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What do the world's most successful enterprise sales teams have in common? They rely on MEDDICC to make their sales process predictable and efficient. MEDDIC with one C was initially created by Dick Dunkel in 1996 when he was at PTC. Since then MEDDIC has evolved to be better known as MEDDICC or MEDDDPICC and has proliferated across the world being the go-to choice for elite enterprise sales organizations. If you ever find yourself feeling any of the following symptoms with your deal, you could benefit from MEDDICC: Your buyer doesn't see the value of your solution? (aka they think you are expensive) You are unable to find, articulate and quantify Pain You don't have a Champion or at the very least a Coach helping you navigate and sell You find yourself unable to gain access to people with power and influence You don't know how the customer makes decisions You don't know who is involved in the decision-making process You find yourself surprised by things that come up in the sales process The decision criteria seem to move throughout the process, and you're constantly playing catch up Your Competition is landing strikes against you that you neither see coming nor are able to defend You lose track of where you stand in your deals Whether you are an individual contributor or a sales leader embracing MEDDICC will help you to beat those symptoms and take back control of your deal. Historically, learning MEDDICC has relied upon hands-on training, but now you can learn MEDDICC from an expert who uses it every day. The Book deconstructs MEDDICC into easy to understand and implement steps. Breaking down every letter of the acronym into actionable insights complemented by commentary on how MEDDICC can help sales organizations to revolutionize their sales execution and efficiency. In the words of the original creator of MEDDIC, Dick Dunkel: Whether you are an individual contributor or sales leader, my advice is that you should start to implement MEDDICC into what you do straight away. Embrace MEDDICC, and you and your team will more clearly understand the WHY to your process, and you'll begin to execute your customer interactions with more purpose and achieve better results. And like so many others before, you will begin to reap the rewards of having a well-qualified pipeline of opportunities with clearer paths to success. - Dick Dunkel, MEDDIC Creator. Covering the latest breaking news in Google AdWords, the fifth edition introduces revised, expanded and new chapters covering Enhanced Campaigns, Google AdWord's Express, Google's Product Listing Ads, and the introduction to Google's Universal Analytics. Nuances in Big Data advertising are also revealed and expanded sections and necessary updates have been added throughout. Updates specific to this edition include: Powerful bidding strategies using remarketing lists for search ads New ad extension features Automation capabilities using AdWords scripts Bonus Online Content that includes links to dozens of resources and tutorials covering: registering a domain name, setting up a website, selecting an email service, choosing a shopping cart service, finding products to sell, and starting up a Google AdWords account Readers are given the latest information paired with current screenshots, fresh examples, and new techniques. Coached by AdWords experts Perry Marshall, Mike Rhodes, and Bryan Todd advertisers learn how to build an aggressive, streamlined AdWords campaign proven to increase their search engine visibility, consistently capture clicks, double their website traffic, and increase their sales. Whether a current advertiser or new to AdWords, this guide is a necessary handbook. "Discover all you need to know about the sensational Black Panther! With key themes and storylines, detailed character studies, and an in-depth look at the most iconic comics." -- Wishing you could sit down for a coffee in Central Perk with Rachel Green, Ross Geller, Phoebe Buffay, Monica Geller and Chandler Bing and become a part of the cast of the Friends TV show? Then The Ultimate Guide to Friends is your must-have, 100% unofficial companion to the hit 90's TV show. The perfect addition to your growing collection of Friends merchandise, featuring all ten seasons, character profiles, Chick and Duck, category awards, Smelly Cat, the Holiday Armadillo, guest stars and endless Friends facts, The Ultimate Guide to Friends is packed with content for Friends fans. Test your TV show knowledge and see if you are a true Friends fan. What is Chandler Bing's job? & Well, you'll find the answer to this question and much, much more in The Ultimate Guide to Friends: The One That's Unofficial! Friends celebrated its 25th anniversary on TV in 2019 and the iconic TV show is more popular than ever. Friends perfected the sitcom formula in a way that has never been repeated, with equal parts heart and laughs, but which seasons are the best? What are the must-see classic episodes? Who said the funniest lines and wore the absolute worst clothes? Cough - Phoebe. This fact-filled, secret-packed celebration of 236 episodes of TV joy is the perfect viewing companion for all your Friends binge needs, unlike, say, Marcel. The Ultimate Guide to Friends has all you need to know - whether you're a new fan or an old pal. Could this book BE any more essential? No. The answer is no. An exciting new insider's guide to all the biggest and best competitive games and esports teams and players. This is the ultimate guide to TikTok, just #foryou! From crazy challenges and dynamic duets to daring dance moves and lip-sync legends, discover the TikTok stars that make your day. Uncover all the inside info on @charlidamelio, @lilhuddy, @avani and amazing TikTok stars you should be watching RIGHT NOW. With details of their star style, their best videos, their lives outside of the app and other must-know facts, this is the ultimate insider book for everyone obsessed with all things TikTok. Packed with profiles, quizzes, fill-in fun and loads of top tips for creating your own videos, from the perfect camera angle to the best background. Be inspired to create and share your very own TikTok style - it's your time to shine! SELL MORE WITH INSTAGRAM Are you ready to tap into Instagram's booming network of 600 million viable customers? With the Ultimate Guide to Instagram for Business, social media marketing expert Kim Walsh-Phillips gives you the tools you need to get your due return on investment out of Instagram. From cross-platform branding and marketing advice to practical blueprints for funneling followers, this guide unlocks the secrets successful entrepreneurs use to drive sales directly from Instagram, become experts in their field, and grow their business. Learn how to: Set up an Instagram marketing funnel that converts followers into customers Run effective, lead-generating campaigns with trending hashtags, exclusive contests, and product launches Grow your Instagram following with The 21-Day Blueprint Leverage your Instagram brand to reach celebrity status and gain a competitive advantage Post Instagram stories and live videos to grow your follower base and drive sales Build content with a Quick-Start Lead Magnet Blueprint that will attract your ideal customers Your followers are ready to take action -- give them a reason! Whether you're new to the Instagram world or you're not sure how to get more out of your profile, this guide is the perfect tool for entrepreneurs ready to promote themselves to millions of visual shoppers. With this guide's easy-to-use strategies, easy-to-adapt blueprints, and other great resources, you'll be ready to take the plunge! "Football is played and loved by millions of people. This book is your guide to the game: NFL past and present, college, even high school. Find out how coaches plan a game and what the passing tree is. Meet the biggest superstars of the game. Even if you're a football expert already, you'll find something new inside."--Back cover. It is time to move your competency assessment process beyond meeting regulatory standards to creating excellence The Ultimate Guide to Competency Assessment in Health Care is packed with ready-to-use tools designed to help you develop, implement and evaluate competencies. More than that, you will find a new way of thinking about competency assessment - a way that is outcome-focused and accountability-based. With over 20,000 copies sold world-wide, it is the most trusted resource on competency assessment available. This is an up to date guide to the best children's books around, from classics to titles published up to the end of 2003. The funny, friendly and frank recommendations have been personally written for children by many of their favourite and best-known authors including Anthony Horowitz, Jacqueline Wilson, David Almond, Celia Rees, Darren Shan and Dick King-Smith. Each entry is cross-referenced to other books that readers are bound to enjoy. Plus there are features on the most popular subjects around, including fantasy, animal stories, school stories and adventure. Illustrated with newly commissioned artwork and book covers. Middle school is a time of change, when things begin to look different and assumptions start to be questioned, and today more than ever it's tough to know what to believe. This unique and timely book won't tell you what to think—that's up to you!—but it will show you how to think more deeply about your own life and current events. Covering a wide range of subjects affecting the world today, including human and animal rights, social media, cyber bullying, the refugee crisis, and more, THINK FOR YOURSELF will help you to learn how to ask questions, analyze evidence, and use logic to draw conclusions, so you can solve problems and make smart decisions. Each chapter of the book covers one key step in the critical thinking process, and includes a real-world example to help convey the importance and relevance of every step: Ask Questions: If you want to be a critical thinker, it helps to be curious. It's normal to wonder about the world around us. Some questions are big, and some are small. Sometimes questions can spark debate and argument. All critical thinking starts with at least one question. Gather Evidence: First, find information—from making observations to interviewing experts to researching a topic online or in books. Then make connections and draw conclusions. Evaluating Evidence: Smart thinkers evaluate the importance, accuracy and relevancy of the information they gather. Getting Curious: Consider other points of view, examine your own point of view, understand the power of emotion, and practice empathy. Draw Conclusions: The final step in the critical thinking process, this is based on reason and evidence. Revisit your original question, review the evidence and what you've learned, and consider your values. And remember: critical thinking doesn't stop when you've reached a decision. Learn how to discuss and debate other points of view. Then keep growing. Sometimes you might change your mind—that's OK, too! Featuring profiles of real-life inspiring young critical thinkers from around the world, checklists, quizzes, and activities, THINK FOR YOURSELF is a clever and fun illustrated guide that teaches middle schoolers that even young people can make a difference in the world just by thinking smart and understanding. INCLUDES: Your Turn: activities to help connect ideas to readers' lives Quizzes Profiles of inspiring young critical thinkers A Reading List for Young Thinkers Teacher's guides Plus a table of contents, index, and glossary for easy searching This book is the ultimate guide to differentiation in early years, schools and further education settings by Sue Cowley, bestselling author of Getting the Buggers to Behave. It offers over 90 practical and time-saving strategies for effective differentiation in every classroom. The Ultimate Guide to Differentiation demonstrates how teachers already differentiate much of the time, in subtle and creative ways. Sue Cowley shows that we need to understand, acknowledge and celebrate the variety of approaches that teachers already use to differentiate, as well as helping them to develop additional strategies. The book takes the reader through the different methods and approaches to differentiation, providing a step-by-step guide to each. It is broken down into five core areas - planning, resources, learners, teaching and assessment - and readers can dip in and out to find strategies as and when they need them. Written in Sue's much loved realistic, honest and practical style, The Ultimate Guide to Differentiation will help teachers, practitioners and support staff to feel confident that they are meeting the needs of every learner. Now even more complete, with updated lists of available resource materials, this manual is your access guide to home schooling- maximizing our family life while providing a quality education for your children. If you're considering homeschooling, this book is a must-read before you decide; and if you've been at it for awhile, it's a fresh perspective, with plenty of tactics for renewing your energy and motivating your kids. With wit and wisdom gleaned from years of experience, Debra Bell sets forth a compelling vision for the joys of home-based learning and the essential tools for success. The CD-ROM contains the complete text of the book, plus website links and a search engine. Every female athlete, her coaches, parents, teachers, and administrators will find Stop The Drama! invaluable as they navigate the stormy waters of team conflict and strive to reach their full potential, on and off the field, and beyond: We are failing young women by not providing them the skills they need to deal with conflict in a productive way. They aren't taught the communication skills needed to have tough conversations, work through issues, and move on. They aren't held accountable to owning their feelings and speaking directly to the person with whom they have an issue. Sadly, the negative communication of cattiness and drama is encouraged and glorified on reality TV. This doesn't serve women well in college and it isn't doing them any favors in the corporate world. Young women need a new set of communication skills to transform the way they handle conflict. To break the cycle of using drama to deal with conflict, young women need to understand the process of developing a team communication fingerprint, addressing existing issues, agreeing on how to work through problems in the future and how to hold each other accountable (to not use gossip, backstabbing, and catty behavior). It isn't easy, but it is possible. In this book, you are going to find tips, ideas, and thought-starters to help you do just that: Stop The Drama! Covering such genres as fantasy, horror, chick lit, graphic novels, sci-fi, and mystery, an all-encompassing, must-have resource profiles more than 700 of the best books for teens, from the classics to the latest bestsellers. Simultaneous. Discover the lost secrets of accomplishment and achievement! Do you want to do more, accomplish more? Of course you do, everyone does. So, what's stopping you? Get Sh\*t Done not only shows you what's preventing you from daily achievement, it provides the tools and the strategies to help you get to where you want to be. Get Sh\*t Done is much more than just the title of this book, it's the method that unlocks the secrets of accomplishment and achievement—the GSD Secret

Formula. In this book, you will learn to identify and implement the elements of superior productivity, eliminate the causes of procrastination, and achieve the best possible outcomes in business and in life. This valuable guide gives you a comprehensive, step-by-step plan for achieving maximum productivity. Bestselling author and "King of Sales" Jeffrey Gitomer guides you through each aspect of the GSD process, from attitude, desire, and determination, to goals, productivity, resilience, and fulfillment. Engaging and easy to read, this book shows you how to discover the best ways to invest your time into productive and profitable actions—and feel great about your achievements. Using the proven, immediately-actionable GSD Formula, you're on your way to: Doubling your achievements, your work habits, and your income Implementing simple shifts and simple actions that increase positive outcomes Recognizing the early warning signs of procrastination and reluctance Eliminating the major GSD distractions that hold you back Discovering how to select, set, and achieve your goals Get Sh\*t Done: The Ultimate Guide to Productivity, Procrastination, & Profitability is a must-have resource for anyone who wants to never again say "I'll do it later" and just get it done. Fans won't want to miss this ultimate guide to Five Nights at Freddy's -- bursting with theories, lore, and insights from the games, books, and more! This all-encompassing guidebook concentrates material from The Freddy Files (Updated Edition) and adds over 100 pages of new content exploring Help Wanted, Curse of Dreadbear, Fazbear Frights, the novel trilogy, and more! Fans hungry for fresh Five Nights at Freddy's lore can sink their teeth into this massive guidebook packed with mythology, gameplay, and secrets to help unwind the twisted mysteries lurking behind the smiling face of Fazbear Entertainment. Delving into each game, players can map the animatronics' paths, learn how timed elements of the games work, and discover how to trigger unique events. Special sections throughout highlight FNAF fans' most talked-about topics, from the alternate endings in Help Wanted and Curse of Dreadbear, to the new technology introduced in Fazbear Frights, to the ways that Easter eggs, rare screens, and hidden content can shed light on some of the more elusive questions in the FNAF universe. A comprehensive animatronics inventory and reproduced content from the Fazbear Entertainment Archives complete this compendium, helping fans bring their theories straight to the source. All the evidence, along with every detail of the games, books, and more, is laid out for fans to explore in this one-of-a-kind guide to the warped world of Five Nights at Freddy's. Traces Batman's entire career, with full details of his incredible adventures and battles, his allies, loves, and formidable array of enemies. DC's Dark Knight first emerged from the shadows in the pages of Detective Comics in 1939, when young Bruce Wayne vowed to avenge his parents' murder and fight for justice in crime-ridden, corrupt Gotham City. Includes information on the Dark Knight, including how he was created and evolved over the decades, this in-world celebration of DC's most popular Super Hero explores his motives and drives, his incredible array of weapons and vehicles, his "family" of allies, and his formidable rogues gallery, including The Joker, Catwoman, Harley Quinn, The Riddler, Penguin, Bane, Scarecrow, Killer Croc, and many more. This definitive volume brings Batman's thrilling story right up to date with full details of his exploits in recent DC storylines such as Rebirth, Dark Nights: Metal and Dark Nights: Death Metal. Featuring a detailed timeline of key events in the life of Bruce Wayne aka Batman, Batman: The Ultimate Guide is packed with spectacular full-color artwork from the original comics and is a dream purchase for the Dark Knight's legion of fans all over the world. Mahjong - the most popular game in the world. This is the game that legends adorn, of scholars, and treasures, where dragons are borne. With winds that blow and fortunes that flow, it's here through it all, our good fortune will call. Prepare to learn about a four-player tile game of winning hands, lucky tiles, sacred discards, glory, and woe. Are you up to the challenge? Publisher's Note: Products purchased from Third Party sellers are not guaranteed by the publisher for quality, authenticity, or access to any online entitlements included with the product. Learn how to become the perfect applicant for Physician Assistant school In The Ultimate Guide to Getting into Physician Assistant School, Andrew Rodican, a pioneer in PA school coaching, reveals everything you need to know to dramatically increase your chances of being accepted into the physician assistant school of your choice. Clear and concise, this book which has already helped thousands of applicants achieve success provides insights, information, and advice you won't find anywhere else – but, may well make the difference between acceptance and rejection of your application. Make-or-break advice on: • The qualities PA programs look for • How to set goals for getting into PA school • How to select a PA program that is a good fit • Tips on completing the CASPA application • How to write a "killer" essay • How to ace the PA school interview • Financial aid • Websites that will help you become an educated PA applicant There is no better way to avoid the common pitfalls and mistakes that can prevent you from entering PA school than The Ultimate Guide to Getting into Physician Assistant School. What does it mean to be fair? Why do we feel unfairness so strongly? What has happened to us today that we spend more time condemning each other's views than giving each other a fair hearing? The idea of fairness is one of the most commonly-expressed concepts, not only in English but many other languages, yet nobody ever stops to think what it really means. We all simply take the word 'fair' for granted. In this polemical guide to fairness, Ben Fenton explains the meaning of the word, how it fits into our genetic make-up within the deepest recesses of our brains and why we need our innate sense of fair play now more than ever. Fenton explores the idea that the unconscious procedure that humans go through in deciding fairness is the vital balancing act between competition and cooperation, the two driving forces that have made us the super-species of Planet Earth. He describes the neurology, anthropology, psychology, history and future of fairness and looks at how it affects our lives through politics, law, sex, religion, race, sport, business and even war. As a reporter of thirty years' experience, Fenton brings all his skills to bear in a lively and challenging description of the profound inner meaning of a throwaway phrase and why it matters so much to every single person in the world to seek To Be Fair. "Featuring over 500 entries on tools categorized by function, Compendium of Tools is a celebration of home improvement and skilled craftwork. The book covers a variety of tools used by amateurs, both hand tools and power tools, and offers some background information, interesting history, care tips, advice on what projects they are best for, and suggestions of other similar tools to consider adding to a collection. With detailed entries and illustrations, the book is packed with wisdom that is as inspirational as it is practical"-- Publisher's Note: Products purchased from Third Party sellers are not guaranteed by the publisher for quality, authenticity, or access to any online entitlements included with the product. This is a one-of-a-kind single source compendium of employment advice for residents looking for their first job and physicians looking to make career changes. For the first time, important issues such as geographic considerations, partnerships, salaries, legalities, starting an effective job search, interviewing tips, contract negotiation, are all discussed in detail by someone who's been there and lived it. A guide to creating a sustainable, eco-friendly home and garden covers: building green homes and passive solar design, growing edible plant communities and forest gardens, using no-till and natural farming methods, creating microclimates for extended growing seasons, raising livestock with ecological foraging techniques and more. Original. With 21 devotionals and 100+ recipes, this book is your ultimate plan of action and toolbox as you commit to the Daniel Fast. You'll not only embrace healthier eating habits, you'll also discover a greater awareness of God's presence. Divided into three parts--fast, focus, and food--this book is your inspirational resource for pursuing a more intimate relationship with God as you eliminate certain foods such as sugars, processed ingredients, and solid fats from your diet for 21 days. Author Kristen Feola explains the Daniel Fast in easy-to-understand language, provides thought-provoking devotions for each day of the fast, and shares more than 100 tasty, easy-to-make recipes that follow fasting guidelines. In a conversational style, Feola helps you structure the fast so you can spend less time thinking about what to eat and more time focusing on God. As Feola writes, "When you want ideas on what to cook for dinner, you can quickly and easily find a recipe. When you feel weary, you can be refreshed through Bible verses and devotions. When you are struggling with staying committed, you can refer to the information and tools in this book to motivate you." Spoiler Alert! If you don't believe you're worth the price of this book neither will she. As billionaire Warren Buffet famously declared: "The most important investment you can make is in yourself." And since your greatest moments on earth will be spent with someone you love, it stands that most important investment you can make is learning how to land a great girlfriend. Why spend another minute getting rejected or staying home alone when you can learn the secrets of attraction and start experiencing the juiciest moments of life together with your new girlfriend going to movies, vacationing or having great sex whenever you want? Ever wondered why she never responded? Or why beautiful girls ignore you? And more importantly... How you can totally change it around and separate yourself from 90% of other guys? If any of this sounds interesting, then you're in the right place. My name is Chad Scott and I'm a certified Master Results Coach with over 10 years experience helping guys get girlfriends. Allow me to help you navigate through the minefields of blunders and rejection by offering some of the best-kept secrets to attraction with contributions from over 2,000 girls. Yes, that's right, I've polled over 2,000 girls and you're going to get a look under the hood into the mind and body of a woman to learn what they really want. This isn't your average eBook that was thrown together in a few days. This is a streamlined manifesto that took over three years to compile. As such, there is no fluff or filler; instead, it's packed only with the best of the best, proven strategies that have worked for thousands of guys and will help you too. No matter what you look like, no matter how much money you have, I'm going to teach you "The Hidden Secrets To Attraction" that can help any guy attract and keep an Awesome Girlfriend. Here's a little preview: -I Was Paralyzed, I didn't know what to say... she walked right by me and I Never Saw Her Again! We've all been stumped when unexpectedly that Hot Girl shows up out of nowhere. So what do you do? In this book, you'll learn both what to say and what not to say so you end up with her in your arms instead of getting rejected like 90% of other guys. -A Man Needs Sex... Yes even though pick up artist (PUA) tactics are manipulative and can lead to depression and addiction, I'll show you the best of the best and how to use them safely to find your dream girl.-Learn both Kino Escalation and the 7 stages from total stranger to sex, a proven method to have sex without the embarrassing rejection.-Ever been ignored or put in the friend zone? No response to your text, email or call? Find out how to get out of and avoid the friend zone so she falls deeply in love with you. -Do you have a crush on some girl and she treats you like a ghost? Learn how to build an arsenal of attraction, which will completely change her mind about you and set yourself apart from 99% of other guys. By boosting these attraction factors, you won't have a problem attracting girls you'll have a problem getting rid of them.-Ever wonder why you attract all the wrong women and can't seem to attract that one you really want? Learn how to attract that one girl you've been looking for your whole life. -Ever felt like you were NOT good looking enough or have the money to land a beautiful girl? Learn "Reptilian Attraction Automation," which will teach you how to trigger her unconscious attraction and... you won't have to learn any pickup lines In fact, once you really learn this you'll be able to walk into a room and instantly have women attracted to you without saying a word. And many more hidden secrets revealed. Why delay any longer? Get Started Now! Experience all of the behind-the-scenes facts with this Ultimate Souvenir Guide of the eighth instalment of the biggest movie franchise of all time, Star Wars: The Last Jedi! Presenting in-depth interviews with the all-star cast, exclusive revelations from the crew on the making of the movie, concept art, behind-the-scenes photography and more, Star Wars The Ultimate Souvenir Guide is the complete, official, authoritative guide to the film. Every aspect of singing and a singing life is addressed by leading experts from across the industry - from essential aspects of vocal technique and health to choosing a mic, running a sound system, mastering vocal effects, growing a fan base and achieving unforgettable performances and recordings. 136 Music Industry Experts on Every Aspect of a Singing Life Focused Actions in 18 Chapters to Move Your Career Head Answers to 187 REAL Questions asked by Singers Leading Experts Speak to Singers The contributors to "The Ultimate Guide to Singing" have, between them, 92 Grammys and Grammy nominations, 193 books, 1,772 albums and nearly 300 Million YouTube views. A host of famous artists including Kimbra, Beardyman, Joey Belladonna and many others join forces with leading doctors, surgeons, producers, coaches, technologists and social media experts for the most comprehensive and user-friendly manual available for today's singers. Focused Actions for the Voice There are 18 chapters packed with specific actions for singers promoting their voice, developing their technique, improving their heath, mastering their live or recorded sound and dealing with money and marketing. Each action has been especially crafted to be relevant and easy to read. Real FAQs The book contains 187 Frequently Asked Questions—real questions asked by real singers of rock, pop, soul, metal, jazz – all contemporary genres. Each question has been carefully matched to an expert in the field. Now singers have at their fingertips insights on everything from rescuing their voice to promoting their music. The Ultimate How-To Manual for Singers With 18 information-packed chapters, focused actions and myriads of questions answered and leading experts, The Ultimate Guide to Singing promises to be the leading resource for singers who want to develop their voice and their career. What Others Are Saying: "In an ever-changing industry, to succeed, singers and bands have to know HOW. This book is IT." —Jeannie Deva, Celebrity Voice and Performance Coach "Finally: a book which will help you on ALL levels to be the singer you've always wanted to be." —Mary Hammond, Leading educator and vocal coach for Coldplay and many other star acts "Most singing books I've read have been annoyingly out of date, but I'm excited to have this modern "vocalists' bible" to refer to whenever I'm facing a real day-to-day problem as a professional voice artist." —Shlomo, World Loopstation Champion and Guinness World Record holder Contributors Include: Kimbra – Grammy Award winning artist David Frangioni – engineer to Ozzy Osbourne, Steven Tyler and more... Brian Felsen – President of CD Baby Al Schmitt – Engineer and Producer with more than 150 gold and platinum albums Divinity Roxx – artist with Kanye West, Jay-Z and Destiny's Child... Robert Bastian – leading surgeon, named as one of "America's Top Doctors" PLUS Over 100 more from every area of the Music Industry. Content That Moves Your Voice Forward This is the only book you'll ever need to stay in control of every area of your singing life. From finding fans to using the flange effect – it's all here. Chapters include: Vocal Technique in the Trenches Recording Your Voice Your Vocal Effects Creating an Unforgettable Vocal Connection Promotion and Social Media Making Money at Live Gigs Presents humor on various aspects of Judaism and being Jewish. Everything you need to know to put your drawings and paintings into perspective! If the concept of perspective makes you think of confusing angles, fancy measuring gadgets and complicated theories, get ready for a very pleasant surprise. In this comprehensive guide, Phil Metzger demystifies perspective, presenting it simply as a matter of mimicking the way we see—like the way a distant mountain appears blue, or a road seems to narrow in the distance. The Art of Perspective offers simple but powerful techniques for achieving a convincing illusion of depth and distance, whether it's a few inches in a still life or miles in a landscape. • Start simple, with atmospheric perspective and intuitive techniques, and gradually progress to linear perspective and more complex challenges such as stairways, curves and reflections. • Use the engaging, step-by-step demonstrations and exercises to try out each essential concept for yourself, making lessons clearer and more memorable. • Learn theories that apply to all mediums, with specific advice for achieving effects using acrylic, oil, watercolor and pencil. • Get the inside scoop on professional tricks and shortcuts that make perspective easier than ever! Forget everything you think you know (or don't know) about perspective. This book builds an easy-to-follow, ground-up understanding of how to turn a flat painting or drawing surface into a living, breathing, dimensional scene that lures viewers in. No matter how you look at it, it's the ultimate guide to perspective for artists of every medium and skill level. With The Ultimate Guide to Astrology, leading astrologer and Instagram star Tanaaz Chubb (@foreverconscious) presents a modern and accessible approach to astrology with an emphasis on the signs and the planets. The 2nd Edition of "Kayak Fishing: The Ultimate Guide" follows up on the best-selling success of the original with a completely updated look at the sport, which includes 50 per cent more content, stunning new photography, and segments from the 20 most influential pros. It helps you learn about: the necessary equipment; the fundamentals of kayak fishing; the essential strokes and paddling techniques; bait and lure fishing from a kayak; fly fishing from a kayak; fighting and landing fish from a kayak; freshwater kayak fishing; saltwater kayak fishing; and, kayak fishing safety. Discover the facts, myth, history, and mystery of the spiritual art of Tarot-reading. Whether you want to learn to read the cards or deepen your Tarot interpretation skills, The Ultimate Guide to Tarot honors the deep heritage of Tarot, while guiding you through practical techniques. Tarot expert Liz Dean offers an overview to all of the important elements of each card from symbols, to links with astrology, kabbala and numerology. The Ultimate Guide to Tarot also includes all the classic tarot spreads – Celtic Cross, Horseshoe, Star and Astrological Year Ahead – plus, a mini-layout to try for each of the 22 major cards. Learn how to combine the three essential ingredients of a great tarot reading: knowing the meaning of the cards, how to lay them out, and trusting the intuitive messages the images often spark within us during a reading. This synthesis is the true magic of tarot. With the authority and confidence this book offers, The Ultimate Guide to Tarot will be the must-have companion for beginner readers and tarot aficionados alike. The Spy Ninjas are on a mission to stop the evil shadow network once and for all in this exclusive guidebook based on the hit YouTube show! The secret is out! The Spy Ninjas are on the case once more. Bursting with tips and tricks to becoming the ultimate spy ninja, as well as behind-the-scenes profiles of your favorite characters and villains. This guidebook is perfect for fans of the YouTube sensation. Bestselling author and noted cryptozoologist Loren Coleman set out on the ultimate mission: to uncover the fun and intriguing phenomena that exist right here in the United States. In Mysterious America, a fun and compulsively readable guidebook to America's most popular local legends, he prepares readers for their own adventure -- where to find the unbelievable spectacles on their journey, including: Phantom panthers haunting eastern North America Bay State ghosts and spirits Mad gassers in Illinois Champ, the famous Lake Champlain monster The Minnesota Iceman The Missouri Momo and the infamous Eastern Bigfoot And many more! Coleman's witty insight and astonishing experiences will captivate followers of Charles Fort and just-plain-curious readers alike. For, as Coleman frankly reveals, these strange creatures and unimaginable wonders may lie just beyond your own backyard.... Reel in the Profits with YouTube YouTube delivers more than a billion minutes of streaming content to 1.3 billion active users every day. That's equivalent to one-third of all internet users and at least a billion reasons to start creating videos that promote your business, brand, products, and services today. Entrepreneur Magazine's Ultimate Guide to YouTube for Business is the video marketing blueprint you need to create videos that educate, entertain, and inspire viewers to take action. You'll learn how to plan, edit, promote, and share your videos with the public, as well as how to leverage YouTube's tools to help spotlight your business and your products without spending a fortune. From video production to promotion, this guide shares the battle-tested strategies and tried-and-true advice from successful YouTube experts to help you: Set up your channel and become a YouTube Partner to start monetizing your videos Create a virtual community that uses and loves your products Cater your videos to your target audience at every stage—pre-production, production, post-production, and promotion Drive traffic to your channel, website, or social media with optimized video titles, tags, playlists, and more Promote your YouTube videos using Facebook, Twitter, Google+, and other social sites Make a video go viral with the help of blogs, websites, and other online resources Find out what a YouTube channel can do for you as you learn to create your channel, leverage it as a marketing tool, and maximize your return on investment. Ultimate Guide: Wiring, 8th Edition demystifies residential electrical systems with easy-to-understand language, step-by-step photography, and detailed illustrations. Homeowners will learn how their home's electrical system works and how to complete installations and repairs. This project-based book shows how to select the right cable, wires, and other equipment, and how to run wiring through walls and between floors. Projects guide the reader through installing switches, outlet receptacles, electrical appliances, and lighting systems. The book also shows how outdoor lighting, including security and low-voltage systems, can help homeowners improve and illuminate the exterior areas around their homes. The eighth edition has been updated with the latest information on everything from big screen TVs to 3-way switches required by the National Electrical Code. Teaches the elements of good writing through the use of essential guidelines, literary techniques, and proper writing mechanics. Explore the powers, weapons, technology, and suits of the warrior, monarch, scientist, and Super Hero Black Panther. King of Wakanda—from his debut in 1966 to the present. This comprehensive book showcases stunning Black Panther comic artwork and profiles iconic characters, such as T'Challa, and his friends and allies, including Luke Cage, The Falcon, and Storm. Meet the foes, too, like Ulysses Klaw, Erik Killmonger, Doctor Doom, and Sub-Mariner. Packed full of information about Black Panther, the book includes an in-depth look at the characters, key issues, and iconic storylines, spotlighting pivotal moments and story arcs in the history of Black Panther, including "Panther's Rage," "Doomwar," and "Secret Invasion," and "A Nation Under Our Feet." © 2017 MARVEL The Ultimate Guide to Energy Healing demystifies energy healing styles and practices and offers accessible techniques that you can use immediately for healing and self-care. The popularity of energy healing is surging as people seek out alternative means of healing and wellness. While popular, energy healing can be intimidating to many, as it sits at the intersection of the scientific and the spiritual. The Ultimate Guide to Energy Healing offers an understandable and practical approach to energy healing. Learn how to: Develop energetic sensitivity Work with auras and energy fields and protect your space Clean and balance chakras Remove energy blocks and cords Do light body and DNA activation Techniques for

the beginner, intermediate, and more advanced practitioners are included. Detailed information on chakras and energetic anatomy is covered as well as supplemental tools and techniques such as color healing and using crystals, pendulums, and sound. The techniques offered in this book are a fusion of many methods thus enabling practitioners to get the best from each method of energy healing and incorporate the practice into everyday life and adjunctive practices such as meditation or yoga. The Ultimate Guide to... series offers comprehensive beginner's guides to discovering a range of mind, body, spirit topics, including tarot, divination, numerology, witchcraft, chakras, aromatherapy, and more. Filled with beautiful illustrations and designed to give easy access to the information you're looking for, each of these references provides simple-to-follow expert guidance as you learn and master your practice.

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