

## For What Its Worth Business Wisdom From A Pawnbroker

[Administration (référence électronique) ; informatique].

Some girls say no. Some boys don't listen. When Grace meets Ian, she's afraid. Afraid he'll reject her like the rest of the school, like her own family. After she accuses Zac, the town golden boy, of rape, everyone turns against her. Ian wouldn't be the first to call her a slut and a liar. Except Ian doesn't reject her. He's the one person who looks past the taunts and the names and the tough-girl act to see the real Grace. He's the one who gives her the courage to fight back. He's also Zac's best friend. "A bold and necessary look at an important, and very real, topic. Everyone should read this book." - Jennifer Brown, author of *Thousand Words* and *Hate List* A gut-wrenching, powerful love story told from alternating points of view by the acclaimed author of *Send*.

The Great War may be over, but one young woman discovers that some battles can be much closer to home... Infidelity and long-kept secrets threaten to destroy a family in Pamela Evans' gripping between-wars saga, *Harvest Nights*. Perfect for fans of *Dilly Court* and *Cathy Sharp*. It's 1920, and ex-land girl Clara Tripp is back home in West London with her family. Despite her engagement to local boy Arnold, Clara is feeling trapped in her dead-end job and longs to return to the countryside. An unexpected meeting with old flame Charlie Fenner leads to a temporary job at his family's orchard in Kent. Clara is finally content, but the longer she spends with the Fenners, the more she begins to suspect that all is not what it seems. What is the dark secret that hangs over them all? As Clara's feelings for Charlie grow, she realises she has an enemy on the farm who wants her gone at any cost... What readers are saying about *Harvest Nights*: 'Another brilliant read from a brilliant author. I never wanted to put this book down. When you pick up a Pamela Evans book you know you're in for a great read' 'Couldn't put this book down, yet another brilliant book by Pamela Evans'

What will it take to get her back? When the hurt that I caused the love of my life finally gives me a reality check, will it be too late? Or can I pull off a Christmas miracle? I plan on getting my wish!

"Practical . . . with an inspirational flair . . . [Dilenschneider] offers wise words. Valuable reading." —The New York Times  
Age Is No Barrier to Success. The rules of the business world are being rewritten—again—and Americans over 50 need to refresh their skill sets to meet the challenge of competing in a changing job market. Renowned workplace communications expert Robert L. Dilenschneider has completely revised and updated this indispensable guide to getting ahead in today's volatile economy. *50 Plus!* offers essential guidance to help those at or near the mature stage of their careers. In these pages, you'll learn how to:

- Use new technology platforms effectively to find your next job
- Master emerging communications tools to position yourself for a winning interview

Whether you intend to find a new career direction, grow within the field you know, start your own business, or are finally ready to realize a long-held dream, this inspiring and fact-filled guide provides a game plan for success. "The best career advice you can get from one of the best in the business." —from the Foreword by Lou Dobbs

#1 Wall Street Journal Bestseller Instant New York Times Bestseller A game-changing approach to marketing, sales, and advertising. Seth Godin has taught and inspired millions of entrepreneurs, marketers, leaders, and fans from all walks of life, via his blog, online courses, lectures, and bestselling books. He is the inventor of countless ideas that have made their way into mainstream business language, from *Permission Marketing* to *Purple Cow* to *Tribes* to *The Dip*. Now, for the first time, Godin offers the core of his marketing wisdom in one compact, accessible, timeless package. This is *Marketing* shows you how to do work you're proud of, whether you're a tech startup founder, a small business owner, or part of a large corporation. Great marketers don't use consumers to solve their company's problem; they use marketing to solve other people's problems. Their tactics rely on empathy, connection, and emotional labor instead of attention-stealing ads and spammy email funnels. No matter what your product or service, this book will help you reframe how it's presented to the world, in order to meaningfully connect with people who want it. Seth employs his signature blend of insight, observation, and memorable examples to teach you:

- \* How to build trust and permission with your target market.
- \* The art of positioning--deciding not only who it's for, but who it's not for.
- \* Why the best way to achieve your goals is to help others become who they want to be.
- \* Why the old approaches to advertising and branding no longer work.
- \* The surprising role of tension in any decision to buy (or not).
- \* How marketing is at its core about the stories we tell ourselves about our social status.

You can do work that matters for people who care. This book shows you the way.

Too many entrepreneurs push off planning for the sale of their business until the last moment. But for a business to sell for what it's really worth—or even more—owners need to prepare for the sale from the very start. In *Exit Rich*, author and mergers and acquisitions authority Michelle Seiler Tucker joins forces with Sharon Lechter, finance expert and author of *Rich Dad Poor Dad*, to create a must-have guide for all business owners—whether they're gearing up to sell a business now or just getting started building out their company into something to sell for a profit in the future. Seiler Tucker's twofold approach to selling your business for maximum profit combines two of the most powerful elements of her mergers and acquisitions toolkit: the "ST GPS Exit Model" to help business owners set goals for the sale before their business hit the market, and the "6 P Method" to help them objectively evaluate their business's worth, before their potential buyers do. Combined, these tools provide invaluable insight into the process of preparing a business for sale, finding the right buyers, and staging the sale itself. Throughout the book, Sharon Lechter's wisdom peppers each chapter in the "Mentoring Corner" section, providing forward-thinking entrepreneurs with the perspective that they need to take control of their business's future and exit rich. This book is a rich resource for any business owner looking to:

- Objectively evaluate their business before a sale
- Improve their chances of finding the right buyer
- Sell their business for maximum profit

Living in Los Angeles' Laurel Canyon neighborhood, fourteen-year-old Quinn's life has been consumed by music and the famous musicians who live nearby, but in 1971, his first girlfriend, a substitute teacher, and a draft dodger help open his

eyes about the Vietnam War.

Business and Society: Ethical, Legal, and Digital Environments prepares students for the modern workplace by exploring the opportunities and challenges they will face in today's interconnected, global economy. The author team discusses legal and ethical issues throughout and uses real-world cases to provide students with a holistic understanding of stakeholder issues. Chapters on social media and citizen movements, big data and hacking, and privacy in the digital age provide in-depth coverage of how technology is transforming the relationship between organizations and consumers.

What really sets the best managers above the rest? It's their power to build a cadre of employees who have great inner work lives—consistently positive emotions; strong motivation; and favorable perceptions of the organization, their work, and their colleagues. The worst managers undermine inner work life, often unwittingly. As Teresa Amabile and Steven Kramer explain in *The Progress Principle*, seemingly mundane workday events can make or break employees' inner work lives. But it's forward momentum in meaningful work—progress—that creates the best inner work lives. Through rigorous analysis of nearly 12,000 diary entries provided by 238 employees in 7 companies, the authors explain how managers can foster progress and enhance inner work life every day. The book shows how to remove obstacles to progress, including meaningless tasks and toxic relationships. It also explains how to activate two forces that enable progress: (1) catalysts—events that directly facilitate project work, such as clear goals and autonomy—and (2) nourishers—interpersonal events that uplift workers, including encouragement and demonstrations of respect and collegiality. Brimming with honest examples from the companies studied, *The Progress Principle* equips aspiring and seasoned leaders alike with the insights they need to maximize their people's performance.

FOR WHAT IT'S WORTH is a story about the life of a Mixed Martial Arts, Heavyweight fighter, Sgt. Marcus Monet, and how he won the Army Heavyweight Championship Title Fight. After the fight, Sgt. Monet was hit by a drunk driver, and had to separate from the military on a medical discharge. After getting out of the service, Sgt. Monet ended up living on the streets of Los Angeles, California, SKID ROW, because he could not get work to support his disability. Eventually Sgt. Monet met and fell in love with the daughter of a great Martial Arts teacher's daughter, Angela Cruz, and he regained his health and regained his Heavyweight Title once again

My, how things have changed! Experience glimpses into the past from the memories of a Baptist preacher who continues his mission of joyfully serving Jesus each day. Read of life incidents he has tied with his understanding of the Scriptures that have served to guide him through everyday living for eighty-eight years. From working in the cotton fields in northern Louisiana during the Great Depression to maneuvering through the age of computers and cell phones, experience the life lessons E.J. has learned along the way. E.J. took to heart the importance of every experience he encountered throughout his eventful life, from the value of hard work to the importance of not only making friends but being a friend as well. Journey along with E.J. as he fulfills his lifelong passion of making sure every person he meets, from the waitress in the restaurant to the person in the airport, has a personal relationship with Jesus Christ. As you read this book, you will be encouraged to follow his example in getting up each morning and asking God to make you aware of divine appointments. You too may want to determine not to let anything or anyone rob you of your joy in the Lord!

This valuable book helps financial advisors address the needs of their entrepreneurial clients. Most people opening their own businesses are experts in their fields. But when it comes to the vital intricacies of running a successful business, many entrepreneurs find themselves struggling to survive. With more and more people starting their own small businesses, a growing need has developed for expert guidance to help today's entrepreneurs face their new legal, tax, and financial challenges. *Advising Entrepreneurs* helps financial advisors address the special needs of their entrepreneurial clients. It provides a comprehensive approach to growing wealth, shielding business assets from liabilities, lowering taxes, and much more by promoting prudent risk-taking. Marc Lane (Chicago, IL) is a business and tax attorney. He is a Master Registered Financial Planner, Registered Financial Consultant, and Certified Investment Specialist. He has authored thirty books, is an Adjunct Professor of Business at the University of Illinois College of Business Administration's Institute for Entrepreneurial Studies, and an Adjunct Professor of Law at Northwestern University.

If you are a small business owner you can forget that old line about your house being the single largest investment you will ever make. It isn't, your business is. What are you going to do with your business? In the near term, you probably plan to get up every morning and try to keep making a living, but what comes after that? What happens when the time comes for you to do something else? Are you ever going to retire, or sell the business, or maybe even leave it to your children? It is a good idea to track the value of your business anyway, but if the ownership of the business is going to change, then you quite simply have to know what it is worth. Business valuation has grown into a highly technical analytical process, and the bulk of valuation publications tends to be highly technical as well. This book, however, was written specifically for small business owners and makes the science and art of business valuation understandable. It delves into how businesses are valued and what elements of your business create value. If you have any dreams of one day selling your business, either to fund your retirement or to finance another business venture, then you will want your business to be worth as much as possible. 'For What It's Worth' shows you the ground rules and lets you start building value in your business instead of just treading water and hoping for a lucky break. This edition includes a bonus chapter that discusses just how to start going about getting your business ready to sell. It includes tips, tricks, and techniques to get you started in the right direction so you won't find yourself simply slapping a FOR SALE sign in the window and hoping for the best.

Edited by Robert L. Green, CPA, CVA, CFE, CM&A

Covers the formation and rise to stardom of Buffalo Springfield.

The popular radio personality offers a collection of witty, strange, and irresistible news items culled from newspapers from across the country

The star of the reality show "Hardcore Pawn" draws on his rags-to-riches experiences as a third-generation pawnbroker in Detroit, revealing how the strategies of pawnbrokers can be applied for success in all areas of a sales career.

Celia Ross explains how to provide quality reference help on issues from marketing to finance - for business people, students, and even business faculty.

A revelation for small business owners: creating a profitable business is possible without getting into a slash-and-burn price war with your competitors. Petty and Verbeck inspire you to live your passion and pass your enthusiasm on to your customers, without succumbing to the pressure to discount.

#1 NEW YORK TIMES BESTSELLER • A memoir of leadership and success: The executive chairman of Disney, Time's 2019 businessperson of the year, shares the ideas and values he embraced during his fifteen years as CEO while reinventing one of the world's most beloved companies and inspiring the people who bring the magic to life. NAMED ONE OF THE BEST BOOKS OF THE YEAR BY NPR Robert Iger became CEO of The Walt Disney Company in 2005, during a difficult time. Competition was more intense than ever and technology was changing faster than at any time in the company's history. His vision came down to three clear ideas: Recommit to the concept that quality matters, embrace technology instead of fighting it, and think bigger—think global—and turn Disney into a stronger brand in international markets. Today, Disney is the largest, most admired media company in the world, counting Pixar, Marvel, Lucasfilm, and 21st Century Fox among its properties. Its value is nearly five times what it was when Iger took over, and he is recognized as one of the most innovative and successful CEOs of our era. In *The Ride of a Lifetime*, Robert Iger shares the lessons he learned while running Disney and leading its 220,000-plus employees, and he explores the principles that are necessary for true leadership, including:

- Optimism. Even in the face of difficulty, an optimistic leader will find the path toward the best possible outcome and focus on that, rather than give in to pessimism and blaming.
- Courage. Leaders have to be willing to take risks and place big bets. Fear of failure destroys creativity.
- Decisiveness. All decisions, no matter how difficult, can be made on a timely basis. Indecisiveness is both wasteful and destructive to morale.
- Fairness. Treat people decently, with empathy, and be accessible to them.

This book is about the relentless curiosity that has driven Iger for forty-five years, since the day he started as the lowliest studio grunt at ABC. It's also about thoughtfulness and respect, and a decency-over-dollars approach that has become the bedrock of every project and partnership Iger pursues, from a deep friendship with Steve Jobs in his final years to an abiding love of the Star Wars mythology. "The ideas in this book strike me as universal" Iger writes. "Not just to the aspiring CEOs of the world, but to anyone wanting to feel less fearful, more confidently themselves, as they navigate their professional and even personal lives."

Part-memoir, part-history, *The Business of Books* is an irascible, acute and often passionate account of the collapsing standards of contemporary book publishing. It has appeared throughout the world in seventeen different editions. Book jacket.

The mega-bestseller with more than 2 million readers, soon to be a major television series From the #1 New York Times bestselling author of *The Lincoln Highway* and *Rules of Civility*, a beautifully transporting novel about a man who is ordered to spend the rest of his life inside a luxury hotel In 1922, Count Alexander Rostov is deemed an unrepentant aristocrat by a Bolshevik tribunal, and is sentenced to house arrest in the Metropol, a grand hotel across the street from the Kremlin. Rostov, an indomitable man of erudition and wit, has never worked a day in his life, and must now live in an attic room while some of the most tumultuous decades in Russian history are unfolding outside the hotel's doors.

Unexpectedly, his reduced circumstances provide him entry into a much larger world of emotional discovery. Brimming with humor, a glittering cast of characters, and one beautifully rendered scene after another, this singular novel casts a spell as it relates the count's endeavor to gain a deeper understanding of what it means to be a man of purpose.

"If you are an entrepreneur, stop what you are doing and go get this book! Stacy takes the stress out of running your own business and makes it fun." - Casey DeStefano, Host of Women with Balls . . . in the Air Podcast

If you've poured your heart and bank account into your business but are struggling to make your numbers, drowning under a million unfinished plans, or stressing over every last detail, you may not know the answer to the question, "Is Your Business Worth Saving?" The truth lies underneath all your fears, worries, and to-do lists. With help from entrepreneur and business coach Stacy Tuschl, you will uncover the next steps to taking your business from so-so to successful. In this practical guide, business coach Stacy Tuschl shares a personalized, step-by-step plan for rescuing your business--and your sanity. She talks directly to YOU and other female entrepreneurs who are lost in the responsibilities of running a business while maintaining a full life. "Your pursuit of success in any one aspect of your life cannot come at the cost of the rest of what makes you who you are." This book is for you if you've asked yourself: Is this business worth all the time, money, and effort I've been putting into it? Am I really capable of doing this? Should I continue down this path? What if I'm in over my head? How will I know what to do next? Stacy helps you assess whether your business can be rescued, and then provides you with her tested, actionable strategies to help it not only survive, but thrive. In this book, you'll find: Critical questions and get-real evaluations to help you assess the health and viability of your business Financial know-how Innovative marketing ideas Tips for working well with clients and team members Her sought-after strategies for business partnerships The key elements of her exclusive business tracking systems Strategic processes to determine your direction What's holding you back from getting there, including areas of self-sabotage, business blunders, financial habits, and image-killers Tips, disciplines, and practices to dig yourself out of a rut and charge to the top Along the way, Stacy guides you in assessing your own strengths and weaknesses as an entrepreneur so you get out of your own way and achieve your true potential. At the end of each chapter, Sign Posts help provide reassurance that you're headed in the right direction on a difficult journey. Rather than a one-size-fits-all solution to your business challenges, this guide offers Stacy's proven and personalized Business Rescue Road Map. With this plan in hand, you can become the innovative, excited, and passionate entrepreneur you want to be, and live the life of your dreams! By calling on the best you have to offer, you'll become an asset to your business and reach a new level of life, balance, and joy. Full of front-line lessons learned and motivational tips, "Is Your Business Worth Saving?" is a 168-page change agent for entrepreneurs at any stage.

The "\$70k CEO" shares why he decided to pay a living wage at his company and urges entrepreneurs and other leaders to use their values to make better business decisions.

Is It Safe? PROTECTING YOUR COMPUTER, YOUR BUSINESS, AND YOURSELF ONLINE IDENTITY THEFT. DATA THEFT. INTERNET

FRAUD. ONLINE SURVEILLANCE. EMAIL SCAMS. Hacks, attacks, and viruses. The Internet is a dangerous place. In years past, you could protect your computer from malicious activity by installing an antivirus program and activating a firewall utility. Unfortunately, that's no longer good enough; the Internet has become a much darker place, plagued not only by rogue software but also by dangerous criminals and shadowy government agencies. *Is It Safe?* addresses the new generation of security threat. It presents information about each type of threat and then discusses ways to minimize and recover from those threats. *Is It Safe?* differs from other security books by focusing more on the social aspects of online security than purely the technical aspects. Yes, this book still covers topics such as antivirus programs and spam blockers, but it recognizes that today's online security issues are more behavioral in nature—phishing schemes, email scams, and the like. Are you being scammed? Learn how to spot the newest and most insidious computer security threats—fraudulent retailers, eBay scammers, online con artists, and the like. Is your identity safe? Avoid being one of the nine million Americans each year who have their identities stolen. Today's real Internet threats aren't viruses and spam. Today's real threat are thieves who steal your identity, rack up thousands on your credit card, open businesses under your name, commit crimes, and forever damage your reputation! Is Big Brother watching? Get the scoop on online tracking and surveillance. We examine just who might be tracking your online activities and why. Is your employer watching you? How to tell when you're being monitored; and how to determine what is acceptable and what isn't. Michael Miller has written more than 80 nonfiction books over the past two decades. His best-selling books include *Que's YouTube 4 You*, *Googlepedia: The Ultimate Google Resource*, *iPodpedia: The Ultimate iPod and iTunes Resource*, and *Absolute Beginner's Guide to Computer Basics*. He has established a reputation for clearly explaining technical topics to nontechnical readers and for offering useful real-world advice about complicated topics. *Sell your business for more than its worth* addresses the vital issues that add value to your business as well as increase the sales price potential of your business. This book will define industries that are desirable to buyers and it will open your eyes to discover if your industry is thriving or dying and what you can do about it. This must-read will provide valuable tips on creating congruent profit centers and diversifying your product/client mix. Most important this book is a blueprint for anyone that wants to increase market share, become more profitable and for those that want to, sell their business for top dollar! This extraordinary book will demonstrate how to increase profits, plan your exit strategy and sell your business for maximum value in the quickest time possible in an easy to understand step-by-step approach. Tara Joyce provides an elegant framework for understanding how not setting prices can be a viable strategy for your small business. Consciously explore your relationship to money, to other people, and to exchanging value. Imagine, the growth made possible when you don't set a limit to your business' value.

Are you thinking about selling your business? This 90-minute read is filled with practical, step-by-step advice that will help you get the most cash for the blood, sweat, and tears you've invested. Gerry T. Pandaleon, CPA, CMA, FCPA, brings three decades of experience as a CPA, controller, and CFO to this user-friendly guide to selling your business. Her lively, arm-around-your-shoulder style teaches you how to build equity into your business while preparing it for sale. Every page weaves actionable advice with from-the-trenches examples so you can avoid stress and make your business more valuable to a buyer. In *How to Sell a Business For What It's Really Worth* you will discover: \*The first (and smartest) thing you must do once you decide to sell \*How to steer clear of pitfalls that make buyers walk away \*Why buyers have different hot buttons, and how to react to them \*17 questions you must answer before you put your business up for sale \*Why the golf course method of business valuation is not enough \*How your financial statements can reveal where to build equity \*Which sticking point can cost the most money and headaches - and how to control it \*Why it's smart to negotiate a consulting fee for yourself \*How to choose who stays and who goes in a merger \*The one simple tactic that moves a dragging deal forward \*10 red flags that you should not go through with the sell \*Why you should sell a failing business instead of fold it \*12 interview questions you must ask your advisers \*The Dance of the Deal: what to expect in a typical scenario \*How to exit with grace and dignity You will also get instant access to interactive, downloadable spreadsheets: \*Business Selling Timeline: list and track your business-selling activities \*Partial-Sell Calculator: translate a buy-in offer into actual dollars Work through this book and you may find yourself owning a business that is so well-run and profitable that you decide not to sell it.

Gus S. Wortham was a good businessman. Among other enterprises, he started a highly successful insurance company, American General, and helped to shape the economic institutions of Houston. Gus Wortham was a civic leader, who worked actively in the Chamber of Commerce to influence the city's economic climate and who left the city a legacy of cultural institutions, including the Wortham Theater Center. Gus Wortham was a rancher and land developer. Land: "They aren't making any more if it," he liked to say. So he bought it, developed it, and built a business with it. In short, he became one of the most influential men in the history of Houston. This is the story of his life, his business, his city. Company records and interviews with Wortham's surviving friends and associates combine to make it a thorough account. "Mr. Wortham had an interesting philosophy about several matters in life," writes his longtime friend and business partner Sterling C. Evans in the Foreword. "One was on dollars. With the business dollar, it was immoral not to make money and one had to make sure to receive full value. With the pleasure dollar, if one could afford it, enjoy it and never look back." This old-school Southwestern gentleman lived a life worthy of a movie, and his company, American General, has shaped a city worthy of a television series of its own. Urban and business historians alike will find this book a fascinating study, and those who know, or want to know, Houston will find it an enlightening chronicle. The year is 1971 and the place is Laurel Canyon, California. Quinn, a fourteen-year-old music "encyclopedia," writes a music column—called "For What It's Worth"—for his school paper. But Quinn's world is about to change when he is faced with helping a war dodger and must make some tough decisions. When he starts receiving cryptic Ouija board messages from Jim Morrison, Janis Joplin, and Jimi Hendrix (all members of the 27 Club), he knows he is in over his head. Fortunately for Quinn, his new girlfriend Caroline helps him get a grip and channel his inner self.

About The Book *Spontaneous!* Stimulating! This is one that will keep you in awe -Allan Williams, author of the enlightening hit *Storetry* Alex Green A.K.A. Hulk and his two childhood friends, BJ and Rick, A.K.A. Red grows up in the D.C. Metropolitan area to be successful in everything except finding fulfilling women to be in their lives. Each of them possessing unique characteristics to attract women they soon learn that everything that glitter is not gold, after experiencing numerous sexual encounters with various types of women, which leads to drama, uncertainty, and perhaps death. An emotional roller coaster, *For What its Worth* is a straight forward and shocking novel that Allan Williams has managed to puzzle together in ways that are multidimensional.

*COVERING YOUR ASSets* is not a guide on how to accumulate assets. It is written specifically for people who have already accumulated assets, or are on their way to doing so, and wish to preserve and protect those assets. It is written in a unique format that will allow you to isolate your specific life situation and read only material applicable to you. You will learn about what the Wealth Planning process should actually entail, the Thirteen Wealth Management Issues (twelve of which that are ignored by many Financial Planners), the synergy that should come from the integration of these oft-ignored issues, and how to properly build a Wealth Planning Team. Twenty-seven complex strategies and techniques are explained in simple terms and presented in such a way that they can be easily understood by any layman. *COVERING YOUR ASSets* is an informative, enjoyable and easy to read guide for anyone wishing to Preserve and Protect what they have accumulated.

**Book Description:** *Green Berets* unfolds in the chaotic late 1960's. We experience his steps as he graduates rigorous Special Forces' training and is selected as part of an elite team in Europe. This action/ true- life memoir concludes with revelations from his Vietnam tour-of-duty and his jungle patrols' diary written during the 1968 TET Offensive. and on weekends, the author scheduled himself one year to complete the book. Beginning on the anniversary date of his

discharge from the Army, he kept to his schedule even when faced with technical equipment problems. The author recognizes his story came to be told by pure chance, but he found the journey to be engaging as well as cathartic. If there is another book forthcoming from this author, the subject matter will be entirely different as his file for this information is now closed.

Businesses these days talk a lot about figuring out what the customer wants. Well, here's your first lesson: the customer doesn't know what he wants. This book is going to show you how to convince him he wants the thing you're selling. Les Gold has been in business since age twelve, when he started selling used golf clubs from his dad's basement. Now he owns Detroit's biggest pawnshop, American Jewelry and Loan, and is the star of the hit reality TV show Hardcore Pawn. As a third-generation pawnbroker, Gold grew up in the business, dealing with customers who could be unruly and violent as often as they were friendly. He became good at selling just about anything and at buying items for what they were worth. Although he started at his family's small pawnshop, he has now expanded into a fifty-thousand-square-foot former bowling alley, making a thousand deals a day. On any given day, he could be taking a vintage car in to pawn or chasing down a thief who's just stolen a gold chain from the store. No business school in the world can teach you as much about buying, selling, negotiating, managing employees, dealing with customers, advertising, tracking trends, and predicting the economy's ups and downs. In this entertaining, honest book, Gold takes you inside some of his weirdest, wackiest deals and steals. From the monkey his dad once took in to pawn to the deal Gold made for a stripper pole, he has no boundaries for what he considers to be part of his business—and neither should you. You will learn: How to tell an emotional story when you're selling—and take emotion out of the transaction when you're buying Why judging your customers before you know them can kill a potential deal How to deal with risk, both mental and physical How to communicate with employees (even if they're your own kids) Why investing in relationships with your community is time well spent Why your business should never be limited by what others tell you it should be No place in the world prepares you better for the working world than a pawnshop, and Les Gold takes you inside his shop to share what he's learned from fifty-five years in the most interesting job in the world.

A profile of Buffalo Springfield, a group whose members included Neil Young and Stephen Stills. Though acknowledged as a talented and adventurous group of the late-60s, they did not achieve international success. This book gives insight into the group and the American music scene of the 60s.

War Is a Racket is a speech and a 1935 short book, by Smedley D. Butler, a retired United States Marine Corps Major General and two-time Medal of Honor recipient. Based on his career military experience, Butler frankly discusses how business interests commercially benefit (including war profiteering) from warfare. He had been appointed commanding officer of the Gendarmerie during the United States occupation of Haiti, which lasted from 1915 to 1934.

If You Fight: Corrupted Love #2

[Copyright: 8ebdb89a2e7fd2144160c0c1208a60d9](https://www.pdfdrive.com/for-what-its-worth-business-wisdom-from-a-pawnbroker-p2144160c0c1208a60d9.html)