-changing-read. Now newly updated to celebrate 10 years since its first publication and including up-to-date case studies and examples, as well brand new exercises to test yourself, S.U.M.O: 10th Anniversary Edition will help SUMO fans, as well as SUMO amateurs, get more out of this bestselling, self-help classic. There are six S.U.M.O. principles that are designed to help you create and enjoy a brilliant life: Change Your T-Shirt- take responsibility for your own life and don't be a victim. Develop Fruity Thinking- change your thinking and change your results. Hippo Time is OK- understand how setbacks affect you and how to recover from them. Remember the Beachball- increase your understanding and awareness of other people's world. Learn Latin- change comes through action not intention. Overcome the tendency to put things off. Ditch Doris Day- create your own future rather than leave it to chance. Forget the attitude 'que sera, sera, whatever will be, will be.'

Wouldn't it be great if you could always get people to see things your way? Now you can. You won't go far in business if you can't bring people round to your way of thinking. Some people find it easy; the rest of us just need a little help. How to Persuade and Influence People reveals some of the most powerful influencing and persuasion techniques known to man. This enhanced second edition contains new tools, new research, new case studies and plenty of practical exercises to help you: Find the perfect way to win people over Become an amazing negotiator Overcome objections Appreciate and understand the other person's standpoint Understand why people buy what they buy Ensure people remember you and what you want Build long-term trust and credibility Philip Hesketh is a full-time international business speaker on the psychology of persuasion. Thousands of people have benefited from his advice. In this book, he maps out countless simple and memorable persuasion techniques that can be applied to a whole range of life's challenges. It's up to you to use them. How to Persuade and Influence People is a completely revised and updated edition of Life's a Game So Fix The Odds.

"Learn how to inspire your audience with best-selling author Paul McGee! Everyday we're faced with situations where we have to speak to or persuade others. You might be an expert on your topic, you might be the most confident presenter going, but do you struggle to get your audience engaged and inspired by what you're saying? Paul McGee has 20 years' experience as a presenter and can show you how to speak so people really listen; a vital skill that can have a huge impact on your career and personal success. Learn to recognise the 7 most common mistakes made by speakers and presenters and more importantly, learn how to avoid them. Written in Paul's down to earth and approachable style, How to Speak so People Really Listen will: Teach you how to deal with nerves Show you what your body language says about you Inspire you to speak with clarity for ultimate impact&#x; Give you 15 powerful and practical strategies to get your audience to sit up and shut up when you stand up to speak"--

Learn to be a people person with international bestselling author Paul McGee! Let's face it, if you want any sort of success in life you're going to have to deal with other people at some point. All success requires input from other people – even if you've invented something in your bedroom, eventually, you're going to need to interact with people to take it to the next level. And even if you don't desperately hanker after success, you surely want to be liked, have friends, get on well with people? Learning how to better communicate and interact with others can really help to improve your life – from ensuring you enjoy parties more to turning you into a roaring success magnet. So whether you dread social events with a passion and spend evenings cringing in a corner, or just want to have better relationships at work and in life, then How to Succeed With People, written in Paul's characteristic down

to earth, approachable style, can help you become a people magnet. Learn how to: Hold people's attention when you talk Listen and react properly to what others are saying or doing Better confront, complain and deal with difficult conversations Give compliments and praise Deal with interviews, networking events, difficult conversations and more And much more

The quality of your relationships dramatically impacts your levels of success and happiness in life. In this brutally honest, practical, personal and humorous book, the S.U.M.O. approach shines fresh light on the world of relationships both in and outside the workplace. S.U.M.O. encourages us to Shut Up blaming others and to Move On to explore new -and sometimes not so new - ways of building better relationships.

· The Seven SUMO Realities · Reality Rules · E + R = O · Remember The Beach Ball · Stress Makes You Stupid · Investment Pays · Give Yourself The VIP Treatment · Beware of Light Bulbs · Check Out Your Attitude · The Ditherer · Humility Helps · The Commander · Listen Loud · The Hijacker · Excel in Encouragement · The Awfuliser · Express Your Expectations · The Happy · Positivity pays · The Whinger · Confront With Care · The Swinger · SUMO in Action · Personal Post Script · What Was Your SUMO Take Away? · Bring SUMO Into Your Organisation

Callum Ormond has been warned. He has 365 days. Cal's terrifying adventure continues, and with only 122 days left, things have reached the boiling point! Now convinced that Oriana was behind his sister's kidnapping, Cal teams up with Boges to pull off a plan to extract vital information from her. But will spying on his would-be killer reveal what he needs... or put him in the line of fire?

A pep talk in your pocket This short, small, highly illustrated book will fill you to the brim with happiness, positivity, wellbeing and, most importantly, success! Andy Cope and Andy Whittaker are experts in the art of happiness and positive psychology and The Art of Being Brilliant is crammed full of good advice, instructive case studies, inspiring quotes, some funny stuff and important questions to make you think about your work, relationships and life. You see being brilliant, successful and happy isn't about dramatic change, it's about finding out what really works for you and doing more of it! The authors lay down their six common-sense principles that will ensure you focus on what you're good at and become super brilliant both at work and at home. A richly illustrated, 2 colour, small book full of humour, inspiring quotes and solid advice A great read with a serious underlying message – how to foster positivity and bring about success in every aspect of your life Outlines six common-sense principles that will help you ensure you are the best you can be

An enormous range of literature on leadership and management theory has been produced over the years, some of it highly academic and much of it contradictory. What Do Leaders Really Do? takes the basis of the best-known management theories to see how they fit with the practical reality of leadership. How do leaders spend their time? Are they really preoccupied with strategy, vision and inspiring people? Do they lead by accident, or design? The book challenges the assumption that leaders are born, not made and explores the theory that female leaders are fundamentally different from their male counterparts. What Do Leaders Really Do? Looks into the everyday working lives of well-known leaders in a variety of fields - business, sport and the armed forces - in order to identify the elements that encourage people to follow where they lead. Drawing on the experiences of a wide range of leaders with varying backgrounds and roles, as well as a range of respected academics and management writers, this book will closely analyze the background, experiences and behavior of a diverse set of leaders. A central part of the analysis will be a detailed examination of what these leaders do on a day-to-day basis. It is not a book about management theory but an accessible, no-nonsense guide to those theories and how they translate to real life. Many people lead effectively without knowing how they do it; this book will isolate and identify the core skills and behavior displayed by effective leaders. What Do Leaders Really Do? is intended to be a refreshing alternative to the hundreds of academically-oriented leadership books that are available. The tone will be straight-forward, accessible and sometimes humorous, rich with first-person evidence and anecdotes. It will dissect popular leadership theory into the easily understandable basics, with reference to the practicalities of real-life leadership situations. After all, what good is theory if it doesn't work in practice?

Reviews of the two-volume New Partridge Dictionary of Slang and Unconventional English, 2005: The king is dead. Long live the king! The old Partridge is not really dead; it remains the best record of British slang antedating 1945 Now, however, the preferred source for information about English slang of the past 60 years is the New Partridge. James Rettig, Booklist, American Library Association Most slang dictionaries are no better than momgrams or a rub of the brush, put together by shmegegges looking to make some moola. The New Partridge Dictionary of Slang and Unconventional English, on the other hand, is the wee babes. Ian Sansom, The Guardian The Concise New Partridge presents, for the first time, all the slang terms from the New Partridge Dictionary of Slang and Unconventional English in a single volume. With over 60,000 entries from around the English-speaking world, the Concise gives you the language of beats, hipsters, Teddy Boys, mods and rockers, hippies, pimps, druggies, whores, punks, skinheads, ravers, surfers, Valley girls, dudes, pill-popping truck drivers, hackers, rappers and more. The Concise New Partridge is a spectacular resource infused with humour and learning its rude, its delightful, and its a prize for anyone with a love of language.

A new book by two of the biggest powerhouses in positive psychology and personal development – Dr Andy Cope and Professor Paul McGee Happiness. We chase it, we crave it...it's so in demand... yet so scarce and fleeting. But here's the good news. In The Happiness Revolution: A Manifesto For Living Your Best Life, bestselling authors Dr Andy Cope and Professor Paul McGee deliver a page-turning self-help book of the times, for the times. As the world wakes up to a new kind of normal, The Happiness Revolution challenges readers to sign up to an uprising of wellbeing and to making the most of the privilege of being on this planet. The book outlines a 10-point Happiness Manifesto. Grounded in the science of human flourishing and the reality of life, the principles are simple, do-able and above all make a difference not only to yourself but to others too. Let the fight back to mental wealth start right here. Welcome to global domination of the happiness kind! Discover: How to regain your sanity, clarity, and wellbeing, even when your smartphone, kids, spouse, job, and possessions seem to be conspiring to keep you from doing just that. Why it can be so hard to maintain a happy outlook when the outside world has never been so fast, complex, and unpredictable. How to be at your best in a world that is doing its worst. Happiness is the #1 thing you want for yourself and your family. The Happiness Revolution is an indispensable guide for everyone trying to live their best life and to spread some happiness whilst doing so. Rise Up and Be Happy! Vive la revolution!

Publishing expert, Sue Richardson, shows you how to use your expertise, knowledge and experience to become a published authority in your field and gain the visibility you and your business needs. This Authority Guide will help you to create a plan that ensures you write and publish the right book for your business.

So What? gets straight to the point so you can cut through the noise and nonsense of work. Much of what we learn in our formative years is unlearned in later life. As grown-ups we are often unable to answer the simplest of questions in a clear, direct way, and frequently have no idea why we are doing something. This can lead to crippling inefficiency in business, and goes some way to explaining why so many people spend so much time doing things that have no bearing on the true purpose. by behaving in a genuinely inquisitive way, you can get right to the heart of the matter and save yourself hours, days, and even months of anguish. The questions So what?, Why?, How?, and When? can be hugely effective when applied in the right context, and this book shows you how to use them. Once all the right questions have been posed, there is a final sure-fire method for testing whether something is relevant and helpful. By completing the sentence "Something must be wrong if...", it is simple to work out if you are wasting your time. For example, "Something must be wrong if I don't want to go to work in the morning." So What? shows you how to become truly inquisitive again. So let the questions roll. Pay attention to what the answers are. Learn from them, and you will immediately improve your prospects of finally getting somewhere in life.

Written by robert Wood, 'Chekyll and Ide' is the sequel to 'Pushing Envelopes'.

In this candid autobiography, former professional dancer and Strictly Come Dancing winner Camilla Sacre-Dallerup,

shares the practical, motivational techniques she has used both personally and professionally to achieve success and happiness. Camilla found fame and heartbreak as a dancer on *Strictly Come Dancing*, winning her way into British hearts as one of the original cast of professional dancers on the BBC programme, and which culminated in winning the coveted *Strictly* trophy with actor Tom Chambers. In 2004, *Strictly Come Dancing* launched and was an instant phenomenon, with millions of viewers tuning in weekly. Its success changed Camilla's life. That same year, while she struggled to adjust to her newfound fame, Dallerup's relationship with her dance partner and fiancé Brendan Cole turned sour very publicly. Now, ten years after first appearing on our screens, Dallerup has made a new name for herself as a motivational speaker and life coach. In *Strictly Inspirational* Camilla speaks frankly and honestly about the relentless hard work, the subsequent burnout, and the process of finding love again with her husband and *Hollyoaks* actor Kevin Sacre. Camilla believes all of these experiences have strengthened her desire and determination, and have ultimately helped her to make her dreams a reality. Camilla hopes her words of inspiration can be used by anyone to help them achieve their dreams.

Celebrating 10 Years of Shut Up, Move On! Paul McGee's international bestselling personal development heavyweight S.U.M.O. has helped hundreds of thousands of people around the world fulfil their potential, seize opportunities, succeed at work, and respond to adverse situations with a positive attitude. Weighing in with humour, insight, practical tips, and personal anecdotes, it's a thought provoking—and possibly life-changing—read. Now newly updated to celebrate 10 years since its first publication and including up-to-date case studies and examples, as well brand new exercises to test yourself, S.U.M.O: 10th Anniversary Edition will help SUMO fans, as well as SUMO amateurs, get more out of this bestselling, self-help classic. There are six S.U.M.O. principles that are designed to help you create and enjoy a brilliant life: Change Your T-Shirt— take responsibility for your own life and don't be a victim. Develop Fruity Thinking— change your thinking and change your results. Hippo Time is OK— understand how setbacks affect you and how to recover from them. Remember the Beachball— increase your understanding and awareness of other people's world. Learn Latin— change comes through action not intention. Overcome the tendency to put things off. Ditch Doris Day— create your own future rather than leave it to chance. Forget the attitude 'que sera, sera, whatever will be, will be.'

Market\_Desc: - General Self- Help Market Special Features: Author has worked with major organizations in both public and private sectors world wide including Glaxo-Smith Kline, Shell Chemicals and the NHS. About The Book: S.U.M.O. is an attitude driven self-help book full of humorous, memorable, practical ideas and insights to help you achieve better results in life. It challenges common wisdom such as: a trouble shared is a trouble halved, a change is as good as a rest, all good things come to an end and time is a great healer. Introducing the world to Hippo Time, Fruity Thinking and a ruthless elbow for Doris Day, Paul McGee leaves you in no doubt that sometimes you just have to shut up and move on. S.U.M.O. stands for Shut Up, Move On. It's a phrase to say to ourselves (and sometimes others) when we are acting or thinking in a way that is hindering our ability to succeed. It doesn't necessarily mean 'get over it' or 'pull yourself together' (although there may be occasions when both responses are necessary). 'Shut Up' means stop what you're doing, take time out to reflect, let go of baggage and beliefs that hinder your potential. 'Move On' means tomorrow can be different from today, look for new possibilities, don't just think about it, take action. There are six S.U.M.O. principles that are designed to help you create and enjoy a brilliant life. If you are wrestling with life's challenges, these principles will help you do so more successfully. 1. Change Your T-Shirt - take responsibility for your own life and don't be a victim. 2. Develop Fruity Thinking - change your thinking and change your results. 3. Hippo Time is OK - understand how setbacks affect you and how to recover from them. 4. Remember the Beachball - increase your understanding and awareness of other people's world. 5. Learn Latin - change comes through action not intention. Overcome the tendency to put things off. 6. Ditch Doris Day - create your own future rather than leave it to chance. Forget the attitude 'que sera, sera, whatever will be, will be.' "A superb book. It combines honesty, humour and inspiration to help people move ahead in life." —Allan and Barbara Pease, authors of *Why Men Don't Listen and Women Can't Read Maps* "Powerful, simple and effective. A highly engaging and thought provoking book. Anyone who reads it is sure to look at themselves and the world differently as a result." —Octavius Black and Sebastian Bailey, *The Mind Gym* The S.U.M.O. guy is Paul McGee, an international speaker and author. He has been developing the S.U.M.O. principles over the last five years.

There are few books available which cover the full job-searching, application, interview and negotiation process. The *Definitive Job Book* is just that – it covers every single aspect of job-hunting in seven chapters. Each chapter includes 'advice from the inside' interviews with HR and recruitment specialists and 'I've been there too' interviews with people who have successfully navigated the recruitment minefield. The *Definitive Job Book* Is an essential reference for anyone - from graduates starting out, to senior executives seeking a change - to the job-hunting process. You will need only THIS book to get the job of your dreams.

Teaching is an art; with the right techniques, guidance, skills and practise teachers can masterfully face any situation the classroom could throw at them. With their fresh perspectives, sage advice and a hint of silliness, Andy, Chris and Gary show teachers how to unleash their brilliance. For any teacher who has ever had a class that are angels for colleagues but Lucifer incarnate as soon as they cross the threshold of their classroom? Or who realised too late that their best-laid lesson plans were doomed from the start? Or who had their energy and enthusiasm sapped by a mood-hoovering staffroom Grinch? Not a problem once they've mastered the art of being a brilliant teacher. With plenty of practical advice and top tips, this book will show them how.

35 ways to success, fulfillment, and happiness *How to Have a Great Life* starts with you—your strengths and amazing potential and how to develop those. It helps you understand how to tap into your ability to grow, while equipping you with insights, inspiration, and practical tools to deal with whatever life throws your way in order to achieve success and live a happy and fulfilled life. You already have many of the tools you need to succeed—you just need to know which ones to

use and how best to use them. With no-frills, funny, and emotionally intelligent advice, Paul McGee will make you think, make you laugh, and make you take action to live your greatest life possible. Tap into your ability to grow Find insight and practical tools to deal with whatever life throws your way Slow down and live a more balanced life Re-gain time and brain space Improve the quality of your relationships with others We are living faster and more frantic lives than ever before—and there's no time like the present to catch your breath and live your best life possible.

The special Tenth Anniversary Edition of the classic, bestselling guide to increasing self-confidence and boosting personal and professional success Confidence is profoundly important to virtually every aspect of our lives – it's the main ingredient for handling anything thrown at us. Whether in our school or business careers, personal relationships or the way in which we present ourselves to the world, confidence is often the deciding factor between success or failure. But how does one increase self-confidence? Sunday Times best selling Author Paul McGee has helped thousands of people answer this very question with his bestselling book Self-Confidence. Blending Paul's humour and wit with expert insights and practical advice, this beloved resource remains the essential guide to increasing self-confidence and boosting success. Paul shows you how increasing your confidence by even a small amount can lead to dramatic positive changes in your life. Celebrating its tenth year in publication, this new Anniversary Edition has been extensively updated to addresses current "hot topics" and trends for improving confidence and driving personal and professional success. Paul offers new guidance on strengthening resilience, promoting well-being, enhancing mental health and much more. Along the way, Paul shares honest and very personal stories from his own life to highlight important lessons and reinforce your confidence-building process. This must-have guide will help you: Understand how making small changes will yield enormous results Manage self-doubt and overcome anxiety Discover who or what crushed your confidence and meet them head-on Refuse to let setbacks sap your confidence by turning them into motivation to forge ahead Step away from your comfort zone and achieve what you always wanted, but lacked the confidence to pursue The special edition of Self-Confidence provides everything you need to start on the path to increased confidence, resilience and success. You will be astonished by what you can accomplish when you have the confidence to try.

Marketers, creative writers, and individuals for whom copywriting forms part of their job are often required to produce innovative and engaging copy in a short space of time. Creativity is not always to hand, and therefore on some occasions additional help is required to find the right phrase, description or slogan. Gabay's Copywriting Compendium contains a wealth of inspiring tips, ideas and descriptions to aid the writing process, such as advice on spelling and grammar, examples of rhyming words, suggested euphemisms, and odd facts. - Provides a "Top 25 Rules" section for a number of key topics, such as how to brainstorm, how to write innovative copy, and how to think creatively - Has been carefully designed to ensure the material can be accessed quickly and easily - Easy to read layout will assist copywriters in finding appropriate help at any particular moment

The new edition of the personal development classic This long-awaited second edition gives us even more of Paul McGee's unique look at boosting our confidence - with his much-loved wit and good humour. The new edition includes a brand new chapter and a host of new exercises. Paul's approach to confidence is different. According to Paul, we don't have to raise our self-confidence to the roof; just increasing our confidence by a small amount can dramatically change our lives. Paul explains exactly what confidence is, why it's so important and just how to develop it in ourselves and others. This honest, practical and realistic book covers: Confidence in business Being more confident in your love life Confidence in social situations Confidence in job interviews and presentations A brand new chapter on handling conflict confidently Experiences from real people who have followed Paul's advice and improved their lives

The best books and ideas of the business world condensed into one succinct guide.

You can be Great. No matter what your background is or what failures you've experienced, you can achieve greatness. That is the main thrust of this book. The author, Dr John Ng, is Chief Passionary Officer of Meta Consulting, and draws on years of extensive interviews with thought leaders across the region and his astute observations, personal experiences, careful analysis and synthesis of research, to present a concise guide to the power of self-leadership. Having coached and supported many individuals to become the best that they can be, John now shares his knowledge and experience with the simple aim of helping readers unlock their own potential and turn their dreams into reality. Filled with real-world examples of people who have succeeded against all odds, heroes and super stars who allowed themselves to be derailed, and leaders who are epitomes of greatness, this book is a vital resource for readers who wish to take the initial steps on the road to success. As John writes, "This book will change your life." Readers will be taught to discover their own greatness through their changed perspectives, realigned values, and personal commitment, with specific action steps along the way to guide them towards achieving their goals. The first of a three-volume series on leadership, this volume on the power of self-leadership is a 'must-read' for anyone seeking to transform themselves into successful individuals.

Can a secret be worse than a lie? Every time Kate Duggan looks in a mirror she is confronted by her guilt; a long, red scar reminding her that she was 'the one to walk away' from the car accident. Not everyone was so lucky ... On the surface her fiancé Rob is supportive – but the reality is different. He's controlling, manipulative and, if the phone call Kate overhears is anything to go by, he has a secret. But just how dangerous is that secret? When Kate begins work at a firm of private investigators, she meets Ben Parker. His strong and silent persona is intriguing but it's also a cover – because something devastating happened to Ben, something he can't get over. As Kate and Ben begin their first assignment, they become close. But, what they don't realise is how close to home the investigation will bring them, or who will be hurt in the process ...

How effective is the communication you experience every day? How often have you been bored during a presentation? Failed to win a piece of business that, deep down, you know you should have won? Had a tedious, pointless networking

conversation? Countless times, no doubt. Too much information and not enough relevance is a problem that pervades almost all business communication. You see, the way many people communicate is like filling a bucket with jelly, flinging it at their audience, and hoping some of it sticks. It's ineffective, it's irritating and, above all, it's very messy. So what's the answer? More relevance and a lot less jelly. The Jelly Effect teaches you simple, memorable and costless ways to win more attention and more business. Imagine how effective you'd be if you communicated only what was relevant 100 percent of the time. You would be better at talking to others, presenting, networking and selling. You would excel in interviews, meetings and pay-rise discussions. The benefits would be endless. The Jelly Effect shows you how to raise your game to a different level. You'll never fling another bucket of jelly again... PRAISE FOR THE JELLY EFFECT 'The most effective, original and insightful book on business communication that I have ever read.' --Dr. Ivan R. Misner, NY Times bestselling author of Truth or Delusion? and founder of Business Network International 'Andy Bounds has a totally unique and inspiring way of communicating. He also has this tremendous ability to help others achieve more when they communicate. Every single person he's worked with at npower has found his guidance to be immensely valuable, and to have made a real difference. My advice: read this book – it will help you communicate with, and relate to, people better than ever before.' --Heidi Walton, npower, People Development Manager 'They say the definition of genius is the ability to make the complex simple. If that's the case then Andy Bounds is a genius. This book is packed with insight and ideas that make the whole art of communication and connecting with people both easy to understand and apply. Yes, you'll have the occasional B.F.O. (Blinding Flash of the Obvious) moment and wonder why on earth you've never thought of some of the ideas before...truth is we need some one like Andy with his incredibly easy style of writing to wake us up to the obvious. I defy anyone who reads this book and applies the insights to their own business not to see a increase in both their profit and their profile.' --Paul McGee, International speaker and best selling author of S.U.M.O. (Shut Up, Move On)

Includes bibliographical references and index.

S.U.M.O (Shut Up, Move On)The Straight-Talking Guide to Succeeding in LifeJohn Wiley & Sons

Because buyer behaviour has changed and buyers now trust social media and personal recommendations more than salespeople, companies need to respond to this new reality to acquire customers. Principled Selling discusses the skills and behaviours needed to win customers, build relationships and retain existing ones. It offers a different, more effective approach based on the premise that if you want more sales, stop 'selling' and focus on building long-term, profitable relationships. Readers will learn to avoid cold calling and generate meetings; develop relationships built on trust to maintain customer loyalty; sell services in ways clients appreciate; sustain long-term sales growth and incorporate social media into an effective business development strategy. With a foreword from legendary sales expert and bestselling author Richard Denny, Principled Selling helps anyone involved in selling to align his or her techniques with customer expectations to get people to buy over and over again.

When it comes to relationships, reality rules. We'd all like to think of ourselves as everyone's best friend, but what's the truth? Are you a hero or a zero to other people? Do you see yourself as others really see you? Do you need to make a fresh deposit into your relationship account before you go overdrawn? S.U.M.O. Your Relationships will help you manage, maintain, grow and move on, in your key relationships with others and yourself. At some point in your life you are going to have to deal with difficult relationships, whether it's with a colleague, parent, friend or partner. Isn't it time you did a stock take of your relationships and started making the best of them? S.U.M.O. Your Relationships has pit stops, pearls of wisdom and all the humour and inspiration you need to make the key changes in your life. You will discover the seven S.U.M.O. realities followed by seven insights to help light the way to a brighter future. PRAISE FOR S.U.M.O. YOUR RELATIONSHIPS "This book is full of wisdom, common sense and practical ideas on improving relationships. An essential read." —ALLAN PEASE, Co-author of THE DEFINITIVE BOOK OF BODY LANGUAGE and WHY MEN DON'T LISTEN AND WOMEN CAN'T READ MAPS

"Young people now more than ever need the tools and resources to support their mental wellbeing and help fulfil their potential. This book will be invaluable in helping them achieve this." —DAME KELLY HOLMES "This is truly a brilliant book! Having worked with young people for over 25 years in both sport and education, this is quite simply a MUST read!" —DREW POVEY from Channel 4's Educating Greater Manchester "Paul's wonderful book, crammed with insight, action, humour and hope will help you create a better future, not only for yourself but for all of us." —RICHARD GERVER, Speaker, author and education expert "A hugely helpful book for both young people and adults alike. I loved it." —DR KATE MIDDLETON, Psychologist and director of the Mind & Soul Foundation Discover how to make the most of being You! YESSS! The SUMO Secrets to Being a Positive, Confident Teenager uncovers the secrets of overcoming the challenges and also embracing the opportunities of one of life's most difficult stages: the teenage years. YESSS! is full of vibrant, exciting advice that will motivate and equip readers to overcome the insecurities and confusion that can often characterize our teenage years. Sunday Times bestselling author and speaker, Paul McGee aka The SUMO Guy, shows teenagers (and the people who both care for and support them) how to harness practical strategies to: Take responsibility for their lives Own and understand their feelings Build a more positive mindset Develop a healthy image of themselves Realize that it's OK to not always feel OK Recover from setbacks and develop perseverance Aspire, set goals, and dare to dream Perfect for every teenager and all those involved in supporting them, YESSS! shows young people what it's like to live with confidence, resilience, hope, and happiness.

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