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YQGVHO - HOBBS KANE

This is the second, greatly expanded edition of one of the world's most successful books on negotiation. 'Getting to Yes' offers powerful principles to guide readers to success in the art of negotiation. 'Hannah's writing makes me laugh and laugh and LAUGH... I am officially a fan girl' Lucy Vine Welcome to Izzy's rollercoaster year of saying yes. Get ready for non-stop hilarity, unadulterated entertainment and the journey of a lifetime. The Year of Saying Yes was originally published as a four-part serial. This is the complete story! For fans of Anna Bell and Zoe May... Dear Readers, I hold my hands up: I'm stuck in a rut. For three years and counting I've been hopelessly in love with the same guy - and the closest we've ever got is a drunken arse grab (NB: this doesn't count). My favourite hobby is googling cats for spinsters and I'm sick of my shoestring salary that barely pays for my shoebox flat. I need a head-to-toe life makeover. Enter my 'Year of Saying Yes', which is where you come in. To help me sort out my sorry life, I need you to #DareIzzy. For the next 12 months I'll be saying 'yes' to your challenges, no matter how wild, adventurous or plain nuts they are. 'No' is not an option! Here goes... Wish me luck! I'm going to need it. Love, Izzy x Readers love THE YEAR OF SAYING YES: 'Prepare yourself readers, you will be in hysterics in laughter until your belly hurts. I FREAKING LOVED THIS... I feel like I have reunited with my old love. *happily sighs* A Crave For Books Blog 'Move over Bridget Jones there's a new girl in town!' Goodreads reviewer 'A hilarious read' Bella magazine 'The most excellent and humorous book I have read in a very long time' Dreaming With Open Eyes 'I loved loved this book, it was fun, hilarious and witty' Escapades of a Bookworm 'SO good ... full of laugh-out-loud moments' On My Bookshelf 'A bundle of laughs' The Book Magnet '4% in, I was already laughing out loud and snorting ... the other 96% just kept getting better' The Writing Garnet 'A fabulous and fun read' By The Letter Book Reviews 'A hilarious, light hearted read' BrizzleLass Books 'A breath of fresh air, that made me laugh and smile the whole way through... I will be telling anyone who will listen to me, just how great this story really is' Kelly's Book Corner 'Hannah Doyle's witty writing had me hook, line and sinker' Shaz's Book Blog 'I highly encourage everyone to pick up this story' Alba In Bookland 'Ultimate beach read' Reveal magazine 'This is a laugh out loud level of funny ... an all around fun book to read' Rachel's Random Reads Blog 'Prepare yourself readers you will be in hysterics in laughter until your belly hurts' A Crave For Books Blog

The hilarious new Mystery Man crime caper from the master of menace and mirth You don't say no

to Dr. Yes, the charismatic plastic surgeon on the fast track to fame and fortune. But when the wife of obscure and paranoid crime writer Augustine Wogan disappears shortly after entering his exclusive clinic, the Small Bookseller with No Name is persuaded to investigate. As fatherhood approaches, our intrepid hero is interested only in a quick buck and the chance to exploit a neglected writer, but he soon finds himself up to his neck in murder, make-up and madness - and face to face with the most gruesome serial killer since the last one.

Yes I Can! is for anyone who ever said, "I wish I could be like that person." Deep down we know that we all have the potential to be "that person", but achieving it seems impossible in practice. Well it's not impossible - you have the power to dramatically change your life. You can become more confident and motivated and find greater focus and direction in your life. You can become a better leader or manager and fill yourself with positive energy. You can lead the fulfilling life you have always dreamed of, and much more. See yourself as successful. Be successful. You have the power to change your life in ways that you may not even realize. As long as you can see where you want to be, or what you want to achieve, then you can make it happen. All you need to do is set aside a few minutes a day to visualize what you want to change or improve, and you'll find the focus and direction to get what you want. Using the power of creative visualization and other well-understood psychological techniques, you'll find this book is packed with practical, real world examples of changes that you can achieve in your life, using tried and tested techniques that have been demonstrated to be highly effective in numerous controlled studies. Yes I Can! contains simple, easy-to-follow, five-minute exercises developed by motivation expert Robin Nixon, which have worked wonders for thousands of others - now it's time to make them work for you. How this book will change your life By following the exercises in this book, you'll learn how to achieve all the following, and much more: Learn to love yourself, life and others more - and be loved too Achieve any goal on which you set your heart Attain a level of self-confidence to match your abilities Quickly recover from failure to try again Motivate yourself when there's a task to do Increase your stamina, concentration and commitment Diminish negative energy Learn to relax and become fulfilled From now on, your answer to every question that life throws at you will be, 'Yes I can!'

From New York Times bestselling authors Becky Albertalli and Aisha Saeed comes a heart-warming, hilarious story about the power of love and resistance. Jamie Goldberg is cool with volunteering for his local state candidate - as long as he's behind the scenes. There's no way he'd ever knock on doors to ask people for their votes...until he meets Maya. Maya Rehman's having the worst Rama-

dan ever. Her best friend is too busy to hang out, her summer trip is cancelled, her parents are separating and now her mother thinks the solution to her problems is political canvassing - with some awkward guy she hardly knows ... Going door to door isn't exactly glamorous, but maybe it's not the worst thing in the world. After all, the polls are getting closer - and so are Maya and Jamie. Mastering local activism is one thing. Navigating the cross-cultural crush of the century is another thing entirely. Praise for Yes No Maybe So: 'Heartwarming, poignant and very, very funny' Waterstones '[An] entertaining story of love, politics and idealism' The I 'A novel bursting with hope, truth and action . . . Yes No Maybe So is about speaking up, showing up and being an effective ally. But at its core it's a reminder that the Greta Thunbergs, Malala Yousafzais and Autumn Peltiers of today were once Jamies and Mayas: everyday teenagers who saw their house was on fire and worked tirelessly to extinguish the blaze' The New York Times Book Review

The Yes Book is an anthology of award-winning authors writing about the power of the word Yes published by Exult Road. Seventy-two authors describe stories of transformation and hope, the challenge of life-changing decisions, and the magic of Yes in everyday life. Storytellers breathe Yes through the life of their characters. Poets extol the power of Yes in love and loss. Spiritual teachers reveal the secret of Yes in the heart. A neurologist explains how word Yes affects the brain. The book itself is a transformational device; a perfect gift for yourself or loved ones.

At some point today you will have to influence or persuade someone - perhaps ask a colleague a favour, negotiate with a contractor or get your spouse to put out the recycling. In The small BIG, three heavyweights from the world of persuasion science and practice - Steve Martin, Noah Goldstein and Robert Cialdini - describe how, in today's information-overloaded world, it is now the smallest changes that lead to the biggest differences in results. Offering deceptively simple suggestions and explaining the extensive scientific research behind them, the small BIG presents over fifty small changes - from the little adjustments that make meetings more effective to the costless alteration to correspondence that saved a government millions. the small BIG is full of surprising, powerful - and above all, tiny - changes that could mean the difference between failure and success.

Place of publication from publisher's website.

The all-encompassing secrets to a longer, happier, healthier stress-free life Do you struggle with saying, 'No'? It's amazing how such a tiny but liberating word can sometimes be so difficult to voice. Everything in our world is made up of positive and negative charges, which together make a whole. You have been guided to choose this book by your soul because you are ready to question long-held beliefs and make choices in alignment with your sacred path. By consciously affirming the Holy Trinity of yes! you will move to the next level of conscious awareness. No is a word of strength, and yes is the road to peace, purpose, and prosperity. Yes, yes, yes. Set your intention on this day and forever more. Cassandra Gaisford (BCA, Dip Psych), holistic therapist, award-winning artist, and bestselling author, has written a passionate call to redefine what it means to be successful in today's world. No! Why 'No' is the New 'Yes' is short on words but big on ideas and huge on transformational change. Buy now and discover how this one little word will change your life. What others are saying "No! Why 'No' is the New 'Yes': How to Reclaim Your Life, Shine in the Sun, and Be Authentically You is a beautiful collection of important parts of ourselves, our lives, how we live in this world and how we live with ourselves and with each other. Each page is dedicated to one thing we often say no to

that keeps us stuck or hurt or procrastinating and turns the No into a vibrant Yes. Cassandra has again proven herself as the Warrior Woman of Positive Living, Loving, and Being. She reminds us to live in our truth with love compassion and boundless energy for the joy of life." Cathe

"Yes" or "No," from the #1 New York Times bestselling author Spencer Johnson, presents a brilliant and practical system anyone can use to make better decisions, soon and often -- both at work and in personal life. The "Yes" or "No" System lets us: focus on real needs, versus mere wants create better options see the likely consequences of choices and identify and then use our own integrity, intuition, and insight to gain peace of mind, self-confidence, and freedom from fear

AS SEEN ON TIKTOK This Psychic Fortune Teller Book will change your life. Have you ever wanted to know your past, present or future within an instant? Now you can, with this simple and easy to use 'YES or NO' book. The Perfect gift for anyone interested in Divination, Tarot, Fortune Telling and all things Mystic! Instructions: 1. Think deeply about your specific question 2. Hold the book and open to a random page 3. Read your answer to make your decision 200 Pages Softback Cover 190mm x 190mm Every page contains either a 'Yes' or a 'No' answer. This book is a fun and unusual way to help anyone make decisions!!

Dawn French, number one bestselling author of A Tiny Bit Marvellous and Oh Dear Silvia, returns with her joyously funny new novel, According To YES . . . NOW at this special price The Foreign Land of the Very Wealthy - otherwise known as Manhattan's Upper East Side - has its own rigid code of behaviour. It's a code strictly adhered to by the Wilder-Bingham family. Emotional displays - unacceptable. Unruly behaviour - definitely not welcome. Fun - no thanks. This is Glenn Wilder-Bingham's kingdom. A beautifully displayed impeccably edited fortress of restraint. So when Rosie Kitto, an eccentric thirty-eight-year-old primary school teacher from England, bounces into their lives with a secret sorrow and a heart as big as the city, nobody realises that she hasn't read the rule book. For the Wilder-Bingham family, whose lives begin to unravel thread by thread, the consequences are explosive. Because after a lifetime of saying no, what happens when everyone starts saying . . . yes? 'I adored According to YES. It's so different to anything I've read in forever, so charming, wise, brilliantly written. I loved it all' Marian Keyes 'There is lots of fun to be had reading this book. It's impossible not to warm to Rosie, a funny and open-hearted woman who acts as a salve and comfort blanket for this unhappy, inhibited family. There's something quite joyous about the way she unashamedly romps her way through the novel, changing the lives of those around her for the better' Express 'French can spin a yarn . . . which sets According to YES apart from the usual chick-lit template. Think the vicar of Dibley, without the dog collar. YES YES YES indeed' Independent Further praise for Dawn French: 'A fantastic slam-dunk pageturner. Funny, enriching . . . page after page I laughed out loud' Mail on Sunday 'A hilarious snapshot of family life in the twenty-first century' Sunday Express 'Extremely funny' Sunday Times 'Dawn tackles the big ones - love, death, grief, childhood, motherhood, parenthood - head on' Guardian 'Makes you laugh on every page' The Times 'A brilliantly observed, very funny novel of family life' Woman and Home 'Funny, really enjoyable, highly recommended. A wonderful writer - witty, wise, poignant' Daily Mail

This book is for anyone who wants to understand why we need to talk about mental health at work... and how to have constructive dialogue in the workplace.

One word. Unlimited consequences. The book that inspired the major film starring Jim Carrey and

Zoey Deschanel 'I, Danny Wallace, being of sound mind and body, do hereby write this manifesto for my life. I swear I will be more open to opportunity. I swear I will live my life taking every available chance. I will say Yes to every favour, request, suggestion and invitation. I WILL SWEAR TO SAY YES WHERE ONCE I WOULD SAY NO.' Danny Wallace had been staying in. Far too much. Having been dumped by his girlfriend, he really wasn't doing the young, free and single thing very well. Instead he was avoiding people. Texting them instead of calling them. Calling them instead of meeting them. That is until one fateful date when a mystery man on a late-night bus told him to 'say yes more'. These three simple words changed Danny's life forever. Yes Man is the story of what happened when Danny decided to say YES to everything, in order to make his life more interesting. And boy, did it get more interesting.

Executives from The Second City—the world's premier comedy theater and school of improvisation—reveal improvisational techniques that can help any organization develop innovators, encourage adaptable leaders, and build transformational businesses. For more than fifty years, The Second City comedy theater in Chicago has been a training ground for some of the best comic minds in the industry—including John Belushi, Bill Murray, Gilda Radner, Mike Myers, Steve Carell, Stephen Colbert, and Tina Fey. But it also provides one-of-a-kind leadership training to cutting-edge companies, nonprofits, and public sector organizations—all aimed at increasing creativity, collaboration, and teamwork. The rules for leadership and teamwork have changed, and the skills that got professionals ahead a generation ago don't work anymore. Now The Second City provides a new toolkit individuals and organizations can use to thrive in a world increasingly shaped by speed, social communication, and decentralization. Based on eight principles of improvisation, Yes, And helps to develop these skills and foster them in high-potential leaders and their teams, including: Mastering the ability to co-create in an ensemble Fostering a "yes, and" approach to work Embracing failure to accelerate high performance Leading by listening and by learning to follow Innovating by making something out of nothing Yes, And is a must-read for professionals and organizations, helping to develop the invaluable leadership skills needed to succeed today.

The creator of "Grey's Anatomy" and "Scandal" details the one-year experiment with saying "yes" that transformed her life, revealing how accepting unexpected invitations she would have otherwise declined enabled powerful benefits.

Traces the development of the music of the rock and roll band, Yes, and portrays the lives of its members

Soon to be a Netflix Film in March 2021! From the New York Times bestselling creators of I Wish You More, Amy Krouse Rosenthal and Tom Lichtenheld, a funny look at the one day of the year that can compete with Christmas for children's affection: YES DAY! No matter how silly the request, there is one day a year when kids always receive a positive response: Can I have pizza for breakfast? YES! Can we have a food fight? YES! Can I stay up really late? YES! The simple text coupled with delightful illustrations will send kids on a journey into their wildest wishes. With humor and appreciation for life's little pleasures, Yes Day! captures the excitement of being a kid. Jennifer Garner uses Yes Day! as inspiration for an annual magical day of all things YES with her children. She was a little worn out after 24 hours of pure YES in 2017, but she still praised Yes Day! as "a fantastic children's book."

From the authors of the international bestseller Yes! This travel-sized handbook will become your go-

to key for ensuring that the world says 'yes' to you, your ideas and your requests. We all want to hear 'yes'. 'Yes' connects us to the world, and carries us into the future. So why do we find it so hard to get others to agree? And how can we improve our chances? The Little Book of Yes contains 21 short essays that outline a range of effective persuasion strategies, each proven to increase the chances that someone will agree to your request. That someone could be a friend, a colleague, a partner, a lover, a manager, a sibling, a parent, even a stranger. The timeless principles and practical lessons in this collection can be used to tackle a variety of everyday challenges, from repairing a soured relationship to negotiating a higher fee for your work, from convincing a dithering friend to take action, to building your social network and personal brand. Full of wisdom from the leaders in influence, with carefully curated advice, this little book is essential reading for any freelancer, manager, entrepreneur, parent or person who wants more from their world.

Negotiation is fundamental to our lives; whether it's getting your kids to eat their greens, making your case for a pay rise, or trying to secure a multi-million pound deal for your company. However, negotiation has changed. It's no longer about confrontation where there are winners and losers. Collaboration is now the name of the game. YouGov research commissioned for this book shows UK PLC is losing £9 million per hour from poor negotiating - £17 billion per year. Can you afford to be without a modern framework for deal-making? In The Yes Book, Clive Rich provides a method for generating success based on years of experience working for or with major organisations and super brands including Sony, Yahoo, Apple, the BBC, Tesco, and Simon Cowell's Syco, during a negotiating career in which he has brokered more than £10 billion worth of deals. By breaking negotiation into its three key elements of Attitude, Behaviour and Process, he helps you learn how to shape, create and close deals. You will discover what your negotiating style is, and how you can apply it to influence others and give yourself the edge. This is the ultimate guide to using the power of negotiation to get more of what you want, in both business and life outside the office.

Four Simple Steps. That's all it takes to deliver legendary service and build a thriving team culture. Is negative service impacting your bottom line? Do you find it hard to maintain your confidence when you have to disappoint a customer? Then Yes Is the Answer is the leadership book you need to read. Christine Trippi shares her energy and passion for Sweet Hospitality--the key to success in the hospitality industry--by taking readers through the simple steps of responding positively while developing strong relationships. Along the way, she reviews examples that cover all aspects of work and family life with opportunities to test your new skills in the book (or with a downloadable Yes Is the Answer companion workbook). By the end of this fun, quick, and easy read, you'll have the information and skills needed to always say Yes and achieve Sweet Results! The best part is that you'll learn how you can change the world, one Yes at a time! Should you read this book? Yes Is the Answer!

YES! This must-have toddler title sheds light on some concepts with a comical flair. Yanking cat by tail: no NO. Gentle pat on back: yes YES. And it's funny how dumping a bowl of food gets a very different reaction from mastering the use of a spoon. An expressive baby demonstrates familiar behaviors — and their predictable responses — in an amusing book that merits a giant YES!

Inspire your customer to say YES to you and your product. Quickly and effectively turn the customer's anxiety at the start of the sales relationship into trust and momentum-building confidence. Build lasting and lucrative customer partnerships. Climb to the top of your company's sales rankings.

Leave your competitors in the rearview mirror. Achieve these sales goals and more by mastering The Trilogy of Yes approach. Andy Olen has created a practical and easy-to-use guide for salespeople looking to foster and boost their sales skills. Salespeople who harness the power of the Trilogy's three skills - connection, communication, and cooperation - sell more. The Trilogy of Yes is written for salespeople looking to take their performance to the next level. Whether you are a sales veteran looking to sharpen your skills, or if you are just starting in sales and want to quickly develop your skills, the timeless teachings of The Trilogy of Yes is for you. In addition, the Trilogy offers insights for sales managers looking to become better coaches. It serves as a call to action to human resource leaders who write the job descriptions for salespeople and sales leaders. These pages benefit general managers and executives who run businesses that depend on talented salespeople to represent the company's products. As a seasoned sales leader, Olen has developed winning relationships with customers on five continents. With over 20 years of professional experience, including more than a decade of sales, marketing and commercial leadership success, Olen's Trilogy offers proven strategies direct from real-world customer experiences.

What Duke Ellington and Miles Davis teach us about leadership How do you cope when faced with complexity and constant change at work? Here's what the world's best leaders and teams do: they improvise. They invent novel responses and take calculated risks without a scripted plan or a safety net that guarantees specific outcomes. They negotiate with each other as they proceed, and they don't dwell on mistakes or stifle each other's ideas. In short, they say "yes to the mess" that is today's hurried, harried, yet enormously innovative and fertile world of work. This is exactly what great jazz musicians do. In this revelatory book, accomplished jazz pianist and management scholar Frank Barrett shows how this improvisational "jazz mind-set" and the skills that go along with it are essential for effective leadership today. With fascinating stories of the insights and innovations of jazz greats such as Miles Davis and Sonny Rollins, as well as probing accounts of the wisdom gleaned from his own experience as a jazz musician, Barrett introduces a new model for leading and collaborating in organizations. He describes how, like skilled jazz players, leaders need to master the art of unlearning, perform and experiment simultaneously, and take turns soloing and supporting each other. And with examples that range from manufacturing to the military to high-tech, he illustrates how organizations must take an inventive approach to crisis management, economic volatility, and all the rapidly evolving realities of our globally connected world. Leaders today need to be expert improvisers. Yes to the Mess vividly shows how the principles of jazz thinking and jazz performance can help anyone who leads teams or works with them to develop these critical skills, wherever they sit in the organization. Engaging and insightful, Yes to the Mess is a seminar on collaboration and complexity, against the soulful backdrop of jazz.

"Young women can run the world. These are the stories of those who did..." @hillaryclinton "An excellent guide to the how and why of a life of public service." --Amy Poehler Return to President Obama's White House in this New York Times bestselling anthology for young women by young women, featuring stories from ten inspiring young staffers who joined his administration in their 20s with the hope of making a difference. Includes a foreword by actress (Grown-Ish) and activist Yara Shahidi! Shahidi is the creator of Eighteen x '18, a platform to empower first-time voters. They were teens when Barack Obama announced he was running for president. They came of age in the Obama Era. And

then they joined his White House. Smart, motivated, ambitious--and ready to change the world. Kalisha Dessources Figures planned one of the biggest summits held by the Obama White House--The United State of Women. Andrea Flores fought for the president's immigration bill on the Hill. Nita Contreras traveled the globe and owned up to a rookie mistake on Air Force One (in front of the leader of the free world!). Here are ten inspiring, never-before-told stories from diverse young women who got. Stuff. Done. They recall--fondly and with humor and a dose of humility--what it was like to literally help run the world. YES SHE CAN is an intimate look at Obama's presidency through the eyes of some of the most successful, and completely relatable, young women who were there. Full of wisdom they wish they could impart to their younger selves and a message about the need for more girls in government, these recollections are about stepping out into the spotlight and up to the challenge--something every girl can do. With contributions from Jenna Brayton, Eleanor Celeste, Nita Contreras, Kalisha Dessources Figures, Molly Dillon, Andrea R. Flores, Vivian P. Graubard, Noemie C. Levy, Taylor Lustig, and Jaimie Woo.

Find hope even in these dark times with this rediscovered masterpiece, a companion to his international bestseller Man's Search for Meaning. Eleven months after he was liberated from the Nazi concentration camps, Viktor E. Frankl held a series of public lectures in Vienna. The psychiatrist, who would soon become world famous, explained his central thoughts on meaning, resilience, and the importance of embracing life even in the face of great adversity. Published here for the very first time in English, Frankl's words resonate as strongly today—as the world faces a coronavirus pandemic, social isolation, and great economic uncertainty—as they did in 1946. He offers an insightful exploration of the maxim "Live as if you were living for the second time," and he unfolds his basic conviction that every crisis contains opportunity. Despite the unspeakable horrors of the camps, Frankl learned from the strength of his fellow inmates that it is always possible to "say yes to life"—a profound and timeless lesson for us all.

Relates, through illustrations and simple, rhyming text, a family's day in the woods, including a hike, swimming, and a picnic.

A fun, romantic read, perfect for fans of Sarah Dessen and Susane Colasanti! What happens when Matt and Ella reunite one year after their breakup? Are second chances really possible? Before Matt, Ella had a plan. Get over her ex-boyfriend and graduate high school—simple as that. But Matt—the cute, shy, bespectacled bass player—was never part of that plan. And neither was attending a party that was crashed by the cops just minutes after they arrived. Or spending an entire night saying "yes" to every crazy, fun thing they could think of. But then Matt leaves town, breaking Ella's heart. And when he shows up a year later—wanting to relive the night that brought them together—Ella isn't sure whether Matt's worth a second chance. Or if re-creating the past can help them create a different future.

'We have had diaries from other Cabinet Ministers, but none I think which have been quite so illuminating... It is a fascinating diary... It is shorter than Barbara Castle's... and although it is rather more accurate than Dick Crossman's, it is distinctly funnier' - Lord Allen of Abbeydale (formerly Permanent Secretary at the Home Office) in The Times 'It has an entertainment and educational value which is unique. It is uproariously funny and passes the acid test of becoming more amusing at every subsequent reading... I will go so far as to claim that in the characters of Jim Hacker and Sir Humphrey Ap-

pleby, Messrs Lynn and Jay have created something as immortal as P.G. Wodehouse's Bertie Wooster and Jeeves' - Brian Walden in *The Standard*

How often do you say `YES' to something, when you know you really wanted to say `NO'? You have the right and the power to choose. This book will show you how. The Yes/No Book is about choice. It empowers you with the ability to know exactly when to say `YES' and when to say `NO', showing you how to handle both with no fear, no guilt and with confidence and self-assurance. Empowered with the decision-making skills to know how and when to say `YES' and `NO' you will develop increasing control over your life. You will become more focussed, more productive, less stressed, more involved in doing the things you want to do and less in doing time-sapping chores that offer no benefit or joy. The book is structured into two parts. The first examines our addiction to `YES', the second tells us how to embrace and start using `NO' and how to choose when each is best for us.

In *The Book of YES*, you will find the most powerful scripts in the real estate industry today. If you're tired of the same old sales scripts or if you've done away with them all together, I know how you feel because I've been there. I was tired of seeing the same B.S.(bad sales) approaches and I wanted something that felt more natural for me. So I started creating my own scripts, for the simple reason that I hated being told, "No." For me nothing was worse than that feeling of rejection. I was determined to figure out the perfect thing to say in every situation, and how to say it in a way that would cause sellers and buyers to want to say "Yes!" to me every time. This book is the result of that quest. And I've broken it in two unique parts so you can spend less time reading it, and more time using the life changing scripts inside. Part 1 will give you the foundation for making the scripts work for you. Not just some of the time, but every time! You'll master how to inspire sellers to say "YES" to you giving you the magic key to unlock the success you want as a real estate agent. Part 2 is the actual scripts that allow you to have smooth, choreographed conversations that lead you down the path to more success and more income. included in this section are... Prospecting scripts for sellers that lead up to the listing appointment. My unique Listing Presentation Scripts with examples of exactly how to deliver them for maximum impact. The Buyer Scripts that I've personally used for years to build my own real estate business from scratch. The Objection scripts that will show you how to overcome any objection with ease and never be scrambling for words when a client throws you a curveball. In all there are 27 scripts in this book that will show you how to handle any situation, conversation, and objection that might come your way. And each script has been tested, tweaked and perfected. How do I know this? Because I've used each and every one of them to close millions of dollars worth of real estate in my nearly 2 decade career. I've also taken the time to include things I've picked up over my career that will help take you beyond the scripts... How to identify resistance and influence triggers so you can naturally use the right words and phrases that gets more clients saying YES to you. My practice techniques for memorizing and using these scripts to their full impact. You won't just be pulling words from your memory, you'll be speaking from the heart so you come across as genuine. The "tiny tweaks" that turn a regular script into something powerful. These seemingly little differences can have a huge impact in the way a prospect or client responds to what you say. The 9 Keys to more powerful conversations that go way beyond just the words you say to a client. I've mastered all 9 of these techniques and each one has made a huge difference in how I present myself to clients. *The Book of YES* is an action guide, not a book of theory. Think of it as YOUR PLAY

BOOK for the key conversations you have with sellers and buyers. Along with the scripts you will find tactical notes on how to use the script, why it works, and when to modify the script for various situations. This book is not about intimidating your clients to agree with you, it's about inspiring them to say YES. And the more they do, the more abundance and success you will have in your life. The ultimate YES is saying YES to your goals, your dreams and your family so you can create the lifestyle that you want.

The triumphant New York Times Bestseller * *The Tonight Show Summer Reads Pick* * Named one of the best books of the year by *People*, *Vogue*, *Parade*, *NPR*, and *Elle* "This is one beautiful book. I was wowed by Keane's writing and narrative skill—and by what she knows about trouble." —Stephen King How much can a family forgive? Francis Gleeson and Brian Stanhope, rookie NYPD cops, are neighbors in the suburbs. What happens behind closed doors in both houses—the loneliness of Francis's wife, Lena, and the instability of Brian's wife, Anne, sets the stage for the explosive events to come. In Mary Beth Keane's extraordinary novel, a lifelong friendship and love blossoms between Kate Gleeson and Peter Stanhope, born six months apart. One shocking night their loyalties are divided, and their bond will be tested again and again over the next thirty years. Heartbreaking and redemptive, *Ask Again, Yes* is a gorgeous and generous portrait of the daily intimacies of marriage and the power of forgiveness.

Bobo, a young chimpanzee preparing for bedtime, learns to say "Yes" when things suit him and "No" when they do not.

What happens when you say YES? 49 incredible stories of adventure. From rowing oceans to cycling across continents, from climbing mountains to hiking national trails, this book will take you on the journey of a lifetime over and over again. But adventure is more than just travel. It's about stepping outside of your comfort zone and doing something a little out of the ordinary. How about setting up a business or home-schooling your kids? Fighting depression or fighting for a charity? This is not JUST a travel book. This brings you adventure in all its glorious forms. So sit back, relax and let the world of YES open before you. What will you say YES to? This book has been created entirely for free by members of the YesTribe. Check the YesTribe here: <https://www.facebook.com/groups/theyestribe>. All profits go directly to the Teddington Trust to enable children with Xeroderma Pigmentosum (a rare skin disease that makes someone allergic to sunlight) to have adventures. Authors include: David Altabev, Clare Ambrose, Kirsten Amor, Alun Basten, Mariah Boyle, Jan Burke, Claudia Colvin, Karl Coppack, Emma Karemba Cornthwaite, Sue Crawley, Jason Day, Paul Donaghy, Meg Dyos, Alejandra Eifflaender-Salmón, Charlotte Fowles, Jen George, Aliza Goldberg, Thomas Hough, Emma Karlake, Pete Lamb, Cazz Lander, Zoe Langley-Wathen, Chris Lansdowne, Geoff Long, Abigail Mann, Hannah Miller, Nick Miller, Laura Mould, Gail Muller, Marcus Mumford, Eabhnat Ní Laighin, Brooke Nolan, Ian Oliver, Anisah Osman Britton, Noni Papp, Mark Perez, Glen Pilkington, Phil Plume, Ian Preedy, Arijit Ray, Spike Reid, Sophie Rooney, CJ Ross, Josiah Skeats, Amelia Jane Thorogood, Samantha Watts, Morwhenna Woolcock, Esther Zimmer and David Zimmer Artists include: Tom Napper, Hattie Stuttard Parker, Lizzie Sullivan, Samantha Elizabeth Allen, Victoria Galitzine, Nicola Hobbs, Henri Renard, Angela Chick, Anne-Laure Carruth, Leanne Rutter, Sarah Day, Alice Boydell, Tanya Noble, Alejandra Eifflaender-Salmón, Ellie Stevens, Michelle Robyn, Jaedon Harris, Rion Badenhorst, Katie Hammond, Rachel Tomasardottir, Rachel Fitch, Zoe Langley-Wathen, Helen

Proudfoot, Jo Vincent, Bryony Wildblood, Geoff Long, Erika Manning, Lynda Brown, Jo Langdon, Lynette Marshallsay, Katrina Williamson, Vanessa Hodder, Joe Hemming, Amber Winterburn, Lou Rowen, Phamie McDonald, Seb Gibbs, Paddy Martin, Katy Eldridge, Sian Angharad, Rebecca Nunn, Sophie Rooney, Sophie Whitehead, Sophie Hunt, Sarah Woodrow, Ava Denham, Holly Doucette

'Ruth Valerio's book is perfect for individuals and groups to think, reflect, pray and be challenged together.' JUSTIN WELBY, from the Foreword Saying Yes to Life lifts our focus from natural, everyday concerns to issues that are having an impact on millions of lives around the world. As people made in the image of God, we are entrusted to look after what he has created: to share in God's joy and ingenuity in making a difference for good. Ruth Valerio imaginatively draws on the Days of Creation (Genesis 1) as she relates themes of light, water, land, the seasons, other creatures, humankind, Sabbath rest and resurrection hope to matters of environmental, ethical and social concern.

"In 1974 I told the man in the dole office that had verbally gripped my balls and my life, that I would look after my family myself. There was no way on this earth that I would go cap in hand to him or anyone like him ever again."

Learn how small changes can make a big difference in your powers of persuasion with this New York Times bestselling introduction to fifty scientifically proven techniques for increasing your persuasive powers in business and life. Every day we face the challenge of persuading others to do what we want. But what makes people say yes to our requests? Persuasion is not only an art, it is also a sci-

ence, and researchers who study it have uncovered a series of hidden rules for moving people in your direction. Based on more than sixty years of research into the psychology of persuasion, Yes! reveals fifty simple but remarkably effective strategies that will make you much more persuasive at work and in your personal life, too. Cowritten by the world's most quoted expert on influence, Professor Robert Cialdini, Yes! presents dozens of surprising discoveries from the science of persuasion in short, enjoyable, and insightful chapters that you can apply immediately to become a more effective persuader. Often counterintuitive, the findings presented in Yes! will steer you away from common pitfalls while empowering you with little known but proven wisdom. Whether you are in advertising, marketing, management, on sales, or just curious about how to be more influential in everyday life, Yes! shows how making small, scientifically proven changes to your approach can have a dramatic effect on your persuasive powers.

Good morning, good morning. It's time to wake up! Join a cat and puppy pair through their day—the ups of being fed and romping through grass, and the downs of days that are too short and things that don't go as planned—as they realize that sometimes the very best thing that can happen is just being together. From Caldecott Honor author/illustrator Elisha Cooper comes a timeless tale of friendship, adjusting your perspective, and the joys (and trials) of siblinghood.

A great, orange thing called the Yes leaves his cozy nest and sets out for a Where he must reach, but he is surrounded by swarms of Nos, flimsy creatures that try to stop him every step of the way.