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When it comes to how to succeed as an entrepreneur, we are besotted with advice. According to bestselling author Alan Weiss, success is a combination of opportunism, very disciplined work, luck, timing, and ignoring most advice. In other words, it means striking out on your own, original path to success. In Million Dollar Maverick, he explains that entrepreneurs don't take advice, they create value and then monetize it. They do what they love and are great at and find a way to sell it to people. They do not—contrary to “conventional wisdom”—chase money. They attract money. And most of all they think differently, act decisively—and, if talent and timing are with them, succeed quickly. Drawing on over thirty years of experience as a consultant, speaker, and global expert, Weiss shares his story and “Million Dollar Tips,” not found in any of his other books, to help entrepreneurs gain influence, build confidence, and develop the critical thinking skills they need to discover the inside track to rapid success.

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Hidden among the chaos and hype, there are secrets to success on the web. Globally renowned internet expert Chad Barr and business strategist and bestselling author Alan Weiss, reveal them - and show you how to use them to amplify your web presence and profits. Using the unmatched reach of the web, entrepreneurs are empowered to take a more tactical, brand-driven approach to attracting new clients and reinforcing the relationships with their current clientele—quickly raising the bar to produce better results for their brand and their business. Starting with their website, Weiss and Barr reveal five critical areas that can be immediately enhanced to emphasize credibility and instantly build trust among visitors. Entrepreneurs also discover how to outfit their site with new tools, products and offerings that pull visitors in, keep them captivated, and compel them to keep coming back. Weiss and Barr then coach thought leaders in capitalizing on today’s social web, delivering a strategic plan to uncovering opportunity in online communities, social networks, and other popular platforms—allowing them to showcase their greatest business draw: their expertise. Entrepreneurs also learn which components are critical to their success as a thought leader, gaining valuable insight into trending technologies like mobile devices to help them in determining which avenues are of the greatest gain. Offering support such as assessments, real-life examples, screen shots, and access to free downloads, tutorials, and more, Weiss and Barr deliver a comprehensive plan to help entrepreneurs enhance their online efforts and strategically elevate their brand, and ultimately, their business.

The Long-Awaited Update for Building a Thriving Consultancy Completely updated for today’s busier-than-ever consultants, this classic guide covers the ins and outs for competing and winning in this ultracompetitive field. You’ll find step-by-step advice on how to raise capital, attract clients, create a marketing plan, and grow your business into a \$1 million-per-year firm, plus brand-new material on: Blogging and social networking Global consulting Delegating labor Profiting in a troubled market Retainer business Internet marketing Praise for the previous editions of Million Dollar Consulting: “If you’re interested in becoming a rich consultant, this book is a must read.” Robert F. Mager, founder and president, Mager Associates, and member of the Training & Development Hall of Fame “Blast out of the per diem trap and into value billing.” Jim Kennedy, founder, publisher, and editor, Consultants News “The advice on developing price structure alone is worth a hundred times the price of the book.” William C. Byham, Ph.D., author of Zapp! “Must reading for those who are beginning a practice or seeking to upgrade an existing practice.” Victor H. Vroom, John G. Searle Professor, School of Management, Yale University

The two party system tries to suppress and silence us independents and mavericks. The two party system tries to discredit and demean us independents and mavericks. But we independents and mavericks can succeed as we have succeeded before; we just need encouragement and empowerment. When you feel ready for independent and maverick related encouragement and empowerment, kindly choose this book. 54 pages. Cover illustration by Kenya Pineda.

A definitive portrait of the scientific visionary who has influenced fields ranging from quantum physics and national defense to space and religion describes his relationships with leading world thinkers and documents his contributions to nuclear rocket technology, the Nuclear Test Ban Treaty and other world-changing endeavors. 40,000 first printing.

Ageism is too often an accepted form of bias, even though the facts support the value of aging. Airline pilots forced to retire at the arbitrary age of 65 are usually at the top of their game. Forced retirement in most organizations remove highly skilled performers as well as role models and trainers for newer generations. Instead of revelling in who we are, we begin to try to look younger as soon as possible, with 16-year-old women receiving nose and breast surgery as birthday presents. People have become inured to “losing” abilities as they age instead of appreciating new abilities that only age can bestow. Everyone extols the need for gender equality, lest we lose the talents of half of our population. Yet, people over 65 are currently 15 percent of the US population (46.2 million) and is projected to rise to 34 percent. Due to the IRA legislation of the Reagan era — and the lack of need to purchase homes, college educations, cars, or health care—the discretionary assets are also substantial. It's time these people took control of their lives and influence on everything from business to politics.

Being a super-successful manager requires the finesse of a politician, the relationship skills of a psychologist, and the public speaking gifts of an actor, and all before lunch every working day. Managing people, like managing companies, means motivating, evaluating, communicating, resolving, presenting, and leading. The Unofficial Guide to Power Managing contains all the secrets and inside scoop that managers need to rev up their employees and their businesses. Here's where managers aiming for the top find no-nonsense tips on * Helping others to motivate themselves -- and what to do when empowerment fails * Why the best salesperson shouldn't be the sales manager * Negotiating successfully without resorting to weapons * Leadership style -- there's no perfect one, except for despots * Winning strategies -- and why most fail, even though the tactics succeed

Revamp your life to grow, evolve, and become who you want to be Lifstorming is the indispensably practical handbook for becoming the person you want to be. Redesign your life, friends, behaviors, and beliefs to move closer to your goals every single day, guided by expert insight and deep introspection. Written by a veteran author team behind almost 100 books on human behavior, this guide helps you learn why you do things the way you do them, and how to do them better. The Lifstorming Test allows you to assess your current state in concrete terms, and assess your ability to change and adapt — from there, it's about identifying people, actions, habits, and beliefs that either support your personal and professional growth or hold you back. You'll learn the six building blocks of character, challenge your belief system, develop a leadership mindset, and overcome the fear and guilt of success. You'll map out an action plan, and learn how to continually move forward at work, at home, and in everyday life. We often don't realize how much of our natural default is established by others. Whose goals are you working toward? Are you measuring your progress with the correct yardstick? This book shows you how to take a step back and compare your life today with the future you want — and build a plan for changing track toward constant evolution and growth. Assess your current state and your capacity for change Develop the right goals and the right metrics to create the future you want Learn how character evolves, and why it's essential to growth Change your habits and behaviors to consistently grow and evolve We all carry around old baggage, obsolete “friendships”, and counterproductive beliefs — and every day, they pull us a little further away from what we really want. Lifstorming is your real-world guide to shedding the stagnation, and allowing yourself to grow into the person you want to become.

The Unbeatable, Updated, Comprehensive Guidebook For First-Time Consultants Getting Started In Consulting More people than ever are making the jump from corporate offices to home offices, taking control of their futures, being their own bosses, and starting their own consultancies. Consulting is a bigger business than ever and growing every day. For almost a decade, Alan Weiss's Getting Started in Consulting has been an indispensable resource for anyone who wants to strike out on his own and start a new consulting business. It provides a rich source of expert advice and practical guidance, and it shows you how you can combine low overhead and a high degree of organization to add up to a six- or even seven-figure income. You'll learn everything you need to know about financing your business, marketing your services, writing winning proposals, meeting legal requirements, setting fees, keeping the books, and much more. This new Third Edition of Getting Started in Consulting is more comprehensive, up to date, and practical than ever. In addition to the nuts-and-bolts basics, you'll also get a wealth of new information and resources: How to leverage new technologies to lower your business costs and increase your profits A budget sampler that shows you how best to maximize an initial start-up investment of \$5,000, \$10,000, or \$20,000 Free downloadable tools and forms to help you design and start your business quickly and easily New interviews with consultants who achieved rapid success, including their personal stories and most effective techniques Brand-new references, examples, and appendices If your dream in life is to get out of the office and out on your own, consulting is a great way to make it happen. Make sure you do it right—and do it profitably—with Getting Started in Consulting, Third Edition.

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