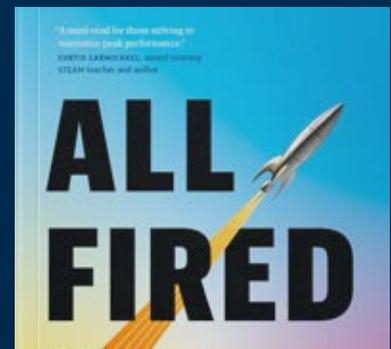
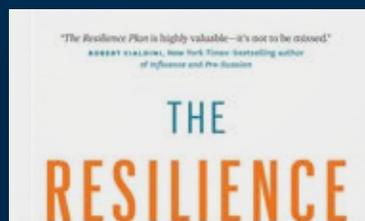
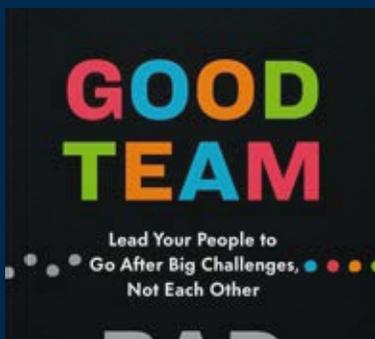
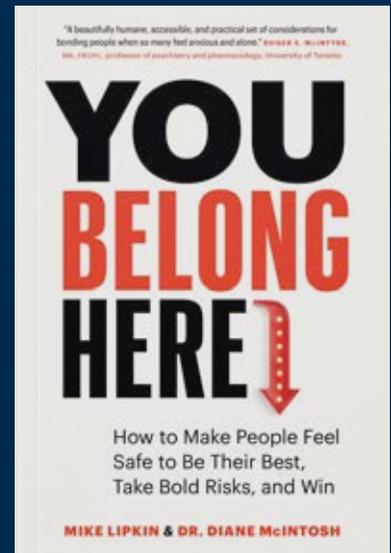
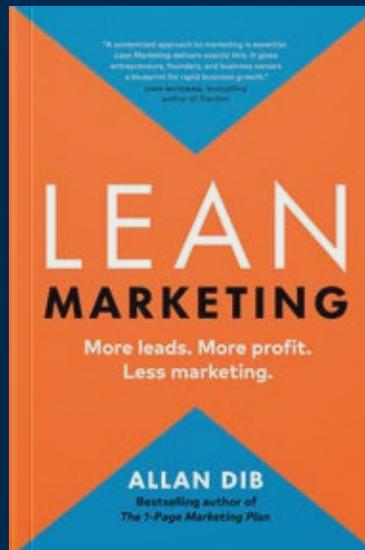
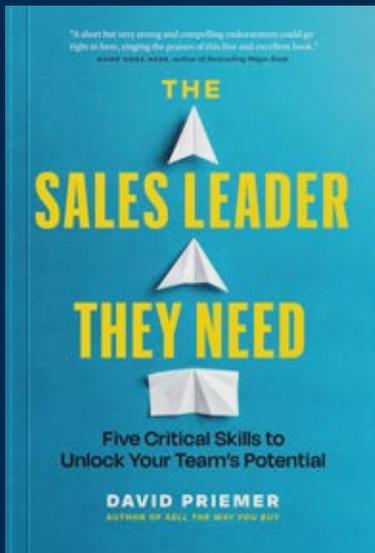




TRANSATLANTIC
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PAGE TWO CATALOGUE

LONDON
2024



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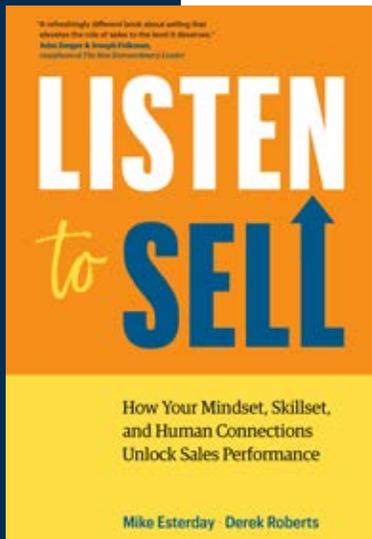
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Listen to Sell

How Your Mindset, Skillset, and Human Connections Unlock Sales Performance

Mike Esterday & Derek Roberts

Uncover the conversations, the mindset, and the skillset you need to amplify your sales confidence and bring purpose back to your customer relationships.

As long-time sales coaches and executives at Integrity Solutions, Mike Esterday and Derek Roberts have crafted a proprietary coaching program that has helped clients in 130 countries across multiple industries, from financial services to manufacturing to healthcare. Their unique sales philosophy is rooted in a values-based, customer-centered approach, where authentic business relationships matter above all else.

With the self-analysis exercises and customized strategies in LISTEN TO SELL, you'll learn how your mindset—encompassing your attitude, self-image, and self-confidence—is the foundation of top sales performance. Next, you'll discover how to hone your skillset—the daily tools and tactics that make or break sales—by creating a personal sales plan and taking action in your immediate environment and beyond. And finally, through real-world success stories, you'll see how each concept can be practically applied, with helpful coaching tips to support your personal growth.

If you're a sales executive, manager, or rep who has hit a plateau or who just doesn't think they're cut out for sales, this invaluable guidebook is the breakthrough you've been missing.

Mike Esterday is a sought-after coach, speaker, and leader in sales management and training, with forty years of sales experience. He has established multiple successful companies and is a founding partner and CEO of Integrity Solutions. A past board member of the global Association of Learning Providers, he is a contributing member of the Forbes Business Council.

Derek Roberts is an executive coach, consultant, professional speaker, and sales professional. He has built, trained, and coached sales teams and sales leaders for nearly thirty years. An executive partner with Integrity Solutions since 1999, Roberts also owns the consulting and training firm Roberts Business Group and is co-author of Be a Mindsetter.

Represented by: Evan Brown

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"LISTEN TO SELL IDENTIFIES SOLID RESEARCH AND THEN MAKES IT PRACTICAL AND APPLICABLE. IT IS THE NEW BIBLE FOR THOSE ASPIRING TO SUCCEED AT THIS NOBLE PROFESSION."

—JOHN ZENGER & JOSEPH FOLKMAN, CO-AUTHORS OF THE NEW EXTRAORDINARY LEADER

"LISTENING IS THE SECRET SAUCE OF SUCCESSFUL SALES—AND THIS BOOK UNVEILS THE RECIPE FOR MASTERING IT. LISTEN TO SELL IS A MUST-READ FOR ANYONE LOOKING TO CREATE LOYAL CUSTOMERS."

—KEN BLANCHARD, CO-AUTHOR OF THE ONE MINUTE MANAGER AND RAVING FANS

"MIKE ESTERDAY AND DEREK ROBERTS KNOW MORE ABOUT SALES THAN ANYONE I KNOW. LISTEN TO SELL HAS ALL THE TOOLS YOU NEED TO MAKE YOURSELF A BETTER SALESPERSON."

—DR. TRAVIS BRADBERRY, BESTSELLING AUTHOR OF EMOTIONAL INTELLIGENCE HABITS

"LISTEN TO SELL HELPS YOU HAVE THE RIGHT CONVERSATIONS WITH YOURSELF, AND THEN TEACHES YOU HOW TO CARRY THAT SENSE OF PURPOSE INTO YOUR CONVERSATIONS WITH YOUR CUSTOMERS."

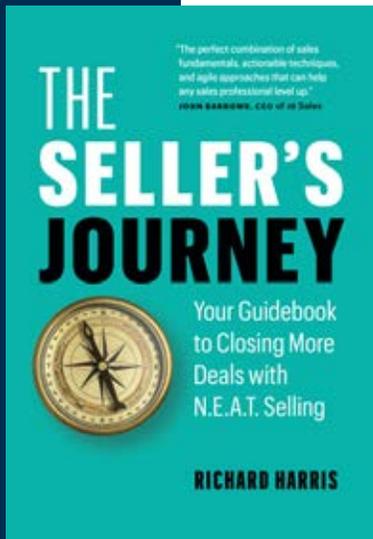
—LISA EARLE MCLEOD, BESTSELLING AUTHOR OF SELLING WITH NOBLE PURPOSE

"IN SALES, THERE'S A TIME TO TALK AND THERE'S A TIME TO LISTEN. GET THAT RIGHT, AND YOU GET THE SALE. GET IT WRONG, AND YOU GET FRUSTRATION. THIS PRACTICAL BOOK SHOWS YOU HOW TO GET IT RIGHT."

—MICHAEL BUNGAY STANIER, AUTHOR OF THE COACHING HABIT AND HOW TO WORK WITH (ALMOST) ANYONE

"MIKE ESTERDAY AND DEREK ROBERTS SHOW US WHY BEING AN EMOTIONALLY INTELLIGENT SALESPERSON, ONE WHO DIAGNOSES (LISTENS) BEFORE PRESCRIBING (OFFERING OUR SOLUTION), IS ESSENTIAL FOR ENDURING SUCCESS AS SALES PROFESSIONALS."

—DAVID M.R. COVEY, CEO, SMCovey; BESTSELLING CO-AUTHOR OF TRAP TALES



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The Seller's Journey

Your Guidebook to Closing More Deals with N.E.A.T. Selling

Richard Harris

If you think business isn't personal, think again. Create a better buying experience and start closing more revenue.

When you work in sales, you work with people. That means navigating egos, trust, and differing opinions. With over twenty years in sales training, operations, and sales leadership, Richard Harris is ready to help you do just that.

THE SELLER'S JOURNEY is your guidebook to Richard's revolutionary N.E.A.T Selling methodology, combining thirteen sales tactics with insights from the field of psychology and Harris' life to help you orient yourself on your sales journey and bring your own authentic self to the process.

Discover how to have your clients fall in trust with you so that you can earn the right to ask the right questions at the right time. And learn how best to integrate these strategies into your existing systems. Including real-world scenarios to help bring his approach into focus, these methods are a must for any salesperson's playbook, and to help us all bring the humanity back into sales. If you're ready to think differently and bring your whole self into your sales, this book is for you.

Richard Harris is an award-winning and globally recognized sales trainer and GTM strategist. As the founder of Harris Consulting Group and the N.E.A.T. Selling philosophy, methodology, and process, he has dedicated over twenty years to the world of sales. Richard works with Fortune 500 companies as well as start-ups, and his clients include Zoom, Salesforce, Pager Duty, Human Interest, Dusty Robotics, and Gainsight, among others.

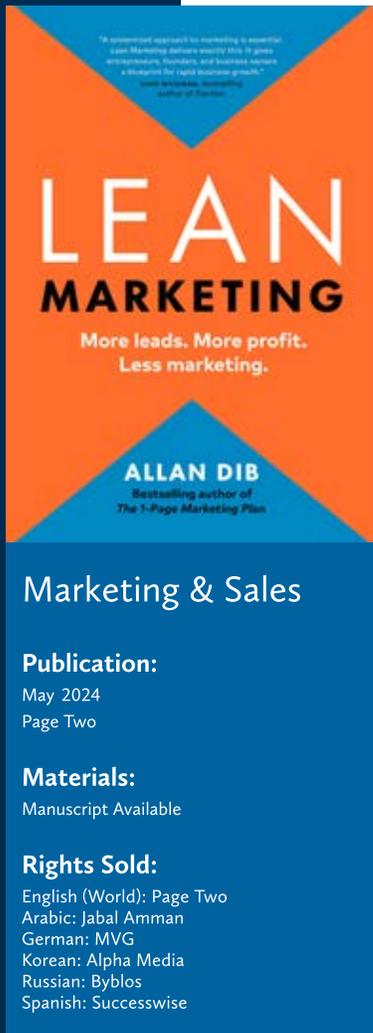
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"THIS BOOK IS THE PERFECT COMBINATION OF SALES FUNDAMENTALS, ACTIONABLE TECHNIQUES, AND AGILE APPROACHES THAT CAN HELP ANY SALES PROFESSIONAL LEVEL UP."
—JOHN BARROWS, CEO, JP SALES

"A MUST-READ ROAD MAP FOR SALES PROFESSIONALS TO NAVIGATE THE EVER-CHANGING LANDSCAPE OF SELLING."
—SCOTT LEESE, CEO, SCOTT LEESE CONSULTING; AUTHOR OF MORE THAN A NUMBER

"CHALLENGE TRADITIONAL BUYING JOURNEYS AND ACHIEVE REMARKABLE SUCCESS WITH RICHARD HARRIS'S N.E.A.T. METHODOLOGY."
—JUSTIN MICHAEL, EXECUTIVE COACH; AUTHOR OF SALES SUPERPOWERS



Lean Marketing

More Leads. More Profit. Less Marketing

Allan Dib

World-renowned business coach Allan Dib, author of the international bestselling phenomenon *The 1-Page Marketing Plan*, shows you how to simplify, structure, and scale your marketing plan—without all the extra work.

Translated in over 30 languages and beloved by readers everywhere, Allan Dib's *The 1-Page Marketing Plan* gave sales and marketing professionals a simple, clear, and structured framework to create a winning strategy. Dib's latest gives you the tools and tactics to put that plan into action.

Don't just do more: more complex, more specialized, more expensive marketing. There is a better way. You can actually get bigger and better results by doing less. Implementing LEAN MARKETING in your business will help you punch above your weight.

Discover the tools and tactics you need to build a devastatingly effective marketing system. Create marketing so valuable to your audience they will be willing to pay you for it. Remove waste and increase the fit and efficiency of your branding efforts so that your message will cut through the noise. Stop wasting time with theory, with meetings, with random acts of marketing. Get immediate traction by implementing LEAN MARKETING in your business today.

Allan Dib is a serial entrepreneur, rebellious marketer, tech expert, and author of the international bestseller The 1-Page Marketing Plan. He has started, grown, and successfully exited businesses in multiple industries, including the hyper-competitive world of telecommunications, where within four years his startup was named one of Australia's fastest growing companies by Business Review Weekly. Allan is passionate about helping businesses find new and innovative ways to leverage technology and marketing, and frequently shares his proven, cutting-edge strategies with people all over the world.

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Contact: evan@transatlanticagency.com

"A SYSTEMIZED APPROACH TO MARKETING IS ESSENTIAL. LEAN MARKETING... GIVES ENTREPRENEURS, FOUNDERS, AND BUSINESS OWNERS A BLUEPRINT FOR RAPID BUSINESS GROWTH."

—GINO WICKMAN, BESTSELLING AUTHOR OF TRACTION; CREATOR OF EOS

"LEAN MARKETING IS THE MODERN MARKETING IMPLEMENTATION GUIDE... FOLLOW IT AND ACHIEVE MORE WITH LESS."

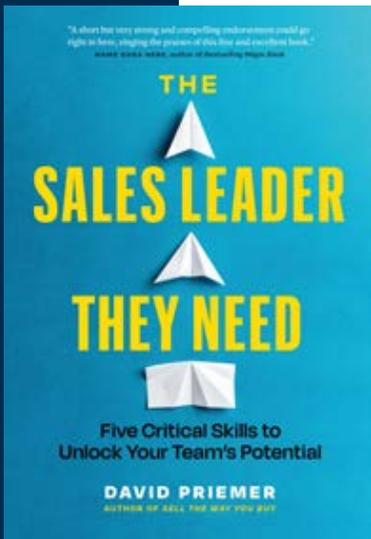
—DAN MARTELL, AUTHOR OF BUY BACK YOUR TIME

"THIS BOOK IS A GAME CHANGER FOR ANYONE WANTING TO SCALE THEIR BUSINESS WITH MARKETING THAT ACTUALLY WORKS IN THE REAL WORLD. IF YOU NEED TO ATTRACT MORE LEADS, PROSPECTS, OR CUSTOMERS, THEN LEAN MARKETING IS FOR YOU."

—JOHN JANTSCH, AUTHOR OF DUCT TAPE MARKETING

"LEAN MARKETING REDEFINES HOW MARKETING WORKS. IT'S FILLED WITH SIMPLE, POWERFUL STRATEGIES THAT CAN TRANSFORM ANY BUSINESS INTO A LEAD-GENERATING MACHINE. ANOTHER INSTANT CLASSIC FROM ALLAN DIB."

—MIKE MICHALOWICZ, AUTHOR OF PROFIT FIRST AND GET DIFFERENT



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The Sales Leader They Need

Five Critical Skills to Unlock Your Team's Potential

David Priemer

The author of *Sell the Way You Buy* shows you how to become the kind of sales leader your team would fight to work with again.

Great sales leaders who know how to boost the engagement, development, and revenue production of their teams can be essential to business success. But the skills that make for a great salesperson don't always translate to great leadership.

In *THE SALES LEADER THEY NEED*, renowned trainer, consultant, and educator in sales and sales leadership David Priemer combines his decades of experience, science-backed research, and real-world insights to distill the fundamentals of great sales leadership into five critical skills: promoting transparency, protecting and advocating, driving accountability, coaching, and getting and giving feedback.

Packed with insights, questions to ask, ways to analyze, and things to do—and not to do—Priemer answers the questions everyone always asks about how to be a great sales leader, plus the questions they should ask but don't. And he shows you how to use that winning formula to help your team members grow, smash your revenue goals, and be the sales leader that changes the trajectory of their careers and their lives: the sales leader they need.

David Priemer is widely recognized as a thought leader in sales and sales leadership, helping organizations drive revenue growth, people development, and winning cultures by infusing the core principles of science, empathy, and execution into their sales operations. He has been published in the Harvard Business Review, MIT Sloan Management Review, Forbes, Entrepreneur, and Inc. Priemer has led top-performing sales teams at high-growth startups and created the Sales Leadership Academy program as a former VP of Salesforce. Often referred to as the "Sales Professor," Priemer is an adjunct professor at the Smith School of Business at Queen's University.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"DAVID PRIEMER HAS DONE IT AGAIN AND HIS TIMING IS IMPECCABLE. HIS MESSAGES OF TRANSPARENCY, ACCOUNTABILITY, AND GOING ALL-IN ON CARING FOR YOUR SALES TEAM IS SO NEEDED TODAY... [A] MUST-READ FOR ANYONE ASPIRING TO BE A PERFORMANCE-ACHIEVING, SCIENCE-BACKED, AND PEOPLE-CENTRIC LEADER."

—JIM HAMILTON, DISTINGUISHED FACULTY FELLOW OF SALES MANAGEMENT, SMITH SCHOOL OF BUSINESS AT QUEEN'S UNIVERSITY

"A POWERFUL, RESEARCH-BACKED DOSE OF CLARITY INTO THE SKILLS, TACTICS, AND BEHAVIOURS THAT WILL HAVE THE BIGGEST IMPACT ON YOUR BOTTOM LINE."

—DORIE CLARK, WALL STREET JOURNAL BESTSELLING AUTHOR OF THE LONG GAME; EXECUTIVE EDUCATION FACULTY AT COLUMBIA BUSINESS SCHOOL

"THE SALES LEADER THEY NEED IS A HIGHLY RESEARCHED AND WELL-WRITTEN BOOK THAT SHOULD BE ON THE SHELF OF ANY SALES LEADER LOOKING TO COACH, INSPIRE, AND HOLD THEIR TEAM ACCOUNTABLE FOR THE REVENUE AND PERSONAL GROWTH THEY'RE AFTER."

—MARK ROBERGE, FOUNDER, STAGE 2 CAPITAL; SENIOR LECTURER, HARVARD BUSINESS SCHOOL; FOUNDING CRO, HUBSPOT

"THIS BOOK IS A MUST-READ FOR THOSE LOOKING FOR A PLAYBOOK TO WIN THE HEARTS AND MINDS OF THEIR TEAM WHILE DRIVING THE REVENUE SUCCESS THAT COMES WITH IT."

—RYAN BARETTO, PRESIDENT, SPROUT SOCIAL

"PRIEMER ARTFULLY NAVIGATES THE CHALLENGES AND OPPORTUNITIES ASSOCIATED WITH BALANCING REVENUE GROWTH WITH THE TRUE RESPONSIBILITY OF LEADERSHIP—HELPING PEOPLE GROW."

—STEPHEN SHEDLETZKY, AUTHOR OF SPEAK-UP CULTURE

"IF YOU'RE AIMING TO BECOME THE KIND OF SALES LEADER THAT TOP TALENT FIGHTS TO WORK WITH, DAVID PRIEMER STANDS AS AN UNPARALLELED MENTOR... EMERGING FROM THIS EXPERIENCE, YOU'LL BE EQUIPPED WITH PRECISE TOOLS AND STRATEGIES, READY TO ELEVATE YOUR SALES LEADERSHIP TO NEW HEIGHTS."

—MIKE WOLFF, EVP AND CRO, SALESFORCE.ORG

"A beautifully humane, accessible, and practical set of considerations for bonding people when so many feel anxious and alone." **ROGER S. MCINTYRE, MD, FRCPC, professor of psychiatry and pharmacology, University of Toronto.**

YOU BELONG HERE

How to Make People Feel Safe to Be Their Best, Take Bold Risks, and Win

MIKE LIPKIN & DR. DIANE MCINTOSH

Leadership & Coaching

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You Belong Here

How to Make People Feel Safe to Be Their Best, Take Bold Risks, and Win

Mike Lipkin & Dr. Diane McIntosh

Master the tools and strategies to create an environment where others flourish so you will too.

Every person longs to be told, "you belong here"—to be part of a community that celebrates us as one of their own, to feel safe and assured that we can face the future because someone is watching our back.

In a peri-pandemic world where every day brings unpredictable shocks and surprises, the chief role of a leader is to show others that they belong; to make people feel safe to be their best and take bold risks to win. Safety and risk are not opposites. They depend on each other. People will only swing for the fences if they know they will be rewarded for their courage.

In this pioneering partnership between renowned professional coach Mike Lipkin and acclaimed psychiatrist Dr. Diane McIntosh, your journey to becoming a Keeper of the Safety Flame begins. Drawing on the authors' combined expertise in motivational practice and neurobiology, learn how to become someone who creates belonging in a hybrid world, grows enriching relationships, owns their power, wins on the brink, and shows the way.

Mike Lipkin is president of global research and motivation company Environics/Lipkin and an international strategic coach, guide, and potentiator to leaders everywhere. He has spoken to more than 1 million people in sixty-seven countries and is the author of eight books, including Dancing with Disruption and The Potentiator.

Dr. Diane McIntosh is a clinical assistant professor at the University of British Columbia and has a community psychiatry practice, with a particular interest in the neurobiology of mood and anxiety disorders and ADHD. She is extensively involved in continuing medical education programs to colleagues nationally and internationally, including her own educational program, PsychedUp CME. She is co-founder of SwitchRx and wedomatter.org, and the author of This is Depression.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"A BEAUTIFULLY HUMANE, ACCESSIBLE, AND PRACTICAL SET OF CONSIDERATIONS FOR BONDING PEOPLE WHEN SO MANY FEEL ANXIOUS AND ALONE."

—**ROGER S. MCINTYRE, MD, FRCPC, PROFESSOR OF PSYCHIATRY AND PHARMACOLOGY, UNIVERSITY OF TORONTO**

"YOU BELONG HERE UNDERSCORES THE CRITICALITY OF A SENSE OF BELONGING AND WILL PROVE TO BE A USEFUL TOOL FOR LEADERS IN CREATING ENVIRONMENTS WHERE PEOPLE FEEL SAFE AND VALUED AND, THUS, ARE ABLE TO THRIVE AND REALIZE THEIR FULL POTENTIAL."

—**DARREN ENTWISTLE, PRESIDENT AND CEO, TELUS**

"A TOTALLY FRESH TAKE ON HOW TO CREATE A CULTURE OF PSYCHOLOGICAL SAFETY THAT LIBERATES PEOPLE TO FULLY EXPRESS THEIR TALENTS."

—**SUSAN UTHAYAKUMAR, MD, CHIEF ENERGY AND SUSTAINABILITY OFFICER, PROLOGIS**

"MIKE LIPKIN AND DR. DIANE MCINTOSH HAVE PULLED OFF A REMARKABLE FEAT. THEY COMBINE BRAIN SCIENCE WITH PRACTICAL LEADERSHIP TECHNIQUES TO CREATE A BREAKTHROUGH GUIDE THAT WILL CHANGE THE WAY YOU LIVE AND WORK."

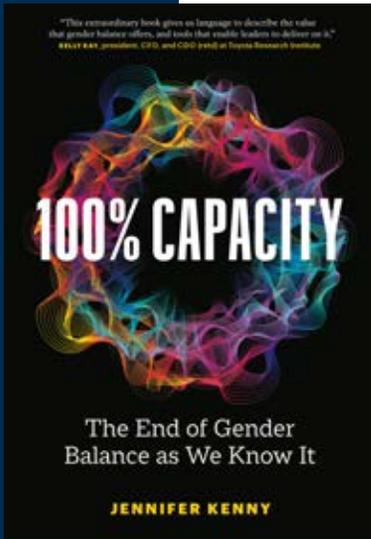
—**JOHN RUFFOLO, FOUNDER AND MANAGING PARTNER, MAVERIX PRIVATE EQUITY**

"YOU BELONG HERE EXPRESSES MIKE LIPKIN AND DR. DIANE MCINTOSH'S BEST INSIGHTS IN WAYS THAT ARE IMMEDIATELY ACTIONABLE—ESPECIALLY IN THE CURRENT ENVIRONMENT."

—**DANI REISS, CEO, CANADA GOOSE**

"YOU BELONG HERE IS A GUIDE TO A BRIGHTER FUTURE... ONE BUILT ON OPTIMISM, CONNECTION, AND DELIBERATE ACTION."

—**MARTIN PERELMUTER, PRESIDENT, SPEAKERS SPOTLIGHT**



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100% Capacity

The End of Gender Balance as We Know It

Jennifer Kenny

Discover and embrace the unseen leadership potential in your company and achieve outstanding results.

In this ground-breaking new book, former CIO and renowned industry mentor Jennifer Kenny reveals the underutilized leadership traits within every organization and teaches you how to identify and amplify them to maximize your success.

Drawing on her twenty-five years of experience in management and leadership coaching, along with extensive research in business and science, Kenny explores the spectrum of masculine and feminine leadership traits—traits men and women may have in different balances—and the benefits of all when utilized equally in leadership and teambuilding. She clearly shows how a gender-balanced approach over an often male-dominated one can work to your company's advantage and breaks down the seven key areas of corporate performance metrics to give you the tools to optimize success in each one.

Do you want to capture new markets? Ensure employee loyalty? Make smarter, faster decisions? 100% CAPACITY will have you utilizing all the leadership potential within your organization and seeing the benefits in both your workforce and your bottom line.

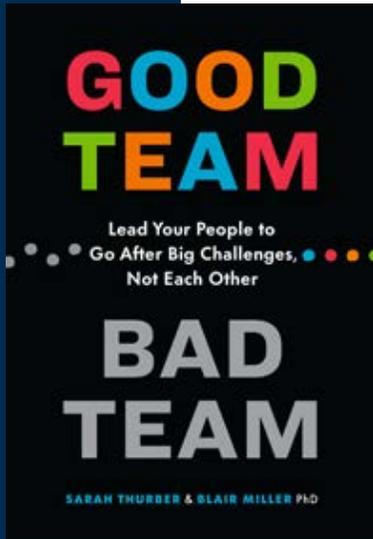
Jennifer Kenny is a master of innovation practices with twenty-five years of experience mentoring industry leaders. Kenny has spearheaded transformational systems and design programs for technical clients including Cisco, IBM, Wells Fargo, Intel, and Capital One. With a background in science and engineering, Kenny was formerly CIO at Stanford Research Institute International and a robotics research leader at Toyota Research Institute. Kenny now travels internationally as a speaker, writer, workshop leader, and mentor on the topics of Human Innovation, Design Thinking, and Regenerative Leadership.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"THIS EXTRAORDINARY BOOK GIVES US LANGUAGE TO DESCRIBE THE VALUE THAT GENDER BALANCE OFFERS, AND TOOLS THAT ENABLE LEADERS TO DELIVER ON IT."

—KELLY KAY, PRESIDENT, CFO, AND CDO (RETIRED), TOYOTA RESEARCH INSTITUTE



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Good Team, Bad Team

Lead Your People to Go After Big Challenges, Not Each Other

Sarah Thurber & Blair Miller, PhD

Effective team leadership isn't mind-reading—it's good science. Know yourself, know your team, solve your challenge.

Faced with a challenge, team leaders frequently spend more time dealing with their people than the problem itself. In GOOD TEAM, BAD TEAM, a groundbreaking primer for leaders, Sarah Thurber and Blair Miller share their decades of experience building, facilitating, and leading thriving teams, alongside pioneering research from the fields of cognitive diversity and creative problem-solving.

Built on research from their popular FourSight System—used by Disney, NASA, and Nike—GOOD TEAM, BAD TEAM examines over 6 million data points on problem-solving styles that impact collaboration, innovation, and leadership. Integrating these scientific insights with creative strategies, Thurber and Miller present a transformative model that empowers leaders to harness the diverse energies of their teams and generate powerful results.

With practical exercises, relatable stories, and contrasting examples, Thurber and Miller clarify the complexities of how good and bad teams approach challenges and why they succeed or struggle to solve them, making GOOD TEAM, BAD TEAM a must-read leadership toolkit to navigate the ever-evolving landscape of collaboration and achieve extraordinary results—together.

Sarah Thurber is an author, speaker, entrepreneur, team leader, and managing partner at FourSight, and co-author of The Secret of the Highly Creative Thinker. Thurber works directly with academic researchers, professional facilitators, technical leaders, and designers to spearhead the development of online and print-based tools that support cognitive diversity and creative problem solving.

Blair Miller, PhD, is co-founder and partner at FourSight and president of Blair Miller Innovation. His work has led to more than \$1.8 billion in savings for Fortune 500 clients like Mars and Kraft. Miller has co-authored influential training manuals, published academic articles, and received the Distinguished Leadership Award from the Creative Education Foundation. He is an adjunct professor at the Center for Applied Imagination at SUNY Buffalo State University.

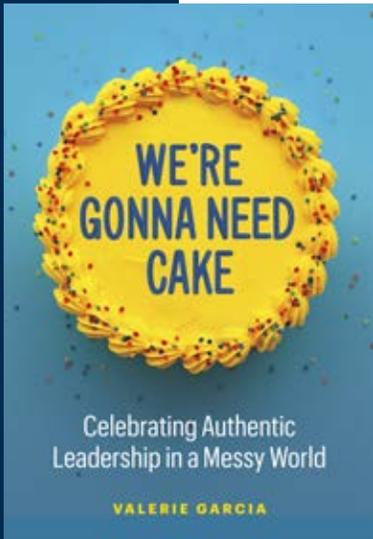
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*"WE TAKE GOOD TEAMS FOR GRANTED, WHEN WE SHOULD BE BUILDING THEM WITH INTENT. HERE'S A POWERFUL BLUEPRINT TO GET YOU STARTED."
—SETH GODIN, AUTHOR OF THE SONG OF SIGNIFICANCE*

*"A FABULOUS BOOK FOR LEADERS AND TEAM MEMBERS TO BETTER UNDERSTAND THEMSELVES AND EACH OTHER. I USE THIS APPROACH IN MY 'CREATIVITY AND INNOVATION' CLASS AT HARVARD TO TEACH STUDENTS THAT IT'S OUR DIFFERENCES, NOT OUR SIMILARITIES, THAT HELP IN PROBLEM SOLVING."
—MARGARET ANDREWS, INSTRUCTOR, HARVARD UNIVERSITY*

*"WE'VE ENGRAINED THIS APPROACH INTO OUR CULTURE. WE USE IT WITHIN TEAMS AND ACROSS TEAMS TO INCREASE EMPATHY, COOPERATION, AND INNOVATION."
—INGRID DE CLERCO, CHIEF PEOPLE OFFICER, DELIVERECT*



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We're Gonna Need Cake

Celebrating Authentic Leadership in a Messy World

Valerie Garcia

Bring your humanity to work to become a better leader.

Life is messy. You know it and your employees know it. And the unspoken rules of professionalism dictate that we don't talk about it. But what if trying to keep your real, messy personal life compartmentalized from your work life isn't doing you any favours? What if, instead, the opposite is true?

In WE'RE GONNA NEED CAKE, speaker and consultant Valerie Garcia draws on her research and the lessons she has learned over decades working in business to demonstrate how bringing your whole self to work can actually strengthen your leadership and propel your career forward.

Guided by The Authenticity Map, Garcia provides you with a blueprint to navigate the messiness of life and learn how to bring real emotions into the workplace in a productive way. Written with honesty and humour, this guide is for the modern-day leader who appreciates that authentic leadership is the best way forward.

Valerie Garcia is an international speaker and consultant on a mission to move organizations from fear to forward and help people celebrate change, take bold risks, and embrace the power of their messy authenticity. Over more than twenty years inspiring, motivating, and educating sales and marketing professionals, Valerie has worked with entrepreneurs and companies on six continents, including RE/MAX, Sotheby's, Century 21, Berkshire Hathaway, HubSpot, and Duke University.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"VALERIE GARCIA IS A BREATH OF FRESH AIR! IN AN INDUSTRY FLOODED WITH TOO MANY TIRED, DATED IDEAS, SHE IS AT THE FOREFRONT... SPEAK TO VALERIE FOR FIVE MINUTES AND YOU'LL FEEL THE PASSION SHE HAS. I HOPE SHE WILL CONTINUE TO BE A POSITIVE FORCE IN THE INDUSTRY FOR DECADES TO COME... AN INDUSTRY THAT NEEDS MORE VALERIE GARCIAS."

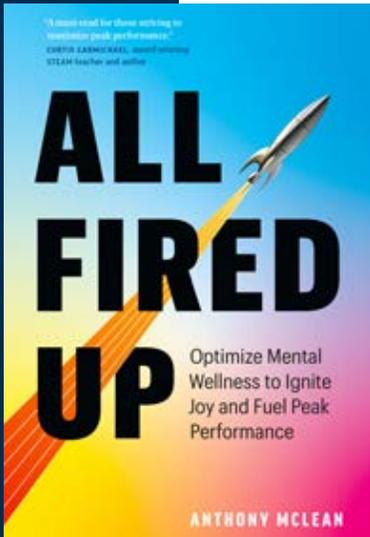
—BRET CALLTHARP, DIRECTOR OF AGENT ENGAGEMENT, MOXIWORKS

"VALERIE GARCIA IS TRULY A VOICE OF INNOVATION, POSITIVITY, AND CHANGE... SHE CARES DEEPLY ABOUT HER AUDIENCE'S BUSINESSES AND LIVES AND SEEKS TO IMPROVE BOTH OF THEM WITH EACH TALK SHE GIVES."

—TRAVIS ROBERTSON, ROBERTSON COACHING INTERNATIONAL

"NOT ONLY IS VALERIE INSPIRING AND INSIGHTFUL, SHE BRINGS A SPIRIT TO EACH PRESENTATION THAT KEEPS YOU ON THE EDGE OF YOUR CHAIR. HER TOPICS ARE TIMELY AND SPEAK TO THE NEEDS OF THE INDUSTRY'S PROFESSIONALS AND EMPOWER EACH TO GROW AND STRIVE TO BE THE BEST POSSIBLE."

—KATHY BAKER, DIRECTOR OF LEARNING, REALTY ONE GROUP



Self Help & Personal Success

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Materials:

Books Available

Rights Sold:

English (World): Page Two

All Fired Up

Optimize Mental Wellness to Ignite Joy and Fuel Peak Performance

Anthony McLean

At the intersection of self-care and contemporary hustle culture, ALL FIRED UP shows you the mindset shifts you need to level up your mood, energy, and focus, and catapult your success!

Drawing from his own experience as a screenwriter, entrepreneur, mental wellness specialist, and speaker, in ALL FIRED UP author Anthony McLean combines best practices from the self-care movement with proven strategies from the business world to help you drive your life forward and be your best.

McLean shares wisdom for managing anxiety, prioritizing work-life balance, and developing self-awareness—an often-overlooked skill crucial for a successful life. You'll discover tools to bounce back from failure, boost your confidence, and enrich your relationships.

A smart, inspiring, and motivating read, ALL FIRED UP will help you approach every day with enthusiasm and joy.

Anthony McLean is a mental wellness, diversity, equity, and inclusion expert with a passion for teaching organizations how to foster an environment of empathy, acceptance, and mental well-being to enhance performance. A sought-after speaker, McLean has delivered hundreds of presentations at conferences, colleges, and corporate events around the globe. His clients range from charities and non-profit organizations to Fortune 500s, including PepsiCo, AT&T, Intel, Danone, and Coca-Cola. McLean has a background in theatre, works in the film and television industry, and is currently developing two feature films.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"A MASTER CLASS IN OPTIMIZING MENTAL HEALTH TO UNLOCK JOY. ANTHONY IS A GIFTED AND DOWN-TO-EARTH STORYTELLER WHO EMPOWERS READERS... TO DISCOVER OUR UNIQUE RHYTHM WHERE WE CAN EXCEL AT WORK AND STILL MAKE TIME TO REENERGIZE. A MUST-READ FOR THOSE STRIVING TO MAXIMIZE PEAK PERFORMANCE."

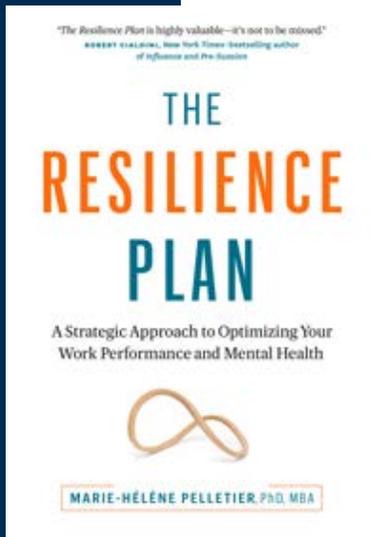
—CURTIS CARMICHAEL, AWARD-WINNING STEAM TEACHER AND AUTHOR

"INSTANTLY APPLICABLE AND ENDLESSLY EMPOWERING, ALL FIRED UP IS A GAME-CHANGER FOR THOSE AIMING TO OPTIMIZE THEIR PRODUCTIVITY AND OVERALL WELL-BEING."

—HAILEY HECHTMAN, EXECUTIVE DIRECTOR, UNSINKABLE

"READING THIS BOOK MAKES ME WANT TO GET A COPY FOR EVERYONE AT MY COMPANY."

—DON WILLIAMSON, PRESIDENT, OAK HOUSE BENEFITS



Self Help & Personal Success

Publication:

February 2024
Page Two

Materials:

Books Available

Rights Sold:

English (World): Page Two

The Resilience Plan

A Strategic Approach to Optimizing Your Work Performance and Mental Health

Marie-Hélène Pelletier, PhD, MBA

Resilience is not an innate character trait. Whether you're in a leadership role or working as part of a team, you need to implement strategies that build and nurture resilience. You need a resilience plan.

As a leader and business professional you handle grueling hours and exceed high expectations. You are undaunted by challenges and embrace opportunities for growth. You assume you are resilient. You likely think it could never be you. But anyone, under enough strain, can be at risk of burning out.

In *THE RESILIENCE PLAN*, award-winning mental health expert Marie-Hélène Pelletier draws on her clinical experience and extensive knowledge in therapeutics and business practices to explore how resilience is the best defense against burnout, and reveals how everyone can build it in themselves—not with a one-size-fits-all plan, but with strategies to help you create a custom, one-of-a-kind plan for you.

Pelletier uses relatable stories and activities to bring her concepts into context. By working through the exercises in this practical guide, you will have a goal-oriented, custom strategy with the knowledge to implement and sustain it, to protect your health and success into the future.

Dr. Marie-Hélène Pelletier is an award-winning workplace mental health expert and psychologist. She holds both a PhD and MBA from the University of British Columbia and has led workplace mental health strategy in senior leadership roles. In her practice Pelletier combines business and clinical expertise, translating research about health, performance, resilience, and overcoming challenges into strategies professionals, leaders, and their teams need to thrive.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"A VALUABLE OPPORTUNITY FOR PROFESSIONALS TO FIND THAT ELUSIVE BALANCE BETWEEN DEMANDING CAREERS AND LIFE'S CHALLENGES."
—PUBLISHERS WEEKLY

"A COMPREHENSIVE PLAN FOR AVOIDING BURNOUT AND ENHANCING WELL-BEING."
—KIRKUS REVIEWS

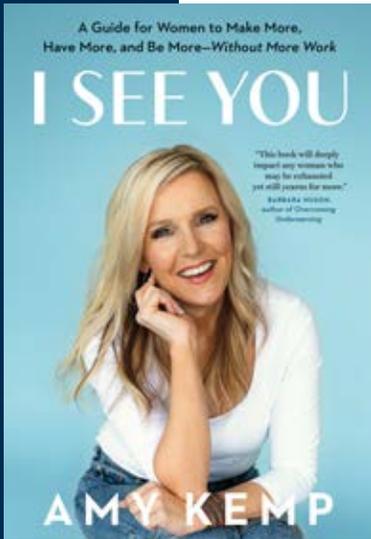
"THE RESILIENCE PLAN... NOT ONLY SHOWS THE IMPORTANCE OF HAVING A STRATEGIC RESILIENCE PLAN, BUT ALSO DETAILS THE SPECIFIC FORM THE PLAN SHOULD TAKE. IT'S NOT TO BE MISSED."
—ROBERT CIALDINI, NEW YORK TIMES BESTSELLING AUTHOR OF INFLUENCE AND PRE-SUASION

"THIS GEM OF A BOOK DRAWS ON BEST PRACTICES FROM BOTH PSYCHOLOGY AND BUSINESS.... PELLETIER DELIVERS ON HER PROMISE TO SHOW YOU HOW TO BOOST YOUR RESILIENCE AND MENTAL HEALTH IN JUST A FEW MINUTES A DAY. USE THIS BOOK TO ENJOY A BETTER YEAR AHEAD!"
—CHRISTINE A. PADESKY, CO-AUTHOR OF MIND OVER MOOD

"PELLETIER EXPERTLY WEAVES SCIENCE AND STORY TO HELP LEADERS BUILD A CUSTOM RESILIENCE PLAN BASED ON INDIVIDUAL PRIORITIES AND THE CONTEXT THEY LIVE AND WORK IN."
—DORIE CLARK, WALL STREET JOURNAL BESTSELLING AUTHOR OF THE LONG GAME; EXECUTIVE EDUCATION FACULTY, COLUMBIA BUSINESS SCHOOL

"A PRACTICAL, INSPIRING, AND ENGAGING REFLECTION ON RESILIENCE. ... THE RESILIENCE PLAN IS A DELIGHT TO READ, A SOURCE OF INSIGHT, AND A VALUABLE RESOURCE FOR ADDRESSING THE CHALLENGES OF WORK-LIFE IN THE TWENTY-FIRST CENTURY."
—MICHAEL LEITER, CO-AUTHOR OF THE BURNOUT CHALLENGE

"INSPIRING AND PRACTICAL.... THE RESILIENCE PLAN PROVIDES A COMPREHENSIVE FRAMEWORK FOR BUILDING INDIVIDUAL AND ORGANIZATIONAL RESILIENCE AND SHOULD BE AT THE TOP OF YOUR READING LIST."
—DANIEL MUZYKA, DEAN AND PROFESSOR EMERITUS, UBC SAUDER SCHOOL OF BUSINESS



Self Help & Personal Success

Publication:

February 2024
Page Two

Materials:

Books Available

Rights Sold:

English (World): Page Two

I See You

A Guide for Women to Make More, Have More, and Be More—Without More Work

Amy Kemp

Increase your influence, impact, and income without sacrificing yourself in the process. Rediscover the best and most successful version of yourself, both personally and professionally.

Are you giving your all every day only to be left feeling like you're falling short at work and at home? CEO and business coach Amy Kemp knows what it's like to want more while simultaneously feeling like there is no more time or energy left to give. And she has answers.

Drawing on her twenty years of business experience, and the lessons she has learned coaching thousands of women, in *I SEE YOU* Kemp gives you the tools to increase your level of success while working fewer hours. Learn how to set clear boundaries, how to leverage your natural genius to increase your income, and how to redistribute the enormous quantity of unpaid work you do at home to free up your energy and time.

Written in an intimate style with relatable stories and end-of-chapter exercises that will have you digging deep into each concept, this unconventional and indispensable guidebook is the one-on-one coaching session you've been waiting for.

Amy Kemp is a successful entrepreneur and certified business coach with over twenty years of experience investing in people. As the owner and CEO of Amy Kemp, Inc., she coaches her clients in both one-on-one and small group engagements, and teaches in a variety of online webinars and in-person events each year.

Represented by: Evan Brown

Contact: evan@transatlanticagency.com

"INVITING AND PERSONABLE, REMINISCENT OF AN EXCLUSIVE SESSION WITH A KNOWLEDGEABLE LIFE COACH."
—PUBLISHERS WEEKLY BOOKLIFE

"I SEE YOU WILL DEEPLY IMPACT ANY WOMAN WHO MAY BE EXHAUSTED YET STILL YEARNS FOR MORE.... THIS BOOK IS TRULY A GAME CHANGER."
—BARBARA HUSON, AUTHOR OF OVERCOMING UNDEREARNING AND REWIRE FOR WEALTH

"KEMP DELIVERS JUST THE RIGHT BALANCE OF ADVICE AND ENCOURAGEMENT, HELPING US TO NOT ONLY LOVE THE LIFE WE ARE IN, BUT TO ACCOMPLISH OUR WILDEST DREAMS."
—PAMELA SLIM, AUTHOR OF BODY OF WORK AND THE WIDEST NET

"KEMP UNCOVERS THE RESISTANCE YOU FACE IN CONSTRUCTING SUPPORT STRUCTURES AND GIVES YOU THE FIX. YOU'RE ABOUT TO CONQUER THE TRAP OF POOR THINKING HABITS AND START SEEING THE RESULTS YOU DESERVE."
—MIKE MICHALOWICZ, AUTHOR OF ALL IN AND PROFIT FIRST

"KEMP HAS CRACKED THE CODE FOR HARD-WORKING, FAMILY-FOCUSED LEADERS WHO HAVEN'T YET ACHIEVED THE RESULTS THEY WANT AND DESERVE."
—AJ HARPER, AWARD-WINNING AUTHOR OF WRITE A MUST-READ

"I SEE YOU IS... A GUIDE TO REAL, LASTING LIFE-CHANGE FOR WOMEN. AFTER READING IT, I BELIEVE MORE THAN EVER THAT WE DON'T HAVE TO WORK MORE TO GET WHAT WE WANT."
—TAMSEN WEBSTER, DESIGNER; AUTHOR OF FIND YOUR RED THREAD

Use Winning Plays from
Work to Put Your Family First

CHIEF FAMILY OFFICER



DAVID INGLIS

Self Help & Personal Success

Publication:

May 2024

Page Two

Materials:

Manuscript Available

Rights Sold:

English (World): Page Two

Chief Family Officer

Use Winning Plays from Work to Put Your Family First

David Inglis

Feeling caught juggling work, family, and your dreams for the future? It's time to learn how to lead outside of business and start using winning plays from work to put your life and family first.

Have you been building your business by design but your family by default? It turns out you *can* be a great partner and parent and a great business leader all at once. In CHIEF FAMILY OFFICER, corporate innovation consultant and business coach David Inglis shows you how to reset your priorities so that you don't have to sacrifice. It's not about stepping back, and it's not about work-life balance. Because life and work aren't in opposition when you design around your family life.

Step up as CEO of your family and start paying attention to the Triple Bottom Line of wealth, health, and relationships, and you will regain control of your time and priorities. Identify and implement the path to a functional and fulfilling life with key concepts and practices including the Family Operating System, family strategy, systems of living, and relational excellence. Together with insights and stories from Inglis' years of coaching, CHIEF FAMILY OFFICER is your guide to re-calibrating feelings of chaos, conflict, and sacrifice so you can be rich on paper and in life.

David Inglis is a professional couples and leadership coach, speaker, and author who has spent his career helping companies and leaders navigate their most defining moments. Uniquely situated at the intersection of business and personal development, Inglis shows others how to turn foundational business systems and strategies into deeply transformational personal practices. Dave is a shamanic practitioner and the founder of Strategic Solitude, where he creates experiences for leaders to have the space to pause, be alone, and begin again.

Represented by: Evan Brown

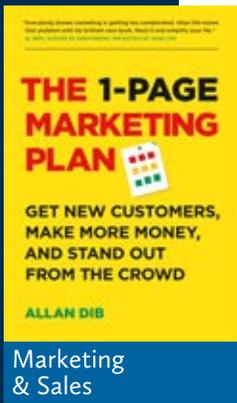
Contact: evan@transatlanticagency.com

"DAVE HAS QUIETLY BEEN THERE TO GUIDE ME DURING MY MOST PIVOTAL MOMENTS—PERSONALLY AND PROFESSIONALLY. WHILE WORKING WITH DAVE I HAVE TRIPLED MY INCOME, INCORPORATED SYSTEMS OF RECOVERY, WON THE IRONMAN CANADA, AND CONFIDENTLY OPERATE AS THE CEO OF MY OWN LIFE."

—JESSICA KUEFFER, COMMUNICATIONS EXECUTIVE; IRONMAN CHAMPION

"I AM AMAZED AT WHO I HAVE BECOME THROUGH MY COMMITMENT TO COACHING WITH DAVE. HIS LEADERSHIP HAS TRULY HELPED ME TURNED SOME OF MY DEEPEST PAINS INTO MY GREATEST GIFTS. I AM VERY PROUD OF THE EXECUTIVE, MOM, WIFE, AND FRIEND I AM TODAY, AND WHO I AM BECOMING."

—JODI MEIERING, CHIEF OPERATING OFFICER



Marketing & Sales

The 1-Page Marketing Plan

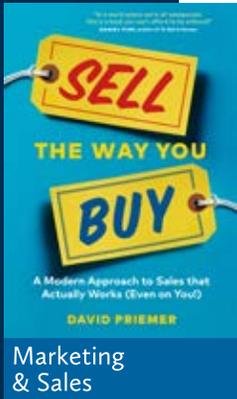
Allan Dib

The international sensation that has revolutionized millions of businesses worldwide!

To build a successful business you need to stop doing random acts of marketing and start following a reliable plan for rapid business growth. Serial entrepreneur, rebellious marketer, and #1 bestselling author Allan Dib reveals a marketing implementation breakthrough that makes creating a marketing plan simple and fast. It's literally a single page, divided up into nine squares.

Publication:
May 2018

English (World): Page Two
Arabic: Jabal Amman
Bulgarian: Anhira
Burmese: Alpha Books
Chinese (Simplified): Grand China
Czech: Grada
Dutch: Nubiz
Estonian: Äripäev
French: Pearson
German: MVG
Greek: Papatotiriou
Hebrew: Oram
Hindi/Telugu: Most Loving Group
Hungarian: Launchpad Consulting
Japanese: Direct
Korean: Alpha Media
Portuguese (Brazil): Intrinseca
Portuguese (Portugal): Self
Romanian: Business Tech Int.
Russian: Byblos
Spanish: Successwise
Slovak: Motyl
Turkish: Ithaki
Uzbek: Asaxiybooks



Marketing & Sales

Sell the Way You Buy

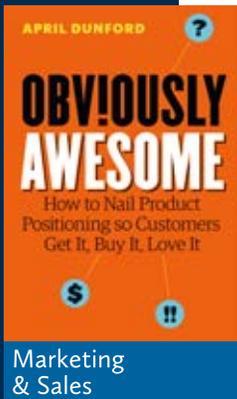
David Priemer

A guidebook to asking the right questions—and listening to the answers.

Discover scientifically supported methods for learning how to ask questions, how to listen, how to tell a compelling brand story, and how to talk to people. Learn to understand the customer, identify their needs, and move them toward the right solution—without becoming the kind of salesperson most people hate. In short, learn to sell the way you buy.

Publication:
April 2020

English (World): Page Two
Arabic: Kalamat
Chinese (Simplified): Xiron
Italian: Roi Edizioni
Japanese: Direct
Korean: Feelec



Marketing & Sales

Obviously Awesome

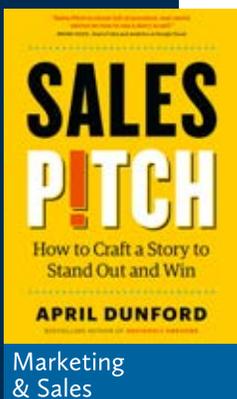
April Dunford

Positioning expert and bestselling author April Dunford shows you how to find your product's "awesome" so that you can help your customers see it too.

Discover the components of effective positioning and learn how to instantly connect with the right audience. Find out how to choose the best market for your products; how to use positioning to your advantage; and how to leverage market trends to help buyers understand why making a purchase is important right now.

Publication:
May 2019

English (World): Page Two
English (India): Sanage
Arabic: Jabal Amman
Chinese (Simplified): Jie Teng
Japanese: Direct



Marketing & Sales

Sales Pitch

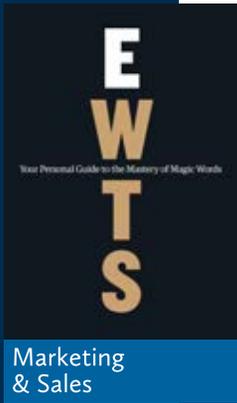
April Dunford

Discover expert guidance for clearly communicating the strengths of your unique product, from the acclaimed author of bestselling product positioning guide *Obviously Awesome*.

In this must-own handbook for entrepreneurs, salespeople, marketers, and business leaders, world-renowned marketing expert April Dunford will help you create a winning pitch that gets you better customers—and more of them. With a simple method and compelling case stories, Dunford guides you step-by-step through a solid sales pitch structure that will help customers make confident buying decisions—all while positioning you to clearly win in the market.

Publication:
October 2023

English (World): Page Two
English (India): Sanage
Arabic: Jabal Amman
Japanese: Direct



Exactly What to Say (Premium Workbook Edition)

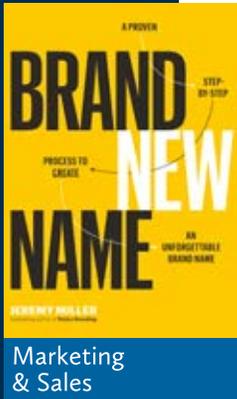
Phil M. Jones

An expanded and enhanced edition of the global bestseller! Learn exactly what to say, when to say it—and how to make it count.

This beautifully designed hardcover contains twenty-two simple and indispensable phrases that can be easily woven into your everyday exchanges, as well as three brand new sequences of Magic Words, and even more examples to demonstrate how to use them. Discover the tools you need to start changing your *words* so that you can change your *world*!

Publication:
June 2022

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Complex): Domain
Chinese (Simplified): China Youth
French: Eyrolles
Greek: Klidarithmos
Hindi: Sanage
Japanese: Pan Rolling
Korean: The Wings of Thinking
Polish: MT Biznes
Portuguese: Self
Romanian: California Fitness
Russian: Eksmo
Spanish: Urano
Turkish: Sola



Brand New Name

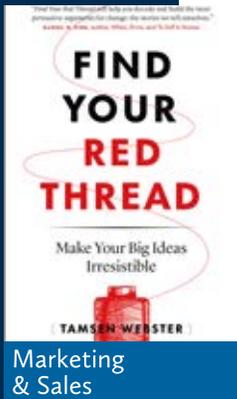
Jeremy Miller

A brilliant name defines your brand, and it can shape the future of your business. Learn how to name, or rename, anything.

Whether you are naming a company, product, service, or even an idea—choosing a brand name is one of the most important business decisions you will make. Discover the origin stories of iconic brands and learn how names persuade people and get stuck in their minds. A practical how-to guide with loads of examples and inspirational stories.

Publication:
October 2019

English (World): Page Two
Japanese: Direct
Korean: UX Review
Russian: Eksmo
Vietnamese: MZBook



Find Your Red Thread

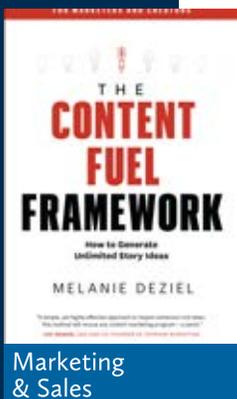
Tamsen Webster

To make your idea irresistible, build the story people will tell themselves about it.

You have a terrific idea, product, service, or business. You know it could change a life, a market, even the world. There's just one problem: others can't, or don't, see it... yet. If you truly value the possibility of your idea, then you're ready to find your Red Thread—the key to make your idea make sense to other people.

Publication:
May 2021

English (World): Page Two
English (India): Most Loving Group
English (Audio): Tantor Media
Chinese (Simplified): Cheers
Czech: Grada
Italian: Roi Edizioni
Japanese: Direct
Korean: Hyundae Jisung
Russian: MIF
Turkish: Nobel



The Content Fuel Framework

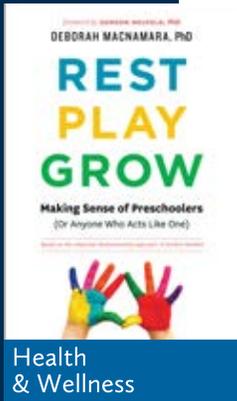
Melanie Deziel

Creators, marketers, business owners: generate limitless authentic content ideas to build an audience and promote a brand.

Award-winning content marketer Melanie Deziel shows you how to maximize your creativity by systematizing it. This simple framework catalyzes the brainstorming process, making idea generation effortless and nearly automatic. Produce fresh story ideas on demand. This book will challenge you—and enable you—to tell stories in entirely new ways. It's an adaptable and evergreen guide you'll come back to repeatedly.

Publication:
February 2020

English (World): Page Two
Chinese (Simplified): Huazhang
Japanese: Direct
Russian: Eksmo
Vietnamese: Saigon



Health
& Wellness

Rest, Play, Grow

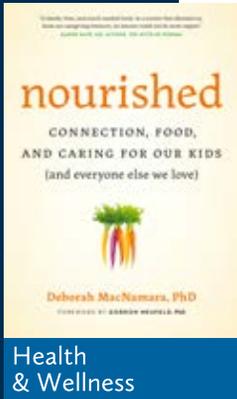
Deborah MacNamara, PhD

A roadmap to making sense of young children, based on the work of one of the world's foremost child development experts.

Baffling and beloved, with the capacity to go from joy to frustration in seconds, young children are some of the most misunderstood people on the planet. The key to understanding them lies in realizing that their challenging behavior is not a disorder or deficit. This book will forever change the way you think of the preschoolers in your life.

Publication:
April 2016

English (World): Page Two
English (Audio): Audible
Arabic: Jarir Bookstore
Chinese (Simplified): Dipper
Danish: Blue Pearl
Dutch: Standaard
Estonian: Ersen
French: Au Carré
German: Genius
Italian: Il Leone Verde
Korean: Hanmunhwa
Polish: Szum Lasu
Romanian: Univers
Russian: Resource
Slovenian: Primus
Spanish: Hará
Turkish: Erdem
Ukrainian: Smaki



Health
& Wellness

Nourished

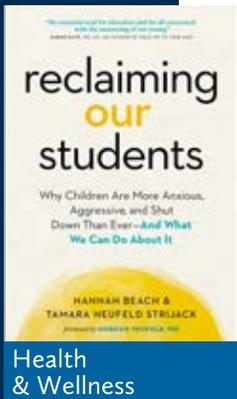
Deborah MacNamara, PhD

A must-own guidebook to providing for our kids, reframing our approach to nourishment, and resetting our relationship with food, from the bestselling author of *Rest, Play, Grow*.

After reading this seminal work it will be impossible to ever view food as just plain food again. Informed by attachment science, developmental psychology, neuroscience, and research on human emotion, NOURISHED gives us the keys to transform the everyday act of feeding our children (and other loved ones) into a most fulfilling and nourishing dance of attachment. Based on qualitative research with families, counselling parents, and her own experience as a mother, in NOURISHED, developmental and relational clinical counsellor Dr. Deborah MacNamara combines storytelling with science and puts food in its rightful place.

Publication:
September 2023

English (World): Page Two
Danish: Blue Pearl
Polish: Szum Lasu
Romanian: Univers
Ukrainian: Smaki



Health
& Wellness

Reclaiming Our Students

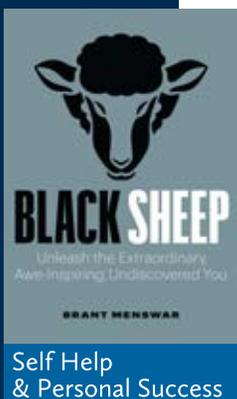
Hannah Beach & Tamara Neufeld Strijack

An invaluable emotional health resource for teachers in the classroom and parents everywhere.

In this thoughtful guide, discover how to build, feed, and protect the student-teacher relationship; learn why children are anxious, bossy, aggressive, or checked out, and what you can do; find out how you can help children shift their negative identities; and benefit from experiential activities for students of all ages that preserve and restore emotional health and well-being.

Publication:
April 2020

English (World): Page Two
Chinese (Simplified): Zhengqing
French: Au Carré
Korean: Hanmunhwa
Polish: Szum Lasu
Russian: Resource
Ukrainian: Smaki



Self Help
& Personal Success

Black Sheep

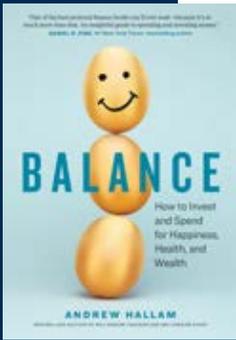
Brant Menswar

A practical guide to realizing your core values and making strides toward success in life—however you define success.

A black sheep is 100%, authentically original. In this high-octane, entertaining how-to guide filled with sage storytelling, words of wisdom, and rock-and-roll humour, Brant Menswar shows you how to unleash your own black sheep and empower your life. Discover what makes you an extraordinary original, be uniquely yourself, and live the amazing life you were always meant to lead.

Publication:
September 2020

English (World): Page Two
Arabic: Jarir Bookstore
Bulgarian: Locus
Greek: Esoptron
Korean: Feelmbook



Self Help
& Personal Success

Balance

Andrew Hallam

An illuminating guide to living a financially healthier and happier life, from the bestselling author of *Millionaire Teacher* and *Millionaire Expat*.

Optimize your income for maximum happiness by investing responsibly and living according to your values. Drawing on behavioural science, evidence-based investing, and environmental science, *BALANCE* shows you how to start framing success in a way that actually brings happiness, not stress, into your life—by balancing your money, connection, health, and purpose.

Publication:
January 2022

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Complex): Come Together Press
Chinese (Simplified): Grand China
Korean: Hanall M&C



Communication

Move the Room

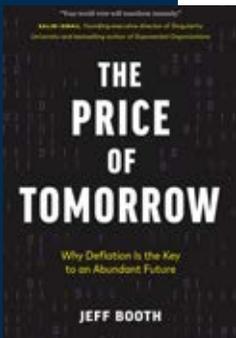
Trevor Currie

A must-have playbook for preparing, framing, and delivering engaging and compelling presentations to any audience.

Powerful speaking will lift your leadership and help you put your dent in the universe. This book will teach you how. Based on academic research and analysis of the top 100 TED talks, and with examples from Trevor's twenty-three years of experience, gain the confidence to make better choices, improve your presentation skills, and move the room.

Publication:
October 2021

English (World): Page Two
Chinese (Complex): Heliopolis
Chinese (Simplified): Beijing United Creadion
French: Pearson
Hebrew: Steimatzy-Tchelet



Big Ideas

The Price of Tomorrow

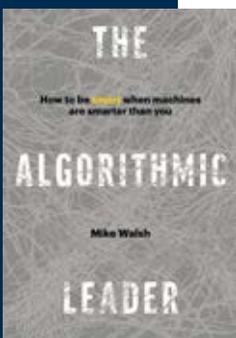
Jeff Booth

Technological advances are happening faster than our ability to understand them. We cannot afford to stand still.

In this extraordinary contrarian book, Jeff Booth, a leading mind and CEO in ecommerce and technology for twenty years, details the technological and economic realities shaping our present and our future, and the choices we face as we go forward—a potentially alarming, but deeply hopeful situation.

Publication:
January 2020

English (World): Page Two
Bulgarian: CryptoPRO
Chinese (Complex): Good Publishing
Dutch: Konsensus Network
Finnish: Konsensus Network
French: Konsensus Network
German: Aprycot Media
Hungarian: Scolar
Japanese: Business Kyoiku Shuppansha
Korean: KPI Publishing
Portuguese (Brazil): The Sovereign Individual
Russian: Popuri
Turkish: Liberus
Vietnamese: Skybooks



Big Ideas

The Algorithmic Leader

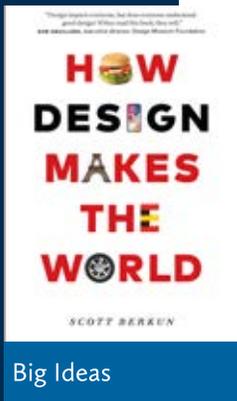
Mike Walsh

The greatest threat we face is not robots replacing us, but our reluctance to reinvent ourselves.

Automation, algorithms, and AI will transform every facet of daily life, but are we prepared for what that means for the future of work, leadership, and creativity? While many already fear that robots will take their jobs, rapid advancements in machine intelligence raise a far more important question: what is the true potential of human intelligence?

Publication:
March 2019

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Simplified): China Machine
German: Vahlen
Japanese: Nikkei
Korean: Alpha Media
Polish: Poznanskie
Russian: Eksmo



Big Ideas

How Design Makes the World

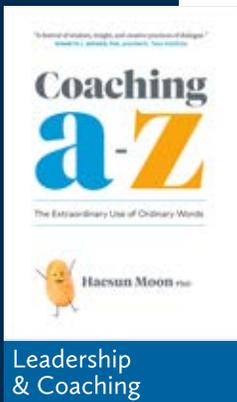
Scott Berkun

Everything, from your home to your phone, was designed by someone. What can we learn that can help us improve our lives?

Bestselling author and designer Scott Berkun reveals how designers, from software engineers to city planners, have succeeded and failed us. From the airplane armrest to the Facebook “like” button, and everything in between, Berkun shows how design helps or hinders everyone, and offers a new way to think about the world around us.

Publication:
May 2020

English (World): Page Two
Chinese (Simplified): Liaoning ST
Italian: Tecniche Nuove
Japanese: Filmart-sha
Korean: Turning Point
Russian: Alpina
Turkish: Yakamoz
Vietnamese: Asbooks



Leadership & Coaching

Coaching A - Z

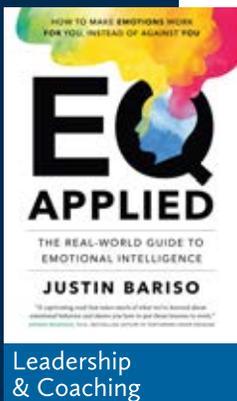
Haesun Moon, PhD

Language is a powerful tool that can unite, engage, and move people to action. It's all in what you choose to say and how you say it.

In this practical, accessible guide to having more powerful conversations, based on her extensive research with the University of Toronto and Harvard Medical School, leading expert Haesun Moon gives you the tools you need to help move others toward greater purpose and accomplishment—with one powerful word or phrase for every letter of the alphabet.

Publication:
March 2022

English (World): Page Two
Chinese (Complex): China
Productivity Center
Hungarian: Solutionsurfers
Japanese: Discover 21
Korean: Pymate
Polish: PSTTSR



Leadership & Coaching

EQ Applied

Justin Bariso

In this age of social media attacks, broken commitments, and rampant corruption, emotional intelligence is crucial.

EQ APPLIED teaches you how to channel your strongest feelings in a way that helps, not harms you—or others—enabling you to break down barriers and improve the quality of your relationships. You'll learn how thoughts and habits affect emotions, and how to replace bad habits with healthier ones. You'll see why even negative feedback is a gift, and when being empathetic can actually get you in trouble.

Publication:
May 2018

English (World): Page Two
English (Audio): Tantor Media
Arabic: Jarir Bookstore
Bulgarian: Hermes
Chinese (Complex): China Times
Chinese (Simplified): Beijing
United Creadion
Czech: Metafora
German: Vahlen
Italian: Unicomunicazione
Korean: Kyohakdoseo
Polish: Rebis
Portuguese: Porto
Russian: Bombora
Slovak: Ultimo
Spanish: Sirio
Thai: Wara
Turkish: Sola
Vietnamese: 1980 Books



Leadership & Coaching

I Love It Here

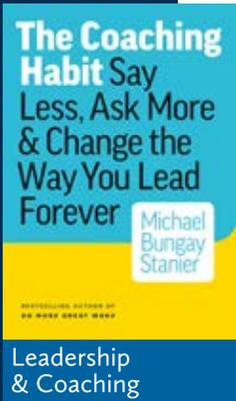
Clint Pulver

Give your employees something good to talk about.

Emmy Award-winning speaker Clint Pulver—the Undercover Millennial—shares insight from more than 10,000 undercover interviews with employees around the world, revealing the best methods for identifying talent, building a sense of ownership, and developing a successful workplace culture. Learn how your company can be a place where people don't just survive, but thrive!

Publication:
April 2021

English (World): Page Two
Chinese (Simplified): Grand China
Czech: Grada
Spanish: V&R Editoras



Leadership & Coaching

The Coaching Habit

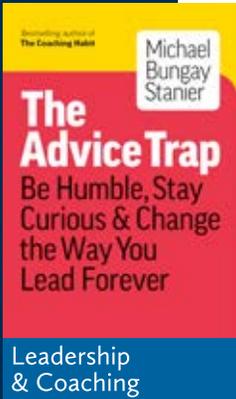
Michael Bungay Stanier

The new coaching classic, a *Wall Street Journal* bestseller with 500,000+ copies sold in English worldwide!

Coaching can become a regular, informal part of your day so managers and their teams can work less hard and have more impact. Drawing on years of experience training more than 10,000 busy managers from around the globe in practical, everyday coaching skills, Michael Bungay Stanier reveals how to unlock your peoples' potential.

Publication:
February 2016

English (World): Page Two
Arabic: Dar Al-Fikr
Chinese (Complex): Go Books
Chinese (Simplified): Grand China
Dutch: Nubiz
Estonian: AS Äripäev
French: Diateino
German: Vahlen
Greek: Papisotriou
Hindi: Wow Publishing
Hungarian: HVG
Italian: LSWR
Korean: EHAK
Lithuanian: Bigbooktalk
Mongolian: Education Development Center for Youth
Portuguese (Brazil): Sextante
Portuguese (Portugal): LeYa
Romanian: Publica
Russian: Eksmo
Spanish: Arpa & Alfiri
Thai: Nokhook
Turkish: Sola Unitas



Leadership & Coaching

The Advice Trap

Michael Bungay Stanier

Get to grips with how to actually change your behaviour, so you stay curious a little bit longer.

It sounds like it should be easy, but it's not: learning to tame your Advice Monster, that part of you that jumps in to offer up ideas, opinions, and advice. But taming your Advice Monster is crucial to good leadership. Michael Bungay Stanier has the coaching strategies, conversational tools, and resources to show you how.

Publication:
February 2020

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Simplified): Grand China
French: Diateino
German: Vahlen
Hungarian: HVG
Japanese: Discover 21
Korean: Hong C Communication
Mongolian: Education Development Center for Youth
Romanian: Publica
Russian: Eksmo
Turkish: Sola Unitas



Leadership & Coaching

How to Begin

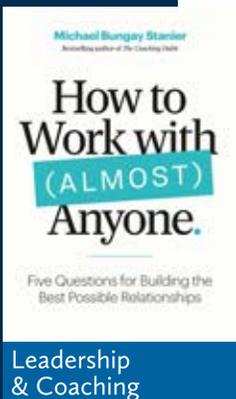
Michael Bungay Stanier

Coaching expert and bestselling author Michael Bungay Stanier is on a mission to help people achieve their most ambitious, worthy projects.

You *can* pursue your dreams! Be unabashedly ambitious. Commit to the work and begin your hero's journey. Instead of doubting yourself, start showing up for yourself so you can show up for the world. It's hard work, but it's important. Let Michael Bungay Stanier show you how to get confident and start anything that matters.

Publication:
January 2022

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Simplified): Grand China
French: Diateino
German: Vahlen
Marathi: Goel Prakashan
Portuguese (Portugal): ASA
Romanian: Publica
Russian: Eksmo Bombora
Spanish: Empresa Activa
Turkish: Sola Unitas
Vietnamese: Bloom Books



Leadership & Coaching

How to Work with (Almost) Anyone

Michael Bungay Stanier

A powerful new toolkit to improve your workplace relationships, from a top thought-leader in coaching and celebrated internationally bestselling author of *The Coaching Habit*.

We can all do a better job amplifying the best in each other, navigating the dark spots, and staying resilient and generous. Discover a tried-and-tested process to set up your working relationships—even the most challenging ones—for the best possible success. Learn how to communicate about who you are and what brings out the best and worst in you; acquire the tools you need to talk with your colleagues and set a social contract for working together; and find out how to keep your relationships strong and healthy, clear and clean.

Publication:
June 2023

English (World): Page Two
Arabic: Jarir Bookstore
Chinese (Complex): Go Books
French: Eyrolles
Hindi: Manjul
Hungarian: HVG
Malayalam: Manjul
Polish: Studio Emka
Romanian: Publica
Spanish: Empresa Activa

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