

Million Dollar Launch How To Kick Start A Successful Consulting Practice In 90 Days

The new edition of bestselling real-world guide to consultancy success, from the “Rock Star of Consulting” Alan Weiss The second edition of The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice remains the most comprehensive and practical guide to the consulting profession, from launch to high growth, from marketing to implementation. Legendary consultant, speaker, and bestselling author Alan Weiss shows you how to create an independent or boutique consulting practice and take it to seven-figure success. Step-by-step, this invaluable resource guides you through attracting clients, maximizing your value, and achieving your career goals. In the decade since the first publication of The Consulting Bible, an array of significant developments has dramatically impacted the consulting profession: shifts in social consciousness, the Covid-19 pandemic, tele-consulting and virtual meetings, the globalization of the economy, the growth of social media, and many more. This exhaustively revised new edition provides specific approaches and techniques for mastering the new consulting environment and turning volatility and disruption into unlimited opportunities. Designed to help you become the authority and expert that organizations turn to again and again, this book is your one-stop resource for: Building a strong global brand that draws people to you Marketing remotely to reduce costs and allow for higher fees Mastering the latest implementation techniques Forging strong relationships with the buyers of a new generation Selecting the consulting methodology that best fits your requirements Writing proposals and creating testimonials and references Using advanced technology to sell and deliver your services Written for newcomers and veterans alike, The Consulting Bible: Everything You Need to Know to Create and Expand a Seven-Figure Consulting Practice, Second Edition, is essential reading for every solo consultant, entrepreneur, and principal of a small consulting firm.

Perfect for fans of Lizzy Legend and the Baseball Genius series, this quick-paced, heartfelt, and zany novel follows a speedy kid from an unconventional family who will do whatever it takes to win an international track contest. Grant Falloon isn't just good at track; he's close to breaking the world record 100-meter time for his age group. So when the mega-rich Babblemoney sneaker company announces an international competition to find the fastest kid in the world, he's desperate to sign up. But not so fast. Nothing's ever that easy with the eccentric Falloon family. Turns out, his non-conformist parents never got him a legal birth certificate. He can't race for the United States, so now if he wants to compete, he may just have to invent his own country. And even if that crazy plan works, winning gold will mean knocking his best friend—and biggest competitor—Jay, out of the competition. As unexpected hurdles arise, Grant will have to ask not only if winning is possible, but what he's willing to sacrifice for it.

The system that I'm going to layout in this handbook is something that we have personally used to generate over \$40 million in online product sales. It is the very same system that Apple used to build buzz about the iPhone 6s (leading to people camping outside their flagship stores waiting for it to go on sale). It is the same system that Walt Disney Studios used to generate over \$500Million in box office income for the opening weekend of the movie Star Wars: The Force Awakens. And it is the same system that YOU can implement to make a large amount of money in a short period of time no matter what type of business you have and no matter what type of product or service you're selling. HOW DO I MAKE IT BIG ON SOCIAL MEDIA? WHAT IS MY STORY—AND WHO IS MY AUDIENCE? WHAT CONTENT SHOULD I POST TO ACHIEVE #SUCCESS? HOW DO I GO VIRAL...OR HOW LONG WILL IT TAKE ME TO GET NOTICED? Selfie Made is a one-of-a-kind guide to creating a digital identity, finding an audience, and building a powerful brand—your own!—on the Internet. Whether you want to be in front of or behind the camera, produce click-worthy content or start your own business, this book is the place to begin. Written by Meridith Valiando Rojas, the hugely successful (and super friendly IRL) founder of DigiTour who has worked with every major star from YouTube to Musical.ly, this collection of personal anecdotes and professional advice, tricks of the trade and behind-the-screen secrets, will give you everything you need for your social media toolkit. Here, you'll get to know the true stories behind some of today's most successful multimedia stars and influencers, including: Max And Harvey - Blake Gray - Danielle Cohn Bryce Xavier - Lauren Godwin - Nathan Triska Trevor Moran - Messy Monday - Simon Britton ...and others who learned the ropes, beat the odds, and took social media by storm. And so can you!

Consultants work in all fields. They operate from offices and from home, work for investment firms and as personal trainers, or have expertise as accountants and wedding planners. The independence, flexibility, and potential income it brings make for an exciting and satisfying career. And it's an increasingly popular one for highly skilled, motivated professionals who've been laid off in this unstable economy. This guide features tips and tricks to help beat the competition, including how to: Set—and keep—personal and financial goals Organize important paperwork Price and market specific services Create advertising and publicity plans Grow a business, from finding a partner to managing employees Minimize and eliminate business risks Consultants are paid well for their advice—if they know how to operate a successful business. With advice from experts in a variety of areas, this valuable guide helps you create the business of your dreams!

Bootstrapped to Millions is the story of how one entrepreneur built a software business to millions of dollars in annual profit without any investors or employees. Many think that a start-up needs to raise millions of dollars from investors to create a big and successful business. Or that a business owner needs to hire employees as fast as they can. That's just simply not true. In Bootstrapped to Millions, you'll explore numerous ways to build a business that continues to grow year after year without needing to hire employees or pour your hard-earned profit back into the business. Starting a business today has never been easier, but it takes focus, determination, and a clear vision to create a successful business. This book won't do the work for you, but you can learn how to set your business up for long-term success and maximize your earnings.

Now a major film starring Jon Hamm, this is the wonderful story of two young Indians who became pro baseball pitchers. JB Bernstein seemed to have it all. One of the top sports agents in the US, he worked hard and enjoyed the bachelor lifestyle to the full. But he hankered for more, and when he set himself a challenge - to unearth someone in India capable of becoming a pro baseball pitcher - most people thought he was mad and doomed to face a costly and public failure. The reality show Million Dollar Arm brought thousands of contestants hoping for a shot at glory, but eventually they unearthed two candidates: Rinku and Dinesh. Bernstein brought them back to the US, put them up in his home and helped them to get used to a very different world, while they also worked hard to learn the game that was second nature to most American sportsmen. Finally, they got their chance and - against all the odds - they were both awarded pro contracts. This heartwarming story has now been made into a film starring Jon Hamm (Mad Men) and Suraj Sharma (The Life of Pi). A true-life version of Slumdog Millionaire meets Jerry Maguire, Million Dollar Arm shows what can happen when you dream big.

Million Dollar Launch: How to Kick-start a Successful Consulting Practice in 90 Days McGraw-Hill Education

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

At turns surprising, funny, and gut-wrenching, this is the hopeful story of the ordinary yet extraordinary people who have figured out how to build lasting peace in their communities. The word "peacebuilding" evokes a story we've all heard over and over: violence breaks out, foreign nations are scandalized, peacekeepers and million-dollar donors come rushing in, warring parties sign a peace agreement and, sadly, within months the situation is back to where it started--sometimes worse. But what strategies have worked to build lasting peace in conflict zones, particularly for ordinary citizens on the ground? And why should other ordinary citizens, thousands of miles away, care? In *The Frontlines of Peace*, Severine Autesserre, award-winning researcher and peacebuilder, examines the well-intentioned but inherently flawed peace industry. With examples drawn from across the globe, she reveals that peace can grow in the most unlikely circumstances. Contrary to what most politicians preach, building peace doesn't require billions in aid or massive international interventions. Real, lasting peace requires giving power to local citizens. *The Frontlines of Peace* tells the stories of the ordinary yet extraordinary individuals and organizations that are confronting violence in their communities effectively. One thing is clear: successful examples of peacebuilding around the world, in countries at war or at peace, have involved innovative grassroots initiatives led by local people, at times supported by foreigners, often employing methods shunned by the international elite. By narrating success stories of this kind, Autesserre shows the radical changes we must take in our approach if we hope to build lasting peace around us--whether we live in Congo, the United States, or elsewhere.

Only 4 percent of businesses generate \$1 million or more in revenue a year. *Million Dollar Journey* is for the 96 percent of business owners who are struggling to start or grow their businesses. *Million Dollar Journey* will show you how one entrepreneur made it happen and will provide you with actionable tactics for starting and scaling your business. ? [Leverage] past experiences and launch your perfect business. ? [Activate] your network to find new customers. ? [Transition] to the most stable and most sought after business models. ? [Create] a self-perpetuating financial model and gain financial freedom. ? [Strategies] to build a team that will propel your company forward. Erik J. Olson runs Array Digital, a digital marketing agency in Virginia. After struggling for eight years, his company finally broke the million dollar mark. In *Million Dollar Journey*, Erik shares entrepreneurial and marketing tips picked up while becoming a dominant player in the ever-changing digital marketing industry. Now on his way to achieving a much larger goal, he reflects on his most perilous journey--the first million dollars. Through his experiences and lessons learned, he shows you how to start and grow your own million dollar business in a fraction of the time it took him.

"[Weiss is] one of the most highly respected independent consultants in the country." —New York Post If you're an aspiring entrepreneur, you've come to the right place. In *Million Dollar Launch*, bestselling author and superstar consultant Alan Weiss shows you how to get your business up and running—fast! Step by step, Weiss reveals how to create a revenue-producing practice quickly and successfully—while funds last and while support systems remain passionate. This is an indispensable guide to those critical first 90 days. Alan Weiss is the bestselling author of *Million Dollar Consulting*. He belongs to the Professional Speaker Hall of Fame and is the recipient of the National Speakers Association Council of Peers Award for Excellence, representing the top 1 percent of professional speakers in the world. Want to turn your passion and talent for writing into a legitimate, upper-middle-class livelihood? Meet Rich Gallagher - a self-proclaimed average guy who supported his household for many years as a writer and book author, accumulating over \$1M of sales in each. And someone who knows exactly how to turn YOU into a million dollar writer too. *The Million Dollar Writer* will teach you how to break the code of getting stable, long-term writing assignments and publishing contracts. And it includes several free bonuses including 25 of the hottest freelance writing markets, detailed worksheets, a 60-day action plan for success, and much more. The high end of the writing market is perfect for career changers, moonlighters, stay-at-home parents, or anyone who wants to turn their writing talents into a lucrative home-based career. And it always has room for more talented people. If you write well - and love to write - learn step-by-step how to unlock the secrets to real success in this field.

Bestselling author of *Million Dollar Consulting* shares the secrets of writing winning proposals. Intended for consultants, speakers, and other professional services providers, *Million Dollar Consulting@Proposals* ends forever the time-consuming and often frustrating process of writing a consulting proposal. It begins with the basics—defining these proposals and why they are necessary—and coaches you through the entire proposal process. In this book, you'll learn how to establish outcome-based business objectives and maximize your success and commensurate fees. From bestselling author Alan Weiss, *Million Dollar Consulting@Proposals* delivers step-by-step guidance on the essential element in creating a million dollar consultancy. Outlines the nine key components to a Million Dollar Consulting proposal structure. Presents a dozen Golden Rules for presenting proposals. Offers online samples, forms, and templates to maximize the effectiveness of these tools. The New York Post calls bestselling author Alan Weiss "one of the most highly regarded independent consultants in America." Alan Weiss's expert guidance can lead your consulting business to unprecedented success, and it all starts with a million dollar proposal.

Better than money, power, or connections—Unhackable is the new secret weapon of super achievers—the ones who live their dreams.

HOW TO DOMINATE, MAKE MILLIONS, AND GET ANYTHING YOU WANT Big Money Energy is the feeling you get when you encounter someone who is massively succeeding at life. They're the ultimate picture of self-confidence. There's no bravado, no bragging -- they know they have BME and so does everyone else. You get Big Money Energy by being 100% committed to making your vision a reality . . . and that vision has to be BIG. Ten years ago, Ryan Serhant,

billion dollar broker and costar of Million Dollar Listing New York was living paycheck-to-paycheck and didn't even own a suit. Serhant realized that while he couldn't change his circumstances or the balance of his bank account, there was one thing he could change -- his energy. The energy you give off impacts every area of your life, from how much money you earn and how much power you have, to who you socialize with and the jobs you get. Determined to leave his low-rent lifestyle behind forever, Serhant took life-changing steps that resulted in his getting cast on television, graduating to seven-figure sales, and doubling his income every year for the next decade. Serhant is now the CEO and Founder of SERHANT., a multi-dimensional real estate brokerage and media company, and averages a billion dollars in sales every year. In Big Money Energy, Serhant will show readers how he tapped into his Big Money Energy to crush his goals and achieve huge success, earning his first million before he turned thirty. Whether you're a self-made entrepreneur, a corporate executive or barista, Serhant will teach you how to climb the ladder to success better and faster than anyone else. If you want Big Money Energy, this is your blueprint. This book is an inspirational, lively guide for anyone who is ambitious enough to dream big and is committed to doing whatever it takes to conquer them.

The LAST THING YOU NEED is another book on business, and you probably have no desire to become a Python programmer, either. I don't blame you. The best business books out there combine a couple of pages of good ideas with hundreds of pages of filler, while the worst are written by complete morons trying to sell their "systems" for success. Who has time for that? As for Python, up until five years ago, it never crossed my radar, and even when I began exploring it, I had no intention of being a serious developer. (In fact, I'm still not a serious Python developer, and if you are hoping to become one, this is probably NOT the book for you.) AN AMAZING THING happened to me in the past five years while working for various Swiss banks. Starting with just the basics, I found that when tackling certain problems, I could be significantly more effective with Python than with the standard office tools available. So much more effective, in fact, that trying to tackle those problems without Python felt like making fire by rubbing sticks together. Some tasks would have been impossible without it, other tasks, though possible, would have been tedious, time-consuming and error-prone. No one enjoys those kinds of tasks; Python helped me tackle them with élan. THIS BOOK TELLS MY STORY. Without revealing client names or industry secrets, I paint a window into a world of the blind, where a one-eyed man can thrive. I also cover the basics of Python that anyone who is comfortable with Excel formulas will be able to grasp, and I do it by example - examples that you can easily adapt to your own work as needed. LIKE YOU, I AM A BUSINESS PROFESSIONAL trying to make my way in this crazy world, be a good father to my two sons, and a good husband to my wife. I have a degree in engineering, another in business administration, a CFA charter, and various certificates in topics from Agile methodology to risk management. Against this broad background, Python has become one of my favorite tools, right alongside Word, Excel and PowerPoint. Give it a chance, and it might become one of yours, too! WHY YOU NEED THIS BOOK from the book's Introduction: Five years ago, I came to business consulting after spending a decade working for smaller financial companies. I had a real stroke of luck when a colleague turned me on to one of the most powerful software tools ever created: Python. Since then, my practical experience with this language and its vast libraries has given me one reason after another to be amazed, even astonished. Perhaps the most astonishing thing is how little Python is known in the business community. Time and again, I have seen executives, employees, and fellow consultants struggling with relatively simple problems which they are trying to solve with complex, error-prone database queries, inscrutable Excel sheets, and gobs of proverbial elbow grease. It is as if I am watching people try to make fire by rubbing sticks together, while I am carrying a military-grade flamethrower in my pocket. Amazingly, this flamethrower is also widely available for my colleagues to use, but instead they choose to keep on rubbing their sticks because they just don't know any better. I wouldn't have picked up the Python flamethrower either, had it not been for the friendly push I received. But looking back, I see that this tool has transformed my work in ways I never could have predicted, as documented in the many true-life stories within this partially autobiographical book. More than that, I provide you, the reader, with all the detail needed to do the same, in the form of explanations and - importantly - examples that you can apply to your own challenges.

Welcome to my insane world where I believe in infinite possibilities and a world beyond our five human senses - a metaphysical world. A world where we can make the impossible, possible! For years I struggled with money and I believed such things as: -Money was hard to come by -You have to work hard for money -Money doesn't grow on trees -And if you asked for money you were met with responses like, "who do you think I am, Rockefeller?" I lived in a world where the poor stayed poor and the rich got richer.... Right up until the point where the Universe sent me a giant pattern interrupt, so loud, so in my face, that I could not ignore the calling of my soul any longer. I began to live a very different life. A life lead by my intuition and my willingness to shift the beliefs and thoughts that no longer served me and kept me stuck. As I dismantled the constructs of my conditioning, I rose like a Phoenix from the ashes of my old life and into a life of my own design, a life of infinite possibilities. This is my invite to YOU to join me in a life less ordinary and answer this question for yourself? "Can mindset and intuition along with a million dollar plan, make you a millionaire in just one year?" This book contains step by step instructions for creating your very own Million Dollar Experience - Are you ready to live a life of the extraordinary?

While ninety percent of the world's millionaires are men, only ten percent are women, making it difficult for women to wield the economic power that will create lasting equality. Rachel Rodgers, founder of Hello Seven, a company that coaches women in scaling their businesses and their lives to seven figures, says it's time for a change. Women deserve the economic power and equality that comes with wealth, and we all have it in us to be millionaires. We Should All Be Millionaires details a realistic, achievable, step-by-step path to become a millionaire within the next three years. Whatever is currently stopping you from having seven figures in the bank—whether it is doubt, feeling overwhelmed, imposter syndrome, trying too many things, or simply not knowing where to begin—this book shows you how to clear every obstacle in your way. We Should All Be Millionaires will forever change the way you think about money and your ability to earn it. In this book, Rachel Rodgers—mother of four, attorney, business owner, and self-made Black millionaire— shares the lessons she's learned both in her own journey to wealth and in coaching hundreds of women through their own journeys to seven figures. Inside, you'll learn: Why earning more money is not "selfish" or "greedy" but in fact, a revolutionary act that brings the economy into balance and creates a better world for all. Why most of the financial advice you've heard in the past (like "skip your daily latte to save money") is absolute nonsense. An eye-opening history lesson on how women and people of color have been shut out of the ability to build wealth for centuries—and how we can fix this. How to stop making broke-ass decisions that leave you feeling emotionally and financially depleted, and start making million dollar decisions instead. Why aiming to earn \$100K per year is not enough, and why you need to be setting your goals much higher. The crucial ingredients you need if you are serious about becoming a millionaire: including your million-dollar vision, million-dollar squad, and more. Strategies to bring more money in the door and fatten your bank account immediately. (Including Rodgers' \$10K in 10 Days Challenge which hundreds of women have completed—with incredible results.) It's time to construct an entirely new attitude about money, claim your power, and build the financial security that you need and deserve.

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 ULTIMATE GUIDE TO BUILDING AN APP-BASED BUSINESS - NOW REVISED AND UPDATED FOR 2017 'A must read for anyone who wants to start a mobile app business' Riccardo Zacconi, founder and CEO King Digital (maker of Candy Crush Saga) 'A fascinating deep dive into the world of billion-dollar apps. Essential reading for anyone trying to build the next must-have app' Michael Acton Smith, Founder and CEO, Mind Candy Apps have changed the way we communicate, shop, play, interact and travel and their phenomenal popularity has presented possibly the biggest business opportunity in history. In How to Build a Billion Dollar App, serial tech entrepreneur George Berkowski gives you exclusive access to the secrets behind the success of the select group of apps that have achieved billion-dollar success. Berkowski draws exclusively on the inside stories of the billion-dollar app club members, including Instagram, Whatsapp, Snapchat, Candy Crush and Uber to provide all the information you need to create your own spectacularly successful mobile business. He guides you through each step, from an idea scribbled on the back of an envelope, through to finding a cofounder, building a team, attracting (and keeping) millions of users, all the way through to juggling the pressures of being CEO of a billion-dollar company (and still staying ahead of the competition). If you've ever dreamed of quitting your nine to five job to launch your own company, you're a gifted developer, seasoned entrepreneur or just intrigued by mobile technology, How to Build a Billion Dollar App will show you what it really takes to create your own billion-dollar, mobile business.

An upcoming book to be published by Penguin Random House.

Looking to bring your product idea to market? Product Entrepreneur will teach you everything you need to know to get that idea out of your head and into the hands of paying customers. Successful product entrepreneur Chris Clearman compiles years of hard-won knowledge and experience in this practical guide to launch and grow your product business. This book covers the entire process from vetting your ideas to perfecting your pitch to retail buyers, and everything in between. Topics covered include: -Vetting ideas and picking out the winners through market research -Designing your product and brand to sell -Registering and operating a product-based business -Financing your product business -Prototyping, product development, sourcing, and manufacturing; how to make it happen -The logistics of moving product around the world -Building your ecommerce website -Marketing and digital advertising to drive sales -Getting your product on store shelves -Specific resources, recommendations, and services to build and grow your business -And so much more! If you're just looking for an entertaining read, this book probably isn't for you. Packed with useful information and nitty-gritty details you can't find elsewhere, this book is solely focused on helping the aspiring product entrepreneur make their dream a reality. Product Entrepreneur offers a step-by-step guide to take your product idea from a simple napkin sketch through your first \$1 million in sales. The recipe is here - just add work ethic.

From the creator of Product Launch Formula: A new edition of the #1 New York Times best-selling guide that's redefined online marketing and helped countless entrepreneurs make millions. The revised and updated edition of the #1 New York Times bestseller Launch will build your business - fast. Whether you've already got an online business or you're itching to start one, this is a recipe for getting more traction and a fast start. Think about it: What if you could launch like Apple or the big Hollywood studios? What if your prospects eagerly counted down the days until they could buy your product? And you could do it no matter how humble your business or budget? Since 1996, Jeff Walker has been creating hugely successful online launches. After bootstrapping his first Internet business from his basement, he quickly developed a process for launching new products and businesses with unprecedented success. And once he started teaching his formula to other entrepreneurs, the results were simply breathtaking. Tiny, home-based businesses started doing launches that brought in tens of thousands, hundreds of thousands, and even millions of dollars. Whether you have an existing business or you're starting from scratch, this is how you start fast. This formula is how you engineer massive success. Now the question is this: Do you want to start slow, and fade away from there? Or are you ready for a launch that will change the future of your business and your life?

In a world where everyone wants to blog and blog posts are ubiquitous, how do you stand out? How do you blog your way from nobody to somebody? How do you make money blogging, how do you start your own blogging business, and how do you, as a business owner, use content to build your brand and drive your success? What do the world's most successful bloggers know that you don't know (yet)? No matter who are you - a mum at home, a budding fashion blogger, a lifestyle blogger, a food blogger, a big business owner or a small business owner - The Million Dollar Blog is about blogging the smart way. It is the ultimate guide to: *Starting a successful blog *Blog writing *How to monetise your blog *How to develop a personal brand that grows your blog *How to blog for business *How to write *How take your existing blog to the next level Learn to blog, learn to monetise your blog, discover how to build a successful blog for your business and hear the insider view from those in the blogosphere who are already making big incomes blogging. Plus, discover revenue streams beyond advertising and see how the income of million dollar bloggers is structured for maximum profit. Through a combination of practical advice and interviews with some of the world's most famous and successful bloggers, vloggers and content strategists, including Seth Godin, Lily Pebbles, Grant Cardone and Madeleine Shaw and dozens more, entrepreneur and digital strategist Natasha Courtenay Smith shows you how to build a blog that will increase your profile, create new opportunities, earn money and change your life. No wonder The Million Dollar Blog has been described by leading and award winning mummy blogger Vicky Psarias from Honest Mum as 'Brilliantly written, engaging and inspiring'. This is the road map to a seven-figure business . . . in one year or less The word "entrepreneur" is today's favorite buzzword, and any aspiring business owner has likely encountered an overwhelming number of so-called "easy paths to success." The truth is that building a real, profitable, sustainable business requires thousands of hours of commitment, grit, and hard work. It's no wonder why more than half of new businesses close within six years of opening, and fewer than 5 percent will ever earn more than \$1 million annually. 12 Months to \$1 Million condenses the startup phase into one fast-paced year that has helped hundreds of new entrepreneurs hit the million-dollar level by using an exclusive and foolproof formula. By cutting out the noise and providing a clear and proven plan, this roadmap helps even brand-new entrepreneurs make decisions quickly, get their product up for sale, and launch it to a crowd that is ready and waiting to buy. This one-year plan will guide you through the three stages to your first \$1 million: • The Grind (Months 0-4): This step-by-step plan will help you identify a winning product idea, target customers that are guaranteed to buy, secure funding, and take your first sale within your first four months. • The Growth (Months 5 - 8): Once you're in business, you will discover how to use cheap and effective advertising strategies to get your product to at least 25 sales per day, so you can prove you have a profitable business. • The Gold (Months 9-12): It's time to establish series of products available for sale, until you are averaging at least 100 sales per day, getting you closer to the million-dollar mark every single day. Through his training sessions at Capitalism.com, Ryan Daniel Moran has helped new and experienced entrepreneurs launch scalable and sustainable online businesses. He's seen more than 100 entrepreneurs cross the seven-figure barrier, many of whom go on to sell their businesses. If your goal is to be a full-time entrepreneur, get ready for one chaotic, stressful, and rewarding year. If you have the guts to complete it, you will be the proud owner of a million-dollar business and be in a position to call your own shots for life.

Instant Wall Street Journal bestseller! From the first female real estate broker on Million Dollar Listing LA, a no-nonsense guide to analyzing big egos, deflecting power plays, and taking control of any room. Behind Tracy Tutor's on-screen persona is an uncanny knack for projecting confidence in the most intimidating of circumstances. The breezy, tough-talking, utterly inimitable businesswoman has rivaled her male co-

stars to land increasingly high-profile deals in the world of LA real estate. Now, Tracy is leveraging her years of experience to write the go-to manual for any woman struggling to convince people she's in charge. If you get thrown off course by narcissistic personalities or freaked out by high-stakes situations, don't assume you're weak. When fear is running the show, you get wrapped up in your head and start missing important cues. Yes, the people you're dealing with seem scary, but they're more predictable than you think. Once you understand them, it's easy to push the right levers of influence to get what you want. Through candid, hilarious stories of her rise through a world of misogyny and cutthroat business dealings (text message screen shots from creeps included!), Tracy offers a crash course in the psychology of power dynamics and social signaling. You'll learn:

- What five things you should always find out about someone before you meet them
- How to choose the perfect outfit for an important meeting, even when dressing on a budget
- When and how to use humor strategically to lighten the mood and command authority

This book is a must-read for any ambitious woman who wants to win her next business confrontation before she even walks into the room.

By harnessing new, easy-to-use technologies that help them find customers around the world, everyday people are starting meaningful businesses that offer a high-paying alternative to a corporate career. In this updated edition, will learn tactics from real people who are earning \$1 million a year on their own terms.

Start Small, Stay Small is a step-by-step guide to launching a self-funded startup. If you're a desktop, mobile or web developer, this book is your blueprint to getting your startup off the ground with no outside investment. This book intentionally avoids topics restricted to venture-backed startups such as: honing your investment pitch, securing funding, and figuring out how to use the piles of cash investors keep placing in your lap. This book assumes:

- * You don't have \$6M of investor funds sitting in your bank account
- * You're not going to relocate to the handful of startup hubs in the world
- * You're not going to work 70 hour weeks for low pay with the hope of someday making millions from stock options

There's nothing wrong with pursuing venture funding and attempting to grow fast like Amazon, Google, Twitter, and Facebook. It just so happened that most people are not in a place to do this. Start Small, Stay Small also focuses on the single most important element of a startup that most developers avoid: marketing. There are many great resources for learning how to write code, organize source control, or connect to a database. This book does not cover the technical aspects developers already know or can learn elsewhere. It focuses on finding your idea, testing it before you build, and getting it into the hands of your customers.

Juliana Richards arrived in the United States from Nigeria with little more than 100 dollars in her pocket. Ten years later she was the founder and CEO of Slim Girl Shapewear, a fast-growing global brand and multimillion-dollar company. Her body shaping and contouring clothing line has opened up a whole new category of clothing for women around the world and become go-to wardrobe necessities for high profile celebrities such as Khloe Kardashian, Nicole "Snooki" Polizzi, Carmen Electra, and others. In Building a Million Dollar Side Hustle, Richards shares her compelling and inspiring journey of immigrating to the United States and starting a company using her college loans, expanding it into a global brand leader in body shapers, swimwear, and lingerie. In sharing her story to inspire other entrepreneurs, Richards explains her three-word philosophy: poise, obsession, and persistence. The story of Slim Girl Shapewear—Juliana's story—is her testament and her gift to anyone who wants to achieve success. This is a book for anyone who believes in the American Dream, and for anyone who wants to be deeply moved by a story filled with wisdom, inspiration, hope, and humor.

Launching a business may seem like no easy task. It can seem completely bewildering, overwhelming, almost impossible. Where do you even start? And once you start, what do you do next? With this remarkable book, the impossible is possible. If you have an idea, a spark of a dream, but you're stalling on how to make it a reality, then this book will show you how to do so--one day at a time. There are so many young, hungry entrepreneurs in this world waiting for their big break. The simple secret that most of them haven't discovered is that while they have an insatiable appetite to perfect their idea or product before launching, the real progress only comes one way: by doing the work. A goal without a detailed plan is just a dream, one that will probably turn into a nightmare. This process will help you define your goals and create a plan to see them to fruition. Rick's philosophy for business is quite simple: granular changes every day--hitting singles instead of finding yourself at home plate, in the bottom of the ninth, with two outs and the do-or-die pressure to hit a grand slam. This book is a start-up boot camp. Should you choose to accept this mission, you will spend the next thirty days jump-starting your business. Are you willing to take massive action, ready to make mistakes, fail forward fast, and start taking control of your own life? If so, it's thirty days - let's do this!

NEW, AWARD-WINNING BOOK BY BESTSELLING AUTHOR (Best Business Book Pinnacle Award Spring 2021, Best Business Book Award 2021 LA Book Festival, Literary Titan Book Award). DO YOU WANT TO TURN YOUR WORDS INTO WEALTH? Do you want to create multiple streams of income with your successful business, brand, and book? Hi! I'm Aurora Winter and I left my lucrative career as a TV executive decades ago to become a full-time author, trainer, and entrepreneur. Using storytelling for business, I created a life of freedom, creativity, and contribution. I help my clients turn their words into wealth, wisdom, and wonder. Now, I would like to help you. My clients win hearts and minds with their communication skills. They have started new chapters, escaped 9 to 5, and made a difference. They have written bestselling books, given TEDx talks, appeared on TV, raised venture capital, and won awards. Why not you? Learn:

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- > How to create multiple streams of income
- > Why your book is your best marketing tool
- > How to communicate your ideas and pitch anything
- > The neuroscience behind memorable messages
- > How to use new technologies to write 8,000 words per hour

Top leaders have extraordinary communication skills. Discover what top experts, entrepreneurs, CEOs, lawyers, doctors, and other professionals do differently to get the lion's share of attention, opportunity, and income, and how you can do the same. Use the blueprints in this book to create multiple streams of income with your successful book, brand, and business. Do yourself a favor and start reading TURN WORDS INTO WEALTH today!

Build a million-dollar business in one of today's hottest professions! Bestselling business author Alan Weiss provides the inside advice you need to build or expand your coaching business--from developing a common language and shared protocol to providing effective and supportive feedback at every level. Million Dollar Coaching is packed with tips, checklists, resources, and scores of helpful examples, making this the most valuable one-stop tool available for entering the world of professional coaching. Million Dollar Coaching helps you:

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- Use the media to raise your profile
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Best Selling Author Kelly Roach teaches you how to disrupt your industry, skyrocket your profits, and make a name for yourself with the easiest launch strategy on the planet inside The Live Launch book! Business Catalyst Kelly Roach uses timeless business principles, the power of human connection, and the simplest launch strategy on the planet to help entrepreneurs make 7-figure leaps in their revenue with a step-by-step, online launch process that's as easy and enjoyable as it is effective! Gone are the days of 27 step funnels, 18 webinars, and way too much distance between seller and prospect. In The Live Launch, Kelly Roach lays out the Live Launch Method that is responsible for the multimillion-dollar growth in both her own international coaching company and the businesses of her clients all across the globe. In a world that is disconnected and transactional, this book teaches readers how to launch using a strategic approach that showcases your expertise, solidifies your brand's positioning, engages your prospects, and closes sales in the hundreds of thousands.

Is There Really a Formula for Writing a Successful Book? If you are looking to build or grow a business of any kind, a book can help you do that. But where to begin? After a big New York publisher told them their book would never sell more than 5,000 copies, authors Richard Fenton & Andrea Waltz had a decision to make: believe the publisher's assessment and quit or publish the book themselves. Fortunately, they made the right decision. Fast-forward 15 years, their book *Go for No!* has sold in excess of 400,000 copies, reached #1 on multiple Amazon sub-lists and has been translated into nine languages. More importantly, the book continues to sell extremely well. So how did they do it? Were they simply lucky? No. And what about the one they wrote that flopped? Was that just unlucky? Nope. As it turns out, there's a formula - a formula that, if followed, will give an author the best possible chance at success. And you're about to learn it. Grab this book now!

Make your move into, or improve your position in, the powerful world of professional speaking If you think you have what it takes to speak professionally, or you've already been doing so with insufficient reward, now is the time to make your move. Bestselling business author and Professional Speaking Hall of Fame member Alan Weiss offers the inside advice you need to turn your talent into a high-paying career—from honing your delivery skills to building a business. In *Million Dollar Speaking*, you'll learn the critical skills of Dealing with difficult crowds Creating powerful speeches Targeting high-potential markets Creating a "star" reputation Setting fees that reflect your outstanding value Perfecting platform skills—making them the best in the business Expanding your business through diversification Weiss has packed the guide with tips, resources, helpful examples, and checklists that make it easy for you to keep a record of your progress. Whether you're a trainer, workshop leader, or consultant, *Million Dollar Speaking* has what you need to get on the paid public-speaking circuit in no time.

Big-city sophistication meets carnal hunger in this devilish contemporary romance from New York Times and USA Today bestselling author Katy Evans. Heir apparent to her father's company, Lizzy Banks needs a man. The perfect man. But when the rich "fundbabies" she usually rubs shoulders with prove impossible to hire, she takes a chance on a raw beast of a man salvaged from the wreckage of a bar brawl. James Rowan earns a modest income as a YouTube daredevil, but he can't refuse Lizzy's million dollar deal. As she polishes his rough edges, creating a sophisticated gentleman fit for the highest circles of society, not only does she bring out the perfect man--it's like she's making the man of her dreams. How can she resist? Though Lizzy loves seeing James in his clothes--and out of them--he isn't the kind of man you bring home to Daddy. Her father's disapproval and the pressure of the campaign have her eyeing the straight and narrow, but Lizzy's finding it awfully hard to resist the devil on her shoulder...

Discover how to launch a profitable online course from scratch In *Million Dollar Micro Business: How To Turn Your Expertise Into A Digital Online Course*, entrepreneur and author Tina Tower delivers a new and smarter way to do business that avoids huge overheads and large capital investments. Fueled by recent innovations in technology and shifts in consumer behavior, the accomplished author shows you a new way to have a big impact with few resources. You'll learn how to create a digital course based on expertise you've gained through your life, business, academic work, and career. The book is a practical and tangible guide to getting started and offers a proven framework and case studies of people who have scaled courses into seven-figure ventures. This important book teaches you: How to turn your passion and expertise into profit, using what you know to create a global, online course Why bigger is not always better, and how less overhead and investment is often a good thing for a scalable business An alternative to the 9-5 hustle and grind of a traditional workplace Real-life case studies from people who have been on this journey before Perfect for entrepreneurs, seasoned professionals, educated experts, and anyone else interested in sharing their knowledge with the world around them, *Million Dollar Micro Business* is an indispensable guide to creating a lucrative online course from scratch.

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