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COLD TACTICS

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David J. Scranton



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Attract & Grow David J. Scranton, 2025-01-07 David Scranton's *Attract Grow The Financial Advisor's Blueprinting for Attracting 50 Million in Annual Assets* is a game changing guide for financial advisors who want to stop the endless chase for clients and start effortlessly attracting them By building on the famous AIDA strategy Attention Interest Desire Action Scranton provides a clear roadmap for financial advisors to transform the way they do business and attract 50 million in new assets each year In this book readers will learn how to differentiate their services create a compelling brand generate high quality leads and close deals with confidence Packed with practical applications real world examples and proven methods *Attract Grow* offers invaluable insights for advisors at any stage of their career Whether you're struggling to gain traction feeling stuck in a cycle of chasing clients or looking to scale your successful business this book will equip you with the tools and strategies needed to achieve exponential growth and long term success

Effective Complex Project Management
Robert Wysocki, 2014-09-16 Robert Wysocki does it again and again He has evolved from a project management expert and guru to the preeminent thought leader on managing complexity in the 21st century Wysocki's approach is to use an adaptive framework and decision making tool which includes a robust project management methodology that seamlessly integrates change and can be applied to all types of projects across industries This adaptive complex project framework is aligned with the most contemporary principles of innovation agility and lean approaches to change and represents the most advanced thinking in applied complex project management to date Kathleen Hass *Project Management and Business Analysis Practice* Leader Consultant and PMI award winning author of *Managing Complex Projects A New Model* With technology continuing to invade the business world and the convergence of complexity uncertainty and constant change a whole new class of projects has emerged for which traditional project management models such as Waterfall are totally insufficient These are called complex projects Extreme Project Management models and a variety of Agile Project Management models such as Scrum Rational Unified Process Feature Driven Development and Dynamic Systems Development Method have emerged but project failure rates have not been measurably reduced *Effective Complex Project Management* offers a proven solution to managing any project that must succeed in the face of organizational complexity and market uncertainty in the form of an adaptive complex project framework Developed refined and validated through 20 years of client experiences and feedback from project management thought leaders this framework and robust methodology has demonstrated a favorable impact on project and program management success rates Dr Wysocki demonstrates that for program and project managers to be consistently successful in managing complex projects they need to include in their project management portfolio of processes an adaptive framework that continuously analyzes and adapts to changing and modifying conditions even to the point of changing project management models mid project The author's adaptive complex project framework is currently the only robust tool to offer an orderly approach to do just that When applied and managed correctly this intuitive framework that

proceeds from ideation to set up to execution has proven to deliver on the purpose of programs and projects without fail in the form of desired business value *Wisdom From Wizards: 100+ Lessons to Accelerate Clarity, Conviction, and Cashflow* Nitin Kartik, 2025-10-14 As a CEO growing your company is hard *Wisdom From Wizards* makes it easier Packed with 100 real world lessons this second book in bestselling author Nitin Kartik's *Wisdom* series demystifies business growth About the Author Nitin Kartik Is a 2X bestselling author Is CEO at Caribou Strategic Has helped 40 CEOs fueling over 40M in revenue growth Has been featured on BBC TV Has been featured in Times Square What CEOs are saying about *Wisdom From Wizards* Why Risk it Read the book and de risk your entrepreneurial journey Alejandro Rivas Micoud CEO at Userlytics Leadership wisdom distilled into actionable insights Daniel Gray CEO at Lerno Cuts months off your learning curve Harris Cheng CEO at Jupittr AI Tells you what actually works without the buzzwords Justin Dorfman CEO at AssetMule Lessons that make you not just a better CEO but a better human Swarraj Kulkarni CEO at Nimbusnext Shows how to earn trust in thirty seconds flat Mike Adams CEO at Introstars The insights in this book are worth millions literally Darren Fanton CEO at ScreenSpace For leaders ready to trade empty numbers for grounded progress TJ Thinakaran CEO at CasselRoad

Effective Project Management Robert K. Wysocki, 2019-04-05 The popular guide to the project management body of knowledge now fully updated Now in its eighth edition this comprehensive guide to project management has long been considered the standard for both professionals and academics with nearly 40 000 copies sold in the last three editions Well known expert Robert Wysocki has added four chapters of new content based on instructor feedback enhancing the coverage of best of breed methods and tools for ensuring project management success With enriched case studies accompanying exercises and solutions on the companion website and PowerPoint slides for all figures and tables the book is ideal for instructors and students as well as active project managers Serves as a comprehensive guide to project management for both educators and project management professionals Updated to cover the new PMBOK Sixth Edition Examines traditional agile and extreme project management techniques the Enterprise Project Management Model and Kanban and Scrumban methodologies Includes a companion website with exercises and solutions and well as PowerPoint slides for all the figures and tables used Written by well known project management expert Robert Wysocki *Effective Project Management* Eighth Edition remains the comprehensive resource for project management practitioners instructors and students PMBOK is a registered mark of the Project Management Institute Inc *BE EMOTIONLESS* Joe Stefano, *BE EMOTIONLESS* Feel Nothing Control Everything Stop being controlled Start controlling In every interaction someone holds the upper hand More often than not it's the person who masters silence detachment and discipline Emotions fear love anger guilt are powerful but when left unchecked they become weapons others use against you This is the true meaning of manipulation in English subtle influence that shapes your choices while you think you're free *BE EMOTIONLESS* Feel Nothing Control Everything is not just another manipulation psychology book It is a modern blueprint for power influence and mental clarity deeply inspired by

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