

# The Win Without Pitching Manifesto

Positioning for Professionals  
The Irresistible Consultant's Guide to Winning Clients  
Nobody Wants to Read Your Sh\*t  
Your First 1000 Copies  
Contagious You: Unlock Your Power to Influence, Lead, and Create the Impact You Want  
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The Snowball System  
Creative Strategy and the Business of Design  
Copywrong to Copywriter  
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Workbook for Creatives  
Pocket Full of Do  
Let's Get Real Or Let's Not Play  
Scramble  
The Brand Flip  
Managing The Professional Service Firm  
Dear Client  
The Soul of Enterprise  
The Levitan Pitch. Buy This Book. Win More Pitches  
The Psychology of Graphic Design  
Pricing  
Making Ideas Happen  
Madison Avenue Manslaughter  
This Is Marketing  
Consulting Success  
Identity Designed  
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Socratic Selling: How to Ask the Questions That Get the Sale  
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The Win Without Pitching Manifesto  
The Science of Selling  
101 Things I Learned ® in Business School  
Burn Your Portfolio  
Freelance, and Business, and Stuff  
Don't Call It That  
Brand Intervention  
The Art of the Pitch

## Positioning for Professionals

Offers advice on real-world practices, professional do's and don'ts, and business rules for those in the graphic arts.

## **The Irresistible Consultant's Guide to Winning Clients**

Develop and harness a powerful, sustainable word-of-mouth movement How did the 360-year-old scissor company, Fiskars, double its profit in key markets just by realizing its customers had already formed a community of avid scrapbookers? How is Best Buy planning to dominate the musical instruments market? By understanding the Brains on Fire model of tapping movements and stepping away from the old-school marketing "campaign" mentality. Brains on Fire offers original, practical and actionable steps for creating a word-of-mouth movement for corporations, products, services, and organizations. It takes you step-by-step through the necessary actions needed to start your own authentic movement. Develop and harness a powerful, sustainable, word-of-mouth movement Describes 10 lessons to master and create a powerful, sustainable movement The Brains on Fire blog is often ranked in the top 100 of AdAge's Power 150 Marketing Blogs

## **Nobody Wants to Read Your Sh\*t**

How can I be more creative? People from every walk of life have asked this question. Whether the motivation is to find more personal satisfaction in everyday life or to achieve success in the workplace, the desire for creativity, and the struggle to sustain it, is universal. Drawing on his varied experiences as a successful product designer and creative director, as well as a seasoned educator and a working parent,

Fridolin Beisert's Creative Strategies: 10 Approaches to Solving Design Problems uncovers priceless strategies to lead a more creative life--in any industry, at any level--whether you are a student, a teacher, a parent, or a CEO. Beisert's approaches, cleverly and appropriately titled Pattern Breaking, Planting Limits, and Reality Hacking, to name a few, are revealed through case studies and personal anecdotes that are both entertaining and illuminating, and demonstrate that creativity is a skill that can be learned the same way that we learn how to ride a bicycle: by actively practicing it.

### **Your First 1000 Copies**

#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.

### **Contagious You: Unlock Your Power to Influence, Lead, and Create the Impact You Want**

The Pricing Workbook for Creatives is a step-by-step solution for the creative business problem of determining the right price for your work, time, energy, and effort on any creative project. The design of the workbook brings readers from a beginning mindset of only knowing what they need to eat and live to a mindset of knowing exactly what price will not only support their creative work, but help them plan for a fully supported professional creative life. The world does not need more starving artists; it needs more professional creatives who know how to

price their work appropriately and grow their creative business. CAUTION: THIS WORKBOOK MAY MAKE YOU LIVE THE CREATIVE LIFE YOU'VE DREAMED OF! What kind of creatives benefit from The Pricing Workbook for Creatives? Photographers - Graphic Designers - Writers - Artists - Jewelry Makers - Illustrators - Comic Creators - Comedians - Speakers - Social Media Influencers - Unicorn Wranglers - Woodworkers - Astrologers - Coaches - Dancers - Actors - Musicians - Tour Guides - Gardeners - Landscapers - Feng Shui Consultants - Home Stagers - Interior Designers - Architects - Carpenters - Painters - Audio Engineers - Private Lesson Teachers - Buskers - Language Translators - Voice Over Actors - Singers - Furniture Makers - Stylists - Hairdressers - Fashion Designers - Cobblers - Event Planners - Chefs - Party Decorators - Bakers - Dog Sitters - Cake Decorators - Editors - Personal Organizers - Web Site Designers - Rug Makers - Knitters - Contortionists - Acrobats - Yoga Instructors - Sand Castle Sculptors - Meditation Teachers - Energy Healers - Reiki Practioners - Tarot Readers - Ministers - Counselors - Psychologists - Social Justice Advocates - Teaching Artists - Harry Potter Wand Makers - Podcasters - YouTube Creators.. and creative people with talents the world has never even witnessed yet!

## **Setting Up Your Shots**

How can you take your skills and expertise and package and present it to become a successful consultant? There are proven time-tested principles, strategies, tactics and best-practices the most

successful consultants use to start, run and grow their consulting business. Consulting Success teaches you what they are. In this book you'll learn: - How to position yourself as a leading expert and authority in your marketplace - Effective marketing and branding materials that get the attention of your ideal clients - Strategies to increase your fees and earn more with every project - The proposal template that has generated millions of dollars in consulting engagements - How to develop a pipeline of business and attract ideal clients - Productivity secrets for consultants including how to get more done in one week than most people do in a month - And much, much more

### **Obliquity**

Praise for IMPLEMENTING VALUE PRICING A Radical Business Model for Professional Firms "Ron Baker is the most prolific and best writer when it comes to pricing services. This is a must-read for executives and partners in small to large firms. Ron provides the basics, the advanced ideas, the workbooks, the case studies—everything. This is a must-have and a terrific book." —Reed K. Holden founder and CEO, Holden Advisors, Corp., Associate Professor, Columbia University [www.holdenadvisors.com](http://www.holdenadvisors.com) "We've known through Ron Baker's earlier books that he's not just an extraordinary thinker and truly brilliant writer—he's a mover and a shaker on a mission. This is the End of Time! Brilliant." —Paul Dunn Chairman, B1G1® [www.b1g1.com](http://www.b1g1.com) "Implementing Value Pricing is a powerful blend of theory, strategy, and tactics.

Ron Baker's most recent offering is ambitious in scope, exploring topics that include economic theory, customer orientation, value identification, service positioning, and pricing strategy. He weaves all of them together seamlessly, and includes numerous examples to illustrate his primary points. I have applied the knowledge I've gained from his body of work, and the benefits to me—and to my customers—have been immediate, significant, and ongoing." —Brent Uren Principal, Valuation & Business Modeling Ernst & Young® [www.ey.com](http://www.ey.com) "Ron Baker is a revolutionary. He is on a radical crusade to align the interests of service providers with those of their customers by having lawyers, accountants, and consultants charge based on the value they provide, rather than the effort it takes. Implementing Value Pricing is a manifesto that establishes a clear case for the revolution. It provides detailed guidance that includes not only strategies and tactics, but key predictive indicators for success. It is richly illustrated by the successes of firms that have embraced value-based pricing to make their services not only more cost-effective for their customers, but more profitable as well. The hallmark of a manifesto is an unyielding sense of purpose and a call to action. Let the revolution begin." —Robert G. Cross, Chairman and CEO, Revenue Analytics, Inc. Author, Revenue Management: Hard-Core Tactics for Market Domination

## **Brains on Fire**

## **The Brand Gap, Revised Edition**

THE BRAND GAP is the first book to present a unified theory of brand-building. Whereas most books on branding are weighted toward either a strategic or creative approach, this book shows how both ways of thinking can unite to produce a “charismatic brand”—a brand that customers feel is essential to their lives. In an entertaining two-hour read you’ll learn:

- the new definition of brand
- the five essential disciplines of brand-building
- how branding is changing the dynamics of competition
- the three most powerful questions to ask about any brand
- why collaboration is the key to brand-building
- how design determines a customer’s experience
- how to test brand concepts quickly and cheaply
- the importance of managing brands from the inside

220-word brand glossary

From the back cover: Not since McLuhan’s *THE MEDIUM IS THE MESSAGE* has a book compressed so many ideas into so few pages. Using the visual language of the boardroom, Neumeier presents the first unified theory of branding—a set of five disciplines to help companies bridge the gap between brand strategy and customer experience. Those with a grasp of branding will be inspired by the new perspectives they find here, and those who would like to understand it better will suddenly “get it.” This deceptively simple book offers everyone in the company access to “the most powerful business tool since the spreadsheet.”

## **The Snowball System**

DON'T CALL IT THAT is a step-by-step workbook that will guide you through the naming process. A Hundred Monkeys Creative Director, Eli Altman, will help you develop attention grabbing names that speak to your audience and establish the seed of your brand.

### **Creative Strategy and the Business of Design**

The much-anticipated follow-up to *Contagious Culture* shows aspiring leaders how to embody the qualities they wish to cultivate in their organizations. In *Contagious Culture*, Anese Cavanaugh proved that it's possible to create an energized and engaged organizational culture that spreads from person to person. Now, in *Contagious You*, she hones in on the individual, showing us how each of us is contagious in our own way and stressing the importance of leading with intention to achieve positive results. For anyone who's sought to create change, or felt sucked into the drama and chaos of a toxic work environment, this book will advance the notion that everyone at an organization is a leader - for good or for bad - and that leaders have tremendous power to influence those who follow their example. The quality of our leadership is based upon our intentions, energy, and presence. By emphasizing authorship, self-care, and response-ability (not responsibility) as leadership skills and therefore cultural amplifiers, *Contagious You* shows you how to walk the path of more effective leadership while navigating the road blocks in your way. Whether these road blocks are working with negative co-workers with secret agendas and

unrealistic expectations, or just the general “busyness” of life and its excessive demands, this book will take you on a journey to create more space, more courageous leadership, and stronger collaboration to influence others and create the impact you desire. The common denominator is YOU. No matter what level you’re on, your intentions, energy, and presence impact your ability to do anything within your life. Contagious You is an invitation to UNLOCK your own power. YOU set the tone. YOU are the culture. So show up, lead, and intentionally become the change you wish to see.

### **Copywrong to Copywriter**

Copywrong to copywriter is a handbook for anyone who feels like they can't write to save themselves. If you think you've got the wrong tone of voice, don't understand the ins-and-outs of grammar or just don't feel confident writing about yourself without sounding like an idiot, read this book. Each chapter systematically works through the foundations of copywriting, starting from the very basics and ending with how to write a brief to produce your own well-structured and hard-working copy.

### **Implementing Value Pricing**

The Revolutionary Sales Approach Scientifically Proven to Dramatically Improve Your Sales and Business Success Blending cutting-edge research in social psychology, neuroscience, and behavioral economics, *The Science of Selling* shows you how to

align the way you sell with how our brains naturally form buying decisions, dramatically increasing your ability to earn more sales. Unlike other sales books, which primarily rely on anecdotal evidence and unproven advice, Hoffeld's evidence-based approach connects the dots between science and situations salespeople and business leaders face every day to help you consistently succeed, including proven ways to:

- Engage buyers' emotions to increase their receptiveness to you and your ideas
- Ask questions that line up with how the brain discloses information
- Lock in the incremental commitments that lead to a sale
- Create positive influence and reduce the sway of competitors
- Discover the underlying causes of objections and neutralize them
- Guide buyers through the necessary mental steps to make purchasing decisions

Packed with advice and anecdotes, *The Science of Selling* is an essential resource for anyone looking to succeed in today's cutthroat selling environment, advance their business goals, or boost their ability to influence others.

**\*\*Named one of The 20 Most Highly-Rated Sales Books of All Time by HubSpot**

### **Graphic Design, Referenced**

Best-selling brand expert Marty Neumeier shows you how to make the leap from a company-driven past to the consumer-driven future. You'll learn how to flip your brand from offering products to offering meaning, from value protection to value creation, from cost-based pricing to relationship pricing, from market segments to brand tribes, and from customer

satisfaction to customer empowerment. In the 13 years since Neumeier wrote *The Brand Gap*, the influence of social media has proven his core theory: “A brand isn’t what you say it is – it’s what they say it is.” People are no longer consumers or market segments or tiny blips in big data. They don’t buy brands. They join brands. They want a vote in what gets produced and how it gets delivered. They’re willing to roll up their sleeves and help out—not only by promoting the brand to their friends, but by contributing content, volunteering ideas, and even selling products or services. At the center of the book is the Brand Commitment Matrix, a simple tool for organizing the six primary components of a brand. Your brand community is your tribe. How will you lead it?

### **Pricing Workbook for Creatives**

Though it's a potentially lucrative enterprise, the reality of independent consulting seldom matches the dream. Most solo consultants and boutique consulting firms are perpetually within six months of bankruptcy due to the sputtering unreliability of their new business engines. The problem, according to international consulting expert David A. Fields, is twofold: 1) lack of a consistent, proven plan, and 2) fundamental misunderstanding about what clients want in a consultant. Fields, who has helped hundreds of consultants and boutique firms worldwide build lucrative, sustainable practices, replaces the typical consultant's mindset of emphasizing expertise and differentiated processes with a focus on building

relationships, engendering trust, and solving clients' existing problems. In *The Irresistible Consultant's Guide to Winning Clients: Six Steps to Unlimited Clients and Financial Freedom*, Fields synthesizes his decades of experience into a step-by-step approach to winning more projects from more clients at higher fees. From nuts-and-bolts business advice and tactics to a deeply insightful breakdown of the human side of a very human profession, Fields delivers a comprehensive guidebook that is at once highly approachable and satisfyingly detailed.

### **Pocket Full of Do**

The Business Skills Every Creative Needs! Remaining relevant as a creative professional takes more than creativity--you need to understand the language of business. The problem is that design school doesn't teach the strategic language that is now essential to getting your job done. *Creative Strategy and the Business of Design* fills that void and teaches left-brain business skills to right-brain creative thinkers. Inside, you'll learn about the business objectives and marketing decisions that drive your creative work. The curtain's been pulled away as marketing-speak and business jargon are translated into tools to help you: Understand client requests from a business perspective Build a strategic framework to inspire visual concepts Increase your relevance in an evolving industry Redesign your portfolio to showcase strategic thinking Win new accounts and grow existing relationships You already have the creativity; now it's time to gain the business insight. Once you

understand what the people across the table are thinking, you'll be able to think how they think to do what we do.

### **Let's Get Real Or Let's Not Play**

In a world where every business, brand, product, and service needs a strong visual identity, it's critical for clients and creative professionals to work together. And the key to success, as with any relationship, is communication. In *Dear Client*, award-winning graphic designer Bonnie Siegler offers an invaluable step-by-step guide to how to talk so creatives will listen, and how to listen when creatives talk. Written as a series of honest, friendly lessons—"Know What You Like," "Decide Who Will Decide," "Focus Groups Suck," "Don't Say 'Make It Yellow,' Say 'Make It Sunny,'" "Serve Lunch During Lunchtime Meetings"—it shows exactly how to deal with the subjectivity, emotional pitfalls, and occasional chaos of a creative partnership. Here's how to articulate your visual goals and set a clear, consistent direction. How to give feedback that works and avoid words that inhibit creative thinking. How to be open to something you didn't imagine. And most of all, how to have fun, save money, and get the results you want.

### **Scramble**

"If I could give an aspiring writer one piece of advice, it would be to read this book." — Hugh Howey, New York Times best selling author of *Wool* "Tim Grah is fast becoming a legend, almost single-handedly

changing the way authors around the world spread ideas and connect with readers. If you've got a book to promote, stop what you're doing right now and start reading *Your First 1000 Copies*." — Daniel H. Pink, New York Times bestselling author of *Drive* and *When* "Your First 1000 Copies is a must-read for authors trying to build a connection with their readers." — Dan Heath & Chip Heath, co-authors of *Made to Stick*, *Switch*, and *Decisive* "I watched in awe as Tim Grahl had 5 clients on the New York Times bestseller list in the same week. There is no one I trust more to learn about book marketing." - Pamela Slim, Author, *Body of Work* "Tim was an early pioneer in teaching book authors how Internet marketing actually works." - Hugh MacLeod, author of *Ignore Everybody* and *Evil Plans* Imagine if you had a direct connection with thousands of readers who loved reading your books. And imagine if those readers eagerly awaited the launch of your next book. How would that direct relationship with your readers change your writing career? How would you feel knowing that every time you started a new book project, you already had people excited to buy it and ready to recommend it to others? In *Your First 1000 Copies*, seasoned book marketing expert Tim Grahl walks you through how successful authors are using the online marketing tools to build their platform, connect with readers and sell more books. Tim has worked with over 100 different authors from top best sellers such as Hugh Howey, Daniel Pink, Barbara Corcoran Charles Duhigg, Chip and Dan Heath, Ramit Sethi and Pamela Slim to authors just get started on their first writing project. He has worked with authors across all fiction and non-fiction genres. Along with

his client work, he has studied many other successful authors to learn what works and what doesn't. The result is *Your First 1000 Copies* where he walks you through the Connection System, a plan that every author can immediately start using. The plan looks like this: - Permission - How to open up communication with your readers where you can reliably engage them and invite them to be involved. - Content - How to use content to engage with current readers and connect with new ones. - Outreach - How to ethically and politely introduce yourself to new readers. - Sell - How all of these steps can naturally lead to book sales without being pushy or annoying. This is a system that any author can immediately put in place to start building their platform. Whether you're a seasoned author looking to step into the new publishing landscape, or you're a brand new author, *Your First 1000 Copies* will give you the tools to connect with readers and sell more books.

### **The Brand Flip**

There's a mantra that real writers know but wannabe writers don't. And the secret phrase is this: **NOBODY WANTS TO READ YOUR SH\*T**. Recognizing this painful truth is the first step in the writer's transformation from amateur to professional. From Chapter Four: "When you understand that nobody wants to read your shit, you develop empathy. You acquire the skill that is indispensable to all artists and entrepreneurs—the ability to switch back and forth in your imagination from your own point of view as writer/painter/seller to the point of view of your

reader/gallery-goer/customer. You learn to ask yourself with every sentence and every phrase: Is this interesting? Is it fun or challenging or inventive? Am I giving the reader enough? Is she bored? Is she following where I want to lead her?

### **Managing The Professional Service Firm**

How the world's leading innovators push their ideas to fruition again and again Edison famously said that genius is 1 percent inspiration, 99 percent perspiration. Ideas for new businesses, solutions to the world's problems, and artistic breakthroughs are common, but great execution is rare. According to Scott Belsky, the capacity to make ideas happen can be developed by anyone willing to develop their organizational habits and leadership capability. That's why he founded Behance, a company that helps creative people and teams across industries develop these skills. Belsky has spent six years studying the habits of creative people and teams that are especially productive-the ones who make their ideas happen time and time again. After interviewing hundreds of successful creatives, he has compiled their most powerful-and often counterintuitive-practices, such as:

- Generate ideas in moderation and kill ideas liberally
- Prioritize through nagging
- Encourage fighting within your team

While many of us obsess about discovering great new ideas, Belsky shows why it's better to develop the capacity to make ideas happen-a capacity that endures over time.

### **Dear Client**

The advertising industry has reached a critical, even dangerous point in its development – agencies destroy themselves by doing increased work for less money – so what are the logical consequences of the failure to act? Growing workloads and declining fees have created a ‘recipe for disaster’. For the first time, Michael Farmer offers a solution to avoid this seemingly inevitable disaster. This book offers the world’s first effective definition of ‘the real agency problem’. Once the problem is understood, then the author offers corrective solutions. Now in its third edition, *Madison Avenue Manslaughter* has been updated to include industry developments from 2017-2018, plus new material and chapters. This book is a call to action for the 21st century breed of ‘mad men’, which outlines the industry problems and encourages agencies and their clients to take action to keep this disaster at bay. These actions form the basis of a strategic response by agency CEOs as well as corporate chief marketing officers.

### **The Soul of Enterprise**

"It's not the best companies that prevail in the marketplace, but rather the best brands. The goal of business strategy is not just to be better, but different. Learn how to build a differentiating value proposition by clearly and carefully defining your brand boundaries: Calling, Competencies, Customers, and Culture. *Positioning for Professionals* shows how a well-defined value proposition can help professional service firms create their own success instead of copying the success of others, including such

concepts as: How and why professional service brands become homogenized. Why standing for everything is the same as standing for nothing. Why there's no such thing as full service. Deep and narrow as a strategic imperative. Why it's better to be a profit leader than a market leader. Differentiation and price premiums. How to map your brand on the matrix of relevance and differentiation. How to define a value proposition that will make your firm intensely appealing to the customers who want you for what you do best. Based on the proven premise that the most profitable business strategy is not to aim at the center of the market, but rather at the edges, Positioning for Professionals is written for leaders, managers, and other senior executives of service companies in with a particular emphasis on professional service firms."--

### **The Levitan Pitch. Buy This Book. Win More Pitches**

101 THINGS I LEARNED® IN BUSINESS SCHOOL will cover a wide range of lessons that are basic enough for the novice business student as well as inspiring to the experienced practitioner. The unique packaging of this book will attract people of all ages who have always wondered whether business school would be a smart career choice for them. Judging by the growing number of people taking the GMATs (the entrance exam for business school) each year, clearly more people than ever are thinking about heading in this direction. Subjects include accounting, finance, marketing, management, leadership, human

relations, and much more - in short, everything one would expect to encounter in business school. Illustrated in the same fun, gift book format as 101 THINGS I LEARNED® IN ARCHITECTURE SCHOOL, this will be the perfect gift for a recent college or high school grad, or even for someone already well-versed in the business world.

### **The Psychology of Graphic Design Pricing**

Mo Bunnell's comprehensive system will help you win more clients, build stronger relationships, and bring in more business. If you're good at doing something, and you need to connect with paying clients in order to keep doing it, this book is for you. There are more of us out there than you might think--from professionals like lawyers and consultants to big company account managers and freelancers of all stripes. And this book will teach you how to sell yourself without selling your soul. In The Snowball System, Mo Bunnell offers powerful and proven tools for business development. Whether you are gregarious or introverted, whether you are a part of a small startup or a massive multinational, Bunnell's science-based system is effective and efficient, and easily adapted into your day-to-day work. With The Snowball System, you will not only succeed at growing your business, you'll learn to enjoy doing the activities that drive that growth. You'll be happier, and so will your clients.

### **Making Ideas Happen**

## **Madison Avenue Manslaughter**

Makes recommendations for transforming a sales culture in accordance with emotional intelligence, challenging fear-based sales tactics while citing the benefits of helping one's clients to achieve satisfaction through actual successes. 20,000 first printing.

## **This Is Marketing**

A comprehensive guide to graphic design and print.

## **Consulting Success**

The world's economy has been transformed from a twentieth-century materials-based economy to the Age of the Knowledge-Based Economy - and the currency of this realm is ideas, imagination, creativity, and knowledge. According The World Bank, 80% of the developed world's wealth now resides in human capital. Perhaps President Ronald Reagan said it best in his address to Moscow State University on May 31, 1988: "Like a chrysalis, we're emerging from the economy of the Industrial Revolution - an economy confined and limited by the Earth's physical resources - into, as one economist titled his book, "the economy in mind," in which there are no bounds on human imagination and the freedom to create is the most precious natural resource." Written by Ronald Baker and Ed Kless, hosts of The Soul of Enterprise: Business in the Knowledge Economy, the popular radio show on Voice America's Business Channel, The

Soul of Enterprise: Dialogues on Business in the Knowledge Economy sounds the clarion call that organizations can no longer ignore this seismic shift that has occurred in the economy since 1959. The Soul of Enterprise introduces the three components of Intellectual Capital - human capital, social capital, and structural capital - and how to leverage them to create wealth in today's economy, by revealing: The physical fallacy - why wealth no longer consists of tangible things, but of ideas, imagination and knowledge from human minds The best learning tool ever invented: After Action Reviews Why Frederick Taylor and the Scientific Management movement was a fraud and the wrong focus for knowledge workers The fact that effectiveness always and everywhere trumps efficiency The First Law of Pricing: All value is subjective The Second Law of Pricing: All prices are contextual The Morality of Markets: Doing well and doing good Why your organization - and you - need to be driven by a higher purpose than profit The Soul of Enterprise will inspire and challenge readers to unlock the enormous financial and competitive power hidden in the intellectual capital of their organizations and knowledge workers."

## **Identity Designed**

Ideal for students of design, independent designers, and entrepreneurs who want to expand their understanding of effective design in business, Identity Designed is the definitive guide to visual branding. Written by best-selling writer and renowned designer David Airey, Identity Designed formalizes the process

and the benefits of brand identity design and includes a substantial collection of high-caliber projects from a variety of the world's most talented design studios. You'll see the history and importance of branding, a contemporary assessment of best practices, and how there's always more than one way to exceed client expectations. You'll also learn a range of methods for conducting research, defining strategy, generating ideas, developing touchpoints, implementing style guides, and futureproofing your designs. Each identity case study is followed by a recap of key points. The book includes projects by Lantern, Base, Pharus, OCD, Rice Creative, Foreign Policy, Underline Studio, Fedoriv, Freytag Anderson, Bedow, Robot Food, Together Design, Believe in, Jack Renwick Studio, ico Design, and Lundgren+Lindqvist. Identity Designed is a must-have, not only for designers, but also for entrepreneurs who want to improve their work with a greater understanding of how good design is good business.

### **Creative Strategies**

Over 100 storyboards with simple descriptions.

### **Socratic Selling: How to Ask the Questions That Get the Sale**

Learn how to price creative work with confidence. Win more bids. Make more money. When it comes to pricing their work, far too many freelance designers and agencies merely guess what to charge their clients. As a result, profitable projects have as much

to do with luck as they do anything else. In *The Psychology of Graphic Design Pricing*, you'll learn how to take luck out of the equation by calculating the cost to produce your work, understanding its market value, and extracting your client's budget. These three variables are used in a pricing spectrum, empowering you to price your work with confidence and profitability in every project opportunity. This book will teach you how to calculate your production costs, understand market value, extract your client's budget, bid with the right project price, and increase your profitability.

### **Agency**

"Taken from over 30 years of building global brands, regional brands, local brands and startups, this is a no-holds-barred, no-punches-pulled compilation that will liberate your mind, empower your strategies and elevate your brand with master brander David Brier."--back cover

### **The Win Without Pitching Manifesto**

The Levitan Pitch. Buy This Book. Win More Pitches. is the definitive how-to guide for every advertising, design, digital and PR agency that wants to increase its odds of winning new accounts. Based on 30 years of pitching for new accounts, I know that there is no such thing as a standard marketing services pitch scenario. Every client category, assignment, timetable, budget, search consultant, procurement system, and client personality is unique. However

While there is no standard pitch or agency, I know from experience that there are universal pitch criteria that can be identified and addressed regardless of the type or size of client, specific marketing objectives, or agency. To that extent, The Levitan Pitch is designed to deliver one master benefit: You will win more new clients. In Chapter One of this book, I discuss the very high cost of failing to run well-crafted, efficient pitches. The costs of failure include poor agency staff morale, individual employee burnout, and the financial cost to an agency's bottom-line that comes from the cost of participating in four-month agency searches and funding an agency's annual business development plan. This chapter tells the story of Saatchi & Saatchi Advertising's "The Worst Advertising Pitch Ever." Chapter Two offers an escape hatch. You should not pitch every account that comes knocking. I give you a handy tool to gauge both the value of the prospective client and your agency's chances of winning. Chapter Three begins to help you position the pitch for success. We look at the essential facts of the pitch and dig into understanding the client's mindset by understanding the type of assignment, type of relationship they are looking for, and what type of agency will fulfill their needs. Chapter Four delivers the list of "The 12 Deadliest Presentation Mistakes." These are identified pitch killers that come from my personal experience and the experiences of agency CEO's, clients, and search consultants. The accompanying cartoons wouldn't be as funny if these mistakes were not being made over and over, even by the most sophisticated agencies. In Chapter Five I lay out thirty short but very sweet suggestions for how to build a brilliant presentation

that I know will greatly increase your odds of winning. These ideas cover three core elements of a successful pitch: process management, content development, and how to deliver a standout presentation. Each rule is supported by a tip or insight that offers a fast way to achieve your objectives. Chapter Six is all about don't take my word for it. This chapter brings in valuable learning via fourteen interviews with a range of communications industry experts. It is informative and often mind-blowing to hear the pitch related experiences and advice of agency search consultants, compensation experts, an ex P&G procurement executive, a negotiation trainer, the 4A's, the Association of National Advertisers, a silicon valley presentation guru, a leading agency strategist, an ex-Nike and W+K executive on building chemistry, an IP lawyer on who actually owns your pitch ideas, the CEO of a London advertising agency, and the CEO of an independent agency network who has been on both sides of the table. Finally, I've included insights about all too common agency pitch mistakes from 16 of the world's leading search consultants. I hope that you will find the book informative, insightful, occasionally humorous, and most importantly, a good read that ultimately results in more wins for your company.

### **The Science of Selling**

Professional service firms differ from other business enterprises in two distinct ways: first they provide highly customised services thus cannot apply many of the management principles developed for product-

based industries. Second, professional services are highly personalised, involving the skills of individuals. Such firms must therefore compete not only for clients but also for talented professionals. Drawing on more than ten years of research and consulting to these unique and creative companies, David Maister explores issues ranging from marketing and business development to multinational strategies, human resources policies to profit improvement, strategic planning to effective leadership. While these issues can be complex, Maister simplifies them by recognising that 'every professional service firm in the world, regardless of size, specific profession, or country of operation, has the same mission statement: outstanding service to clients, satisfying careers for its people and financial success for its owners.'

### **101 Things I Learned ® in Business School**

If you want to go in one direction, the best route may involve going in another. This is the concept of 'obliquity': paradoxical as it sounds, many goals are more likely to be achieved when pursued indirectly. The richest men and women are not the most materialistic; the happiest people are not necessarily those who focus on happiness, and the most profitable companies are not always the most profit-oriented as the recent financial crisis showed us. Whether overcoming geographical obstacles, winning decisive battles or meeting sales targets, history shows that oblique approaches are the most

successful, especially in difficult terrain. John Kay applies his provocative, universal theory to everything from international business to town planning and from football to managing forest fire.

### **Burn Your Portfolio**

How to start your own business, grow you client base, and promote yourself without selling out or starving. This no faff, no fluff guide is peppered with applicable advice (things we learned from starting our own business), unasked-for humor, and worksheets (homework, gasp!) to help you just get started already. Because raw talent and good ideas aren't enough. And because you can do this. Really. Learn How to: Structure your business, File all the paperwork, Write a business plan, Make a budget, Get great contract templates, Set pricing, Pitch a quote, Build a client roster, Communicate effectively, Stay organized, Grow your audience, Manage your money, & More!

### **Freelance, and Business, and Stuff**

### **Don't Call It That**

Build a relationship with your customers and close the sale more surely. The Socratic approach respects the power of the customer. The customer has the need, the power, and the decision-making authority. Socratic Selling shows you how to access that power, to cooperate with it, and to make it work for you.

Inside you will discover how to: Open a sales dialogue dynamically, so that you and your customer go right to the heart of the matter Guide the dialogue through a discovery of needs and needed decisions Negotiate objections, and close effectively Uncover the motivators that move sales to more predictable closure

### **Brand Intervention**

This book is for young startups and entrepreneurs in the advertising, marketing, and digital services space. It's an A-to-Z guide for young advertising firms, full of advice that ranges from getting funding to how to value the company and sell it to how to hire your first employee.

### **The Art of the Pitch**

Through an engaging and humorous narrative, Peter Coughter presents the tools he designed to help advertising and marketing professionals develop persuasive presentations that deliver business. Readers will learn how to develop skills to create the perfect presentation.

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