

Access Free  
Slicing Pie: Fund  
Your Company  
*Slicing Pie:*

*Fund Your  
Company  
Without Funds*

**A passage from  
the book...  
Though she had  
counted the  
strokes of  
every hour**

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***since midnight,  
Mrs. Eveleth  
had no thought  
of going to bed.  
Renew and  
Sustain is an  
innovative,  
profitable,  
socially and  
environmental  
conscious  
approach  
towards a***

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***sustainable  
future. The  
book discusses  
this method,  
what  
sustainability is  
and why it  
makes sense to  
implement  
these solutions.  
This is  
accomplished  
via dialog with***

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***specific case studies about sustainability and the value of being more sustainable. In Lessons from the Edge, nearly 50 business owners and entrepreneurs offer a wealth***

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***of real-life  
stories, in their  
own words, that  
provide rare  
insights into  
keeping a  
company  
healthy and  
growing. The  
authors have  
drawn on  
interviews with  
nearly 50***

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***entrepreneurs,  
all of whom are  
under 45 years  
of age and are  
founders or  
presidents of  
companies with  
revenues over  
\$1million and  
growing  
rapidly. This  
instructive and  
inspiring book***

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***brims with  
lessons for all  
business  
owners about  
courage,  
persistence,  
and survival.  
This book  
reveals: \*  
Where to to  
find investors  
and the best  
approaches to***

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***win their  
support \* What  
investors are  
really looking  
for but won't  
tell you \* How  
to persuade  
banks, business  
angels, VCs and  
public funders \*  
Insider tips for  
compiling  
material that***



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**satisfies**  
**investors \***

**Little-known  
strategies that  
will boost your  
success**

**There is a good  
chance you are  
here because  
you've tried to  
make money  
online before.  
Maybe you**

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***tried to open an  
eBay store but  
then found the  
competition is  
fierce and that  
there isn't  
anything cheap  
to sell. Have  
you been  
burned by shiny  
offers to Make  
Money Online  
(MMO) or Multi-***

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***Level Marketing  
(MLM). If any of  
that sounds like  
you, then you  
need to keep  
reading. My  
name is Paul D.  
Kings and I  
have written  
Make Money  
Online Today to  
help you break  
beyond! If you***

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***follow the  
information  
outlined inside  
of this book,  
building your  
business on  
Amazon will be  
as easy as  
drinking a glass  
of water.  
Written with  
several years of  
experience, I***

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***am going to  
reveal methods  
for building  
your own  
business  
empire on  
Amazon such  
that you will be  
able to start  
earning  
substantial  
figures  
monthly. If you***

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***follow this  
advice, it can  
literally change  
your life. And if  
you keep  
reading, you'll  
find out how  
you can get  
started with  
practically no  
risk. One of the  
things you are  
going to love***

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**about these  
methods is that  
it takes real  
lessons from  
offline  
millionaires and  
billionaires. Do  
you know what  
these people  
did to build  
their fortune?  
They have  
stores where**

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**they sell  
software,  
physical tools  
and physical  
products —  
useful things  
that people  
actually want  
and need. Years  
ago, it hit me:  
Why am I  
endlessly trying  
to find**



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***"loopholes" and  
workarounds  
instead of  
focusing on  
building a real  
business? To  
get real wealth,  
I knew I needed  
to be doing  
something that  
has been  
proven —  
selling things***

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**that I know  
people want.  
So, I tried a few  
tactics out  
there before I  
was finally able  
to "crack the  
code." Are you  
keen on  
creating  
another stream  
of income for  
yourself? Then**

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**do not hesitate  
to get a copy,  
even if you're a  
beginner. Make  
Money Online  
Today reveals a  
very detailed  
Step-By-Step  
approach that  
will help you  
succeed in your  
Amazon  
business.**

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***Business Posts  
from a  
Journeyman  
Entrepreneur***

***A Slice of the  
Pie  
Slicing Pie 2. 0  
Test  
Excel for  
Business  
The Secret  
History of***

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***Pythagoras  
Insider Secrets  
for Tipping the  
Admissions  
Odds in Your  
Favor  
The Founder's  
Dilemmas***

The handbook  
introduces to the  
tools and  
techniques of  
European project

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management. The European Project Manager is a professional expert in European funding programmes and project design and management techniques. It aims to seek for funds at European and international level to trigger and manage

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local territorial development and cooperation. The European project manager has a high level profile, with a high operational autonomy, good public relations skills, competences in administrative, economic, sociologic and

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linguistic fields. It assumes a perfect knowledge of European funding programmes and management of funding resources. The opportunities offered by European funds are numerous as the sectors they can be applied to: environment,



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education and  
training, citizenship,  
public organization,  
youth, research and  
innovation,  
cooperation and  
development,  
entrepreneurship  
and  
competitiveness.

AUSTRALIA/NEW  
ZEALAND  
EDITIONSame

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book...different  
cover! Great ideas  
are a dime a dozen,  
but what if you have  
the idea but not the  
dime? Slicing Pie  
outlines a simple  
process to get your  
business started  
even if you don't  
have a lot of cash.  
In the early days  
you can use equity

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to get the things you need to start your company including help, equipment, supplies, rent and even credit. Slicing Pie explains how to calculate the fair amount of equity to the right people. Learn the tricks of the trade including: -  
Calculating a

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theoretical value of  
your company-  
Assigning value to  
the various inputs to  
your business- What  
to do when a  
founder leaves your  
company- How to  
handle equity when  
you have to fire  
someone This  
unique guide  
answers the tough

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questions for  
budding

entrepreneurs and  
helps make sure  
they get started on  
the right foot.

Slicing Pie outlines  
a simple process for  
making sure that the  
founders and early  
employees of a start-  
up company get  
their fair share of

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the equity. You will learn: How to value the time and resources an individual brings to the company relative to the contributions of others ; The right way to value intangible things like ideas and relationships ; What

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to do when a founder leaves your company ; How to handle equity when you have to fire someone. (4e de couv.).

"This book is for nonprofit managers who want to learn the steps for generating no strings attached

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unrestricted revenue streams. It will provide you with strategies for generating substantial scalable revenue, strategies with such inherent simplicity that organizations with the smallest of budgets and staff can implement them



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immediately."--Book  
Without Funds  
cover.

22 large cards w/art  
by Eric Carle.

Preschool

Big Blank Sudoku  
Grids

Techniques to  
Write, Manage and  
Report Projects  
Directly Funded by  
the European Union  
Crocodile Charlie

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and the Search for  
the Holy Grail

Are You Drowning  
in Social Media

Noise and Chaos?

Persuasive Pitching  
and Presenting

How Founders and  
Their Successors

Can Avoid the  
Clichés That Inhibit  
Growth

Renew and Sustain

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21 Secrets of  
Successful Startups

How does a suburban pizza joint end up profiled on national magazine covers and network TV news? (Hint: The secret is not in the sauce.) When

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Nick Sarillo decided to open a family-friendly pizza restaurant in the suburbs of Chicago, people thought he was nuts. Having worked as a carpenter for much of his adult life, he lacked

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any formal  
experience in  
restaurants or in  
managing a small  
business.

Everyone told  
him no one else  
would ever care  
about his place  
the way he did.  
They warned  
he'd have to

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work 20-hour-days and monitor every employee just to stay in business. But Sarillo saw things differently, and set out to run his business in a radically different way. Today Nick's Pizza &

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Pub is one of the top ten busiest independent pizza restaurants in the country, with two locations that gross about six times the revenue of the typical pizza restaurant. And in an

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industry where most employees leave within less than a year, Nick's annual turnover rate is less than 20 percent. How did he do it? The secret lies in Nick's purpose-driven culture, in



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which every employee—from the waiters to the chefs to the managers—is equipped with the tools necessary to do their jobs while also advancing the company's overall mission.

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The result is higher sales, a dedicated team, and a big little business that is beloved by the entire community. In *A Slice of the Pie* Sarillo tells the story of how he built his

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extraordinary  
culture and  
shows how  
anyone can  
follow his  
methods. For  
instance, Nick's  
managers engage  
the staff by  
tracking and  
rewarding  
unusual metrics,

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such as how many guests request a particular server or the average check amount of each carryout host. Likewise, team members of all ages and levels of experience are

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encouraged to express themselves, acquire new skills, and suggest ideas to help the business grow. A Slice of the Pie will help transform even the smallest, simplest, and

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most ordinary  
business into a  
successful, high-  
performance  
organization.

Someone once  
said, "Good  
Enough Sucks "  
It really does,  
especially if you  
are capable of  
much more. Why

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settle for a slice,  
when you  
originally set out  
to get the whole  
pie? This book is  
the recipe for  
getting the whole  
pie. A true road  
map for  
achieving  
greatness in  
every part of your

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life. This easy read will inspire you to not settle for "good enough" and strive for greatness in everything you do. It's for everyone who wants to achieve more and reach



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new heights.

Achieving

greatness means

you recognize

there is room for

improvement.

Greatness is a by-

product of

repeating the

process of

getting better. It's

not very difficult

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at all to go from  
good to great.

Don't worry  
about being the  
greatest. You  
only have to  
worry about  
getting better and  
better at what  
you do. If you  
consistently  
improve,

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greatness will  
happen naturally.  
This book, "Good  
Is The Enemy Of  
Great," describes  
that process and  
gives you the  
road map to  
achieving it. Join  
me in this quest  
for greatness and  
get your copy

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today.

"Crocodile"

Charlie Kingmore  
has an urgent  
need to find the  
secret of unified  
teams,  
productive  
people, and  
human happiness  
at work. So he  
embarks on a

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quest. It's that or give up on his dreams for his own success. If you work for a living, work with other people, or ever need to inspire and lead those around you, then Charlie's journey

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for the answer  
can be your  
journey, too. Join  
authors John  
Kolm and Peter  
Ring, two of the  
world's leading  
practitioners in  
productivity  
improvement, on  
Crocodile  
Charlie's six-

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month quest  
around Australia  
to find real  
results. Share in  
the expertise of  
industry leaders  
such as Toyota,  
Alcoa, Pfizer,  
Cisco, Michelin,  
IBM, Hitachi, the  
Food and Drug  
Administration,

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and the State  
Department - all  
clients of John  
and Peter's  
company Team  
Results USA and  
the basis of  
Charlie's  
adventures. If  
you have tried all  
the mundane  
approaches and



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are still looking  
for something  
more, maybe it's  
time you  
discovered... The  
Holy Grail.

2 Excel Books + 2  
Free Bonus  
Books

Included! Do You  
Want to Learn  
How to Master

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Excel? Get this  
Book and Follow  
My Step by Step  
Explanations! Thi  
s Excel Bundle  
Contains: Excel  
for Everyone -  
The Simplest  
Way to Enter the  
Rich World of the  
Calc Spreadsheet  
Excel - Strategic

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Use of the Calc  
Spreadsheet in  
Business  
Environment.  
Data Analysis  
and Business  
Modeling Excel  
for Everyone: The  
Simpliest Way to  
Enter the Rich  
World of  
FormulasWhen

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looking for the type of job that will help you get ahead in the world, one reoccurring skills gets asked about time, after time, after time. Despite the prevalence of spreadsheet

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software on every  
business

computer for  
nearly 30 years,  
many people are  
still confounded  
when it comes to  
even completing  
basics tasks in  
Microsoft Excel.  
If you are tired of  
working harder,

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not smarter, then  
Excel for  
Everyone: The  
Simplest Way to  
Enter the Rich  
World of the Calc  
Spreadsheet is  
the book you  
have been  
waiting for. This  
book is written  
for those who

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Without Funds  
have heard about  
Excel and how  
useful it is for  
years, if not  
decades and are  
finally ready to  
take the plunge  
and learn  
everything there  
is to know about  
Excel basics. It  
describes

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everything you  
need to know  
when it comes to  
understanding  
what Excel is for  
and when to use  
it for the best  
results. Contents  
Chapter 1:  
Understanding  
Excel Chapter 2:  
Primary



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Interactions with  
Excel Chapter 3:  
Sorting and  
Filtering Data  
Chapter 4: All  
about Formulas  
and Functions  
Chapter 5:  
Sharing Your  
Work Chapter 6:  
Error Messages  
and Bonus Tips

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And more...

Excel: Strategic  
Use of the Calc  
Spreadsheet in  
Business  
Environment.  
Data Analysis  
and Business Mo  
deling. Spreadshe  
ets and the  
programs that  
create them are

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as common in the business world as cubicles and yet many people still don't know how to take full advantage of the software they use to create these ever-present files; despite the fact that it could

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ultimately save them time, headaches, even money in the long run. If you want to ensure you are getting the most out of your spreadsheet software then, Excel: Strategic Use of the Calc

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Spreadsheet in  
Business

Environments,  
Data Analysis  
and Business

Modeling is the  
book you have  
been waiting for.

This book is  
written for those  
who are already  
familiar with all of

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the basics that these programs have to offer and are looking to take their game to another level. It describes everything you need to know when it comes to time saving things like

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making the most  
of Vertical or  
Horizontal  
Lookup features,  
productivity  
macros and the  
spreadsheet  
program's  
extensive filter  
function.

Contents Chapter  
1: Data Validation

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Functioning

Chapter 2:

Conditional

Formulas

Chapter 3:

Matrixal

Functions

Chapter 4:

Vertical Lookup/H

orizontal Lookup

Chapter 5:

Management of



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the Name Box

Chapter 6: Filters

Chapter 7: Pivot

Tables Chapter 8:

Make the Most of

Macros Chapter

9: Modeling

Management

Chapter 10:

Power View Take

action before price

raises!

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Why do entrepreneurs constantly search for success, when it is happiness they are after? It is this question that many never stop to think about on their entrepreneurial

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journey. This blind push has created a crisis that is driving many entrepreneurs down the wrong path, and leading to lives of complete unhappiness, frustration, and a

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loss of who they are. Regardless of their success. Despite how they feel, they push even harder hoping that they will be able to move forward and feel better once they reach the next

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level. But no matter what they do, or what level they are at, these deep feelings, thoughts, and emotions, never go away. The constant barrage of emotions, influence, and beliefs has only

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strengthened this crisis. It has become a large epidemic that very few people are talking about or even realize exists. It is destroying who entrepreneurs are, and ultimately

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keeping them from what they really want."The Entrepreneurial Identity Crisis" aims to answer why this is happening to so many entrepreneurs, and why so many of them don't

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even realize they have been drawn into this crisis. Along with explaining why this is happening, this book aims to show entrepreneurs what they can do to not only reach the level of



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success that they want, but to feel happy, content, and fulfilled as well.

Start Your  
Startup Right  
Building Your  
Startup Using  
Equity Instead of  
Cash

A Novel about

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High Wycombe  
Canter Club

Pinch of Nom

How to Build a

Big Little

Business

The Startup

Funding Book

A Cutting Edge

Approach to

Being Socially

Responsible,

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Environmentally  
Conscious, and  
Incredibly  
Profitable for  
Businesses,  
Schools, and  
Government.

THE #1 FASTEST  
SELLING NON-  
FICTION BOOK IN  
THE UK Slimming  
food has never

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tasted so good;  
the must-have first  
cookbook from the  
UK's most visited  
food blog. Sharing  
delicious home-  
style recipes with a  
hugely engaged  
online community,  
Pinch of Nom has  
helped millions of  
people to cook

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well and lose weight. The Pinch of Nom cookbook can help novice and experienced home cooks enjoy exciting, flavourful and satisfying meals. Accessible to everyone by not including diet points, all of these

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recipes are compatible with the principles of the UK's most popular diet programmes.

There are a hundred incredible recipes in the book, thirty-three of which are vegetarian. Each

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recipe has been tried and tested by twenty Pinch of Nom community members to ensure it is healthy, full of flavour and incredibly easy to make. Whether it 's Cumberland Pie, Mediterranean

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Chicken Orzo,  
Mexican Chilli Beef  
or Chicken Balti,  
this food is so  
good you ' ll never  
guess the calorie  
count. This book  
does not include  
' values ' from  
mainstream diet  
programmes as  
these are



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everchanging.  
Instead the recipes  
are labelled with  
helpful icons to  
guide you towards  
the ones that suit  
you best – whether  
you 're looking for  
something veggie,  
fancy a fakeaway,  
want to feed a  
family of four or

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have limited time to spare. Kate Allinson and Kay Featherstone owned a restaurant together in The Wirral, where Kate was head chef.

Together they created the Pinch of Nom blog with

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the aim of teaching people how to cook. They began sharing healthy, slimming recipes and today Pinch of Nom is the UK's most visited food blog with an active and engaged online community of over 1.5 million

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followers. Showing that dieting should never be a barrier to good food, Pinch of Nom is the go-to home cookbook for mouthwatering meals that tick all the boxes.

Want To Learn  
Everything About

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the game-changer  
Without Funds  
for the world of  
finance ? Learn  
how you can  
benefit from  
Blockchain Now.  
This is an excelent  
book for beginners  
to understand the  
Business  
potentials of  
Blockchain !

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Blockchain is a way of revolutionizing business transactions. It was developed in conjunction with Bitcoin technology but can be applied just about everywhere and has enormous

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implications for education and the future of finance.

Blockchain, however, is more basic than just a tool for finance.

Therein lies its incredible potential. At the most basic level a ledger. It is a

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digital ledger of transactions, one that is accessible to the public and keeps track of transactions anonymously .

This awesome book covers: What is Blockchain? The History of Blockchain The



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Advantages and  
Disadvantages of  
Blockchain

Technology What  
Can Blockchains  
Enable? Examples  
of Public and  
Private Blockchain  
Concepts The  
Mechanics of  
Blockchain Legal  
impacts of the

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Blockchain  
Without Funds  
technology And  
more...

What if you had  
colleges coming  
after you instead  
of the other way  
around? The  
hidden little secret  
of college  
admissions is that  
most schools are

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desperate...  
desperate for great  
kids who do things  
differently and will  
make their  
campuses vibrant  
and exciting. And  
you don't have to  
be an A student,  
the president of  
your student body,  
or the winner of

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the national  
spelling bee to do  
this. Any student  
can become  
someone that  
colleges compete  
for if you follow the  
recommendations  
in this book. The  
Secret of NTAs:  
Unusual activities  
that make you

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stand out Breaking  
Without Funds  
the Zone: Take  
advantage of  
where you're from  
and who you are  
Striking the Nerve:  
Decode what  
colleges believe in,  
then match those  
values Your  
Application Team:  
Getting

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references,  
teachers, and  
counselors to  
boost your odd  
And much more  
No matter where  
you are in your  
high school career,  
you can start these  
things today and  
vastly increase  
your odds of

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getting into the  
competitive college  
of your choice.  
Publishers Weekly  
says "Ramnarayan  
provides a  
detailed,  
contemporary  
primer that  
illuminates the  
promise and peril  
of the brave new

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world of social  
Without Funds  
media.

Ramnarayan  
herself  
acknowledges that  
social media is no  
panacea-her crisp  
presentation, with  
chapter summaries  
to highlight the  
main pointers,  
confirms that



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companies that  
choose not to  
listen to customers  
stand to lose  
ground to

competitors who  
do." WHAT

OTHERS ARE  
SAYING ABOUT  
THE BOOK

"Sujata

Ramnarayan's

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excellent book  
does several  
things that I have  
not seen in other  
treatments of this  
subject. She takes  
a reasoned  
perspective on a  
topic that is often  
full of hyperbole.  
The book is filled  
with advice for the

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marketer that is both practical and strategic. It helps the marketer to leverage social media where it can best impact business performance. I highly recommend the book." -

Gordon Wyner,

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Editor-In-Chief,  
Marketing

Management "This practical guide to social media marketing cuts through the noise with clear advice on how to turn strategy into practice. With the help of effective

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charts and analysis, the reader can gain real insight into social media's influence in corporate marketing. By showing how building quality content in social media is no longer

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an option for corporations, this is also a lesson in building a brand by listening to your customers. "

-Rajesh  
Subramaniam,  
SVP, Global  
Marketing and  
Customer  
Experience, FedEx

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Services "Owned  
Without Funds

social media

presence is critical to generating earned media, which is where the growing value and rewards come in for social media marketing. This important book will help you to

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understand these concepts and reality to better evaluate, plan, and execute your social media marketing efforts."

- Devin Redmond, CEO and Co-Founder, SocialiQ Networks "Are you overwhelmed by



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the changing  
digital landscape?

If so, Sujata's book  
is a must read with  
actionable

insights, tips on  
digital sharing, and  
more." -Porter

Gale, Former VP  
of Marketing at  
Virgin America and  
author of "Your

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Network is Your  
Net Worth"

ABOUT THE  
BOOK Like most  
marketers, you are  
drowning in social  
media noise and  
chaos. Businesses  
have simply  
jumped in without  
tying social media  
outcomes to any

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business objectives. The purpose of this book is to help you: - See how social media fits into your overall marketing strategy - Understand how best to develop social media with allocation among

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different tools -  
Figure out the  
extent to which  
social media is  
relevant to your  
business or  
department, and  
how best to  
implement it given  
an increasingly  
digital world of  
sharing and an

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empowered  
customer voice

Whether you are a  
senior manager  
experienced in  
social media  
marketing or a  
novice, this book  
will help clarify  
how social media  
fits into your  
overall marketing

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strategy, how much you should be allocating given the return on investment, and at what time frame you should be looking, depending on the specific metrics adopted. This book will help you focus more

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and understand all the different elements to which you need to be paying attention. If you are a novice, the glossary and additional resources sections at the end of the book should be helpful.

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Equity can be a powerful tool to attract resources and talent to your startup; dividing it up improperly can cause irreversible damage and derail an otherwise promising company. Will Work for Pie



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shows how to apply the logic of the aptly named Slicing Pie model for equity splits that has been used by thousands of startups all over the world to create a perfectly fair equity split. In this book, you'll learn

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what fairness looks  
like in a startup  
and how to  
achieve it: How the  
Slicing Pie model  
works and why it  
always creates a  
fair split What  
motivates  
employees and  
teams and how to  
build an effective

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incentive program  
Without Funds  
How to determine  
the fair market  
value of just about  
anything your  
company needs A  
fascinating  
addition to the  
entrepreneur's  
library, Will Work  
for Pie speaks to  
both startup

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founders and early participants who are looking at team-building for a new company, as well as seasoned entrepreneurs who may be wary of equity splits following a bad experience (or two).

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Will Work for Pie

100 Slimming,

Home-style

Recipes

The Very Hungry

Caterpillar

Funding Your

Business Without

Funds

120 joyful recipes

from my new BBC

series

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The Complete  
Guide to  
Understanding  
Blockchain  
Technology for  
Beginners in  
Record Time  
Make Money  
Online Today  
Ways To Make  
Money on Amazon

"Daddy, what is

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a white lie?" My father put down his spoon and looked at me thoughtfully.

"Why'd you ask, Princess?" "I heard you talking yesterday and you said 'one more white lie isn't going to make a

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difference." I just want to know what you meant." "You heard that, huh?" My father tilted his head to study me.

"It's just a small lie you tell when you don't want to hurt someone's feelings. It's



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nothing for you  
to worry about."

My eyes grew  
wide. "Like when  
you told Aunt  
Rena that her  
pie was good  
even though it  
tasted icky?"

"Exactly." He  
smiled. "Or when  
you told the man  
last week that  
you hadn't seen

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Uncle Bruno and  
you had?" The

Smile fell from  
his face and he  
straightened in  
his chair. "No,  
Princess, that  
was a different  
kind of lie."

Scrunching up my  
nose, I asked,  
"What kind of  
lie was that?"

My father

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swallowed hard before replying. "That's the kind of lie where you have to have a real good memory." As an inquisitive child, the woman known as Clarissa Solano, could never have imagined how significant

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those words  
would become.  
That she would  
spend years  
twisting the  
truth: hoping  
and praying that  
she would not  
contradict  
herself and  
expose the  
secrets she  
keeps locked  
inside. Most of

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the people in  
her life don't  
really know her  
at all. She  
forces them to  
swallow her  
lies, but she is  
the one who  
feels the bitter  
aftertaste of  
deception. When  
Lane Hunter  
sweeps into her  
life, she finds

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herself opening up in ways she never thought possible. He sees beyond the facade to the woman beneath and knows instantly that he wants her. However, all is not as it seems and when secrets and lies are

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exposed, it threatens to destroy them all. This is the first book in a series of standalone HEAs" 95% of startups fail or dramatically miss expectations. Great execution maximizes the

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likelihood of success. Industry experts frequently emphasize the importance of great execution. But what exactly does great execution look like? How does one turn a goal into real-life action?



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Entrepreneurs and investors aim for world-class execution, but the poor hit rate on venture capital investments - about 5% - exposes how few founders actually execute well. In order for companies to

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excel at  
execution,  
dozens of  
business  
functions and  
processes must  
be built well.  
Great execution  
provides a solid  
foundation for  
entrepreneurs to  
build their  
enterprises and  
their lives. 21

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Secrets of  
Successful  
Startups  
provides  
direction,  
frameworks, and  
tools to help  
founders build  
successful  
startup  
companies.  
Drawing from  
over 30 years of  
experience and

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five different startup ventures - including both successes and failures - Sam Wong provides advice on execution, fundraising, and talent development. With the consistent stress inherent with startup

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life, the author also provides guidance to help founders thrive personally.

Where most business books focus only on professional matters, Sam crosses over and offers perspectives, gleaned from his

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own challenges,  
to help  
entrepreneurs  
thrive in their  
personal lives  
as well. If you  
currently lead,  
advise, or  
invest in a  
startup, 21  
Secrets of  
Successful  
Startups  
provides key

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tools to build  
the foundation  
needed to  
support both  
your company and  
your quality of  
life.

The Fairshare  
Model is an idea  
for a performanc  
e-based capital  
structure that  
redefines  
capitalism at

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the DNA level, where ownership interests are set. When used to raise venture capital via an IPO, it balances and aligns the interests of investors and employees--capital and labor.

Author Karl  
Sjogren utilizes



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highly  
approachable  
language, humor,  
and analogies,  
along with  
insights about  
capital markets.  
The result is an  
eclectic, yet  
inviting  
discussion that  
might occur in a  
graduate-level  
symposium on

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economics,  
finance, and  
philosophy. This  
groundbreaking  
book focuses on  
startup valuations--microeconomics. But it also considers the macroeconomic implications of the Fairshare Model for economic growth,

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income

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inequality, and  
shared  
stakeholding, as  
well as game  
theory and  
financing of  
blockchain  
projects. The  
Fairshare Model  
has two classes  
of stock--both  
vote but only  
one is tradable.

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--Investors get the tradable stock. Employees get it too, for actual performance.

--For future performance, employees get the non-tradable stock; it converts to the tradable stock based on

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milestones. With this structure, public investors are more likely to profit when they invest in a company with high failure risk--because they have less valuation risk. By offering a better form of capitalism, The

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Fairshare Model  
is a movement  
book for our  
times.

A Financial  
Times Book of  
the Year 2020!  
Should companies  
be run for  
profit or  
purpose? In this  
ground-breaking  
book, acclaimed  
finance

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professor and  
Without Funds  
TED speaker Alex  
Edmans shows  
it's not an  
either-or  
choice. Drawing  
from real-life  
examples  
spanning  
industries and  
countries,  
Edmans  
demonstrates  
that purpose-

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driven businesses are consistently more successful in the long-term. But a purposeful company must navigate difficult trade-offs and take tough decisions. Edmans provides a roadmap for



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company leaders  
to put purpose  
into practice,  
and overcome the  
hurdles that  
hold many back.  
He explains how  
investors can  
discern which  
companies are  
truly purposeful  
and how to  
engage with them  
to unleash value

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for both  
shareholders and  
society. And he  
highlights the  
role that  
citizens can  
play in  
reshaping  
business to  
improve our  
world. This  
edition has been  
thoroughly  
updated to

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include the pandemic, the latest research, and new insights on how to make purpose a reality.

'Life is one big road with a lot of signs, signs and more signs you've got to make up your mind to face

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reality all the  
time.' Badmarsh  
& Shri/Tenor  
Saw/Bob Marley  
Shiraz is a  
newly appointed  
Police Community  
Support Officer  
who discovers  
the body of an  
Asian prostitute  
Mandy in a skip  
in West  
Richardson

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Street, High Wycombe. The investigations lead him to a local taxi driver Asif and a journalist Stacy who works for a local newspaper. Running alongside this is the story of Anna the

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daughter of a  
furniture worker  
in High Wycombe  
in 1913 and her  
adventures  
during these  
heady times in  
the town's  
history. In the  
background is  
the spectre of  
the Assassin  
whose agenda of  
racial terrorism

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drives the story  
to a profound

climax. West  
Richardson

Street is about  
the past and the  
present

histories of  
High Wycombe.

About lives lost  
over pieces of  
dirt and how  
particular roads  
and areas of the

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town resonate  
with dark and  
unspoken tales.  
It's about  
placing the  
arrival of Asian  
and African  
Caribbean people  
to  
Buckinghamshire  
in a historical  
context and  
making them part  
of this history



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rather than  
existing outside  
of it. West  
Richardson  
Street looks at  
the town  
throughout the  
ages but in  
particular  
before the war  
where the  
furniture  
industry in High  
Wycombe was at

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its height, the  
early eighties  
where there were  
riots and  
finally 2007 and  
the paranoid  
times after the  
2006 terror  
raids. 'The lie  
was powerful. It  
had wrapped  
itself over the  
Chiltern Hills  
and the fabric

# Access Free Slicing Pie: Fund Your Company of the County.

Without Funds  
It was embedded  
into the DNA of  
the mighty and  
the powerful and  
covered up a  
multitude of  
sins.'

The Fairshare  
Model

Excel

From Mainframes  
to Big Data  
Slicing Pie

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Mindfall

How Great

Companies

Deliver Both

Purpose and

Profit - Updated

and Revised

A Nonprofit Step-

By-Step Guide to

Generating

Revenue Using

Untraditional

Methods

The Inner Shrine

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The Structure of Digital Computing takes a fifty year perspective on computing and discusses what is significant, what is novel, what endures, and why it is all so confusing. The book tries to balance two point of views: digital computing as viewed from a business perspective, where the

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focus is on marketing and selling, and digital computing from a research perspective, where the focus is on developing fundamentally new technology.

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Sudoku puzzles for you

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to or to make your  
own!USE THE BLANK  
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□ Use as practice for any  
newspaper, magazine, or  
other Sudoku puzzle □  
Make your own Sudoku  
puzzles! □ Or, just simply  
as practice! Start solving  
Sudoku puzzles like a

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pro with BIG BLANK  
SUDOKU GRIDS,  
today!

"I've read a million sales books and taken almost a million classes in formal sales training, but your practical techniques make all those pale in comparison. It makes such sense!" -Jackie Schwartz, Planet Einstein Pitch Ninja



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Without Funds provides practical steps for making your presentation dynamic and engaging by providing a simple framework that emphasizes body language and other non-verbal cues to effectively persuade an audience. Pitch Ninja is based on the Super-Awesome Presentation Zone Program that

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divides the space used by the presenter into three distinct zones: The Intimacy Zone is where you make personal connections with audience members The Excitement Zone is where you pump up the crowd and get them engaged in your message The Information Zone is where you convey the

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details of your presentation to decision makers Each zone has a specific set of behaviors including eye contact, arm movements, gestures and body position. The result is a highly engaging presentation that makes your ideas pop and dazzles your audience. Perfect for the beginner or seasoned

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professional, every  
speaker can be a Pitch  
Ninja!"

In Don't Mess It Up:  
How Founders and  
Their Successors Can  
Avoid the Clichés That  
Inhibit Growth, author  
and six-time second  
CEO Les Trachtman  
offers his expertise on  
the most effective ways  
to successfully hand off  
your company to a

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worthy successor. He also has advice for those who are inheriting a business and want to take it to the next level, as well as for boards who are dealing with these leadership transitions. In his direct, no-nonsense approach, Les shows readers how seemingly harmless business clichés such as “get it right” and “be

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careful can have a detrimental effect on a company's future by conveying that such imperative ingredients such as risk and innovation are things to now be avoided.

Readers will learn how to:

- Understand the metamorphosis required to transition from great founder to great CEO
- Know when, and if, it's

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time to replace yourself

- Pick the right successor
  - Prepare yourself and your company for the fragile transition
  - Create a successful CEO transition
  - Separate yourself from the company
- There is likely no one more experienced in founder transitions than Les Trachtman. He has been

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an innovative and respected successor at six different companies; let his hard-won advice guide you through your transition and toward success.

The Founder's Dilemmas examines how early decisions by entrepreneurs can make or break a startup and its team. Drawing on a decade of research,



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including quantitative data on almost ten thousand founders as well as inside stories of founders like Evan Williams of Twitter and Tim Westergren of Pandora, Noam Wasserman reveals the common pitfalls founders face and how to avoid them.

Pillars for an  
Entrepreneur's

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Foundation

A Practical Guide to  
Successful Business  
Partnerships

Funding Your Company  
Without Funds  
Blockchain

Cofounding the Right  
Way

How to Make Colleges  
Want You

Survival Skills for  
Starting and Growing a  
Company

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West Richardson Street

Without Funds  
You've got a brilliant

business idea for a  
product or service. To  
move your idea from  
concept to reality, you  
need to acquire capital  
and start your own  
enterprise. There's just  
one problem-you don't  
know how to do that.

You could pursue a  
college degree in  
entrepreneurship, but

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time is money, and before you graduate, your competitors could be profiting from your idea. You'll get quicker results by reading *Start Your Startup Right*, a comprehensive guide to commercializing your business idea. Author and award-winning entrepreneur Gregory M. Coticchia, MBA, PC, brings over thirty

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years of experience to bear on the startup process. You'll discover practical examples of what you should-and should not-do to get your new enterprise off the ground. You'll also master business- and product-marketing strategies and learn the eight steps needed to attract customers and make sales. Along the

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way, you'll read real-life examples illustrating the challenges and pitfalls of entrepreneurship.

Even if you've never taken a single business course, *Start Your Startup Right* will give you all the information you need to confidently launch your company and see your dreams transformed into a commercialized

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product, service, or  
business.

Jobs & Wozniak, Page  
& Brin, Ben & Jerry...  
any list of successful  
companies seems awash  
with cofounders who are  
a match made in  
business heaven. The  
benefits are obvious: by  
combining resources,  
knowledge, expertise  
and motivation,  
cofounders can often

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build something far more successful together compared to going solo. And yet... two-thirds of startups fail because of disagreements between founders. Why? Because cofounding isn't as simple as drawing up an agreement and shaking hands on it. In fact, there are seven steps required



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to build cofounding teams that win and last. Cofounding The Right Way will take you through these steps, one simple step at a time, from finding the right cofounders all the way through to structuring your team, splitting the equity, making sure everyone stays motivated and documenting it in your

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cofounding agreement.

Is a partnership even right for you in the first place? That's Step No. 1! Get your cofounding team right, and you'll be in the best possible position to handle any challenge that's thrown in your direction. Get it wrong and not even the best business idea will be able to survive.

Foreword by

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Mike Moyer, author of  
Slicing Pie.

Book 2 in the series  
Canter Club is for  
children who have a  
love of horses. This  
fiction story is based on  
real events and  
characters. Brooke,  
Louise, Grace and  
Elaine have been  
looking forward to the  
School's Out Sleepover  
at the stables for months

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and won't let a scare with coyotes ruin their night together. Maple Ridge Stables suffers the loss of Dandy, one of the most beloved horses, to cancer.

What's supposed to be a short road trip with Miss Penny to pick up a new school horse becomes an adventure: they not only find one horse, but two! Getting them home

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becomes a challenge. Many readers are falling in love with the Canter Clubs adventures! The Author Farah R. Piehl lives in Michigan with her husband, four children and their beloved pets, a golden retriever and two cats. They spend lots of time at Maple Ridge Stables. From their experiences at the

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stables, Farah has written this series.

As the owner of Mystery Cup Café in Wilton, Missouri, a town made famous by a string of long-ago murders, Blake Harper is used to the mysterious. When her barista is found strangled in a mound of coffee beans, Blake vows to find the killer,

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even though her sister, the town's lead police detective, tells her to stay out of it. Blake finds plenty of suspects, like the owners of a rival coffee shop and the handsome new bookstore owner. But when new threats are made, she soon realizes the danger is centered around Mystery Cup and someone is

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targeting her personally. Will Blake be able to solve the murder, find a new barista, and perfect her recipe for espresso brownies before she becomes the next victim?

Entrepreneurs and early-stage company participants get taken advantage of so frequently that we hardly notice. Bad



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Without Funds  
equity deals are the rule, not the exception. The Slicing Pie Handbook outlines a framework for perfectly fair equity splits for early-stage, bootstrapped startup companies. Based on the dynamic equity model popularized by the book Slicing Pie, a formula in use by entrepreneurs all over the world. The Slicing

# Access Free Slicing Pie: Fund Your Company Without Funds.

Pie Handbook will help you determine the right share for people who contribute the things you need to start your company including help, equipment, supplies, rent and even credit. You will learn how to fairly allocate equity when people contribute and how to fairly recover equity when people leave the

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company. Includes a special chapter for EU startups.

The Entrepreneurial  
Identity Crisis

Brewing Up Murder

Grow the Pie

Fundraising Without  
Fundraisers

Perfectly Fair Equity

Splits for Bootstrapped  
EU Startups

The Silicon Valley

Playbook for

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Entrepreneurs

The Growing

Movement That Is

Destroying the

Happiness and Success

of Entrepreneurs

Pitch Ninja

New startups are

created every day

around the word,

with many founders

dreaming of

millions of users

# Access Free Slicing Pie: Fund Your Company Without Funds

and billions of dollars. But the harsh reality is that very few will succeed. How can entrepreneurs stack the odds in their favor? By learning from the experiences of startup founders, executives, and

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investors who've been there before. That's exactly what "How to Start a Startup" provides, sharing essential lessons from 25+ Silicon Valley insiders who've faced the challenges of starting a new

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business and come out swinging.

Based on a Stanford University course taught by Y Combinator (the prestigious startup accelerator behind companies like Dropbox and Airbnb), this in-depth reference

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guide features  
advice from

experts like: - Reid  
Hoffman, LinkedIn  
co-founder - Dustin  
Moskovitz,  
Facebook co-  
founder - Paul  
Graham, Y  
Combinator co-  
founder - Marc  
Andreessen and



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Ben Horowitz, co-founders of Netscape and Andreessen Horowitz venture capital firm - Peter Thiel, co-founder of PayPal and Founders Fund, early Facebook investor - Ben Silbermann,

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Pinterest co-founder and CEO  
Nominated as  
"Book of the Year"  
by Product Hunt  
(the leading Silicon  
Valley community  
for discovering the  
best new  
products), "How to  
Start a Startup"  
reveals the secrets

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to raising money,  
building products  
users love, hiring a  
great team, getting  
press coverage,  
attracting  
customers, growing  
your business, and  
more. No matter  
what type of  
product you're  
creating (web,

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mobile, hardware, online-to-offline, etc.) or what audience you're targeting (consumers or the enterprise), this playbook will give you all the information necessary to launch and scale a

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successful startup.

This book was  
created

independently by  
the publishers and  
all net proceeds will  
go to support  
charitable causes  
promoting wider  
access to

opportunity for all.  
**LIKE CARRYING**

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AROUND YOUR  
OWN BUSINESS  
LAWYER, BUT  
WITHOUT ALL  
THE TALKING  
AND BILLS. Birth  
to Buyout gives you  
a straightforward,  
easy-to-grasp  
understanding of  
the business law  
questions and

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answers you need  
to run your  
business and  
prosper. Packed  
with refreshingly  
candid information,  
Birth to Buyout  
tackles business  
law topics in terms  
you can  
understand.

Organized to guide

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you through all  
stages of your  
business - from  
Birth to Buyout -  
you learn: SET UP  
A COMPANY \*

The difference  
between  
Corporations, S-  
Corporations and  
Limited Liability  
Companies \* How



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to pick the right  
entity for you \*

Where you should  
set up your  
company \* How to  
pick a company  
name \* What to  
take to the bank  
when you set up  
your company bank  
account \* What to  
put in your

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business plan YOU  
AND YOUR  
PARTNERS \* The  
big conversation  
you and your  
partners need to  
have at the  
beginning of your  
venture \* Picking  
officers, officer  
titles and salaries \*  
How to make sure

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Your Company  
you can get out  
without funds \*

How to kick out  
another owner \*

Setting up your  
Board of Directors

\* Dangers of  
serving on the  
Board \* How to be

a great Board  
member GETTING  
FUNDED \* The

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difference between  
debt and equity \*

What investors  
expect from you \*

The parts of an  
investment deal \*

How to divide  
control between  
founders and  
investors \*

Securities laws \*

Sources of debt

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financing \* Parts of  
a loan \* Building  
business credit  
INTERNET  
CONTRACTS \*  
What you need to  
put in your website  
privacy policy and  
Terms of Use \*  
Avoiding liability  
from user  
generated content \*

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Kids information  
under COPPA

OFFICE LEASE \*

Negotiating the  
rent \* Difference  
among net leases,  
double net and  
triple net leases

EMPLOYEES &  
INDEPENDENT

CONTRACTORS \*

What goes in an

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employment  
contract \*

Noncompetes \*

Union contracts  
and collective  
bargaining \*

Nondiscrimination  
laws \* Screening  
candidates,

including  
immigration forms \*

How to follow rules

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about minimum  
wage and overtime  
and payroll

INTELLECTUAL  
PROPERTY \*

Trademark \*

Copyright \* Patent

\* How to get the  
rights through  
licensing or buying  
the IP MANUFACT  
URING \* How to



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plan your whole  
manufacturing and  
fulfillment process \*

How to get a  
prototype made \*

How to discover  
the regulations you  
have to know about  
and follow \*

How to  
hire a manufacturer

**SALES AND  
MARKETING \***

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How to get your  
product sold \*

Distribution

channel options \*

Advertising and

promotions \* How

to comply with

advertising laws \*

What goes into

your contract with

distributors or sales

agents \* CanSpam

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Your Company  
and telemarketing  
Without Funds  
rules GETTING

PROTECTION  
AGAINST  
LIABILITY \*

Contracts \*

Insurance and  
Bonds \* Vigilant

Due Diligence  
GETTING RICH \*

Valuing a business

\* Valuing stock \*

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Without Funds

Process of selling  
your company \*

Term Sheets \*

Representations  
and Warranties \*

Closing \* Post  
closing \* Tips to  
make for a

peaceful sale AND,

THERE'S A

STORY - MEET

HAP, HAZARD

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AND A LAWYER  
WITHOUT FUNDS  
NAMED GRAVITY.

Birth to Buyout is not just a business law almanac. Birth to Buyout spins forward on the story of two cubicle workers who make a run for entrepreneurship just as big

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corporate culture is closing in, all with the help of their corporate lawyer (if you just want the law, you can skip the story pages). Birth to Buyout was written to be an easy-to-follow guide to business law. That's why: \*

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All explanations are  
in plain English \*

Charts and  
diagrams are used  
to make the law  
clear \* The book

celebrates  
American  
entrepreneurship  
and how it can truly  
set you free

Colin has yet

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another argument with his wife and storms out of the house with the intention of watching the remaining half of a football match in his local pub. However, he is knocked down by a car whilst crossing



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a road. And, That is just the start of his troubles...

'I'm excited to share over 120 irresistible, no-fuss recipes that I hope will bring happiness into your kitchen. Each beautifully photographed dish

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celebrates the  
delicious  
ingredients and  
flavours I love, and  
which make  
cooking at home  
such a joy.' In this  
brand-new tie-in  
book to the BBC  
series, Love to  
Cook, Mary Berry  
will help you see

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your meals in an  
entirely new light.

Every recipe is  
infused with her  
love of simple  
home cooking and  
fresh ingredients  
that feed the body  
and mind. Whether  
you're trying your  
hand at Mary's  
fragrant Kashmiri

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chicken curry or  
baking her mouth-  
watering Lemon  
limoncello pavlova,  
it's hard to beat the  
unique pleasure of  
making a dish from  
scratch and  
enjoying food with  
family and friends.  
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Your Company

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Without Funds  
Lessons from the  
Edge

A Performance-  
Based Capital  
Structure for  
Venture-Stage  
Initial Public  
Offerings  
Anticipating and  
Avoiding the  
Pitfalls That Can

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Sink a Startup  
Don't Mess It Up

How to Start a  
Startup

Goodbye Dandy  
Silhouette

Marketing in a  
World of Digital  
Sharing

***THE Translation  
of this  
venerable Piece***

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*of Antiquity is  
undertook upon a  
double Score;  
being designed  
as well to  
entertain the  
Curiosity of the  
Learned, as to  
supply the  
Defects of the  
Ignorant. If the  
original  
Language would  
have been more*

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*acceptable to  
the one, it  
would have been  
less  
intelligible to  
the other. I  
cannot, without  
uttering a  
Falsity, venture  
to affirm that  
so singular and  
valuable a Piece  
will be made  
Public, at least*



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*as yet: And in  
the mean Time I  
shall flatter  
myself, that  
this little  
Essay may  
contribute in  
some sort or  
other to the  
diversion, if  
not Instruction,  
of People in  
every Condition  
of Life. If this*

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is well  
received, the  
other Parts will  
make their  
Appearance at  
proper Distances  
of Time. I  
publish no more  
at present,  
because I would  
not be thought  
to impose too  
much upon any  
one's Patience;

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*as for losing my  
own Labour, I am  
under no bad  
Apprehensions  
about that; for  
the Reader  
cannot reject  
with a greater  
Disdain, than I  
have translated  
with Pleasure,  
the Contents of  
this Book.*

*Love to Cook*

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*Birth to Buyout  
European Project  
Management*

*Handbook*

*Law for the Life  
Cycle of Your  
Business*

*Slicing Pie  
Handbook EU  
Edition*

*Good Is the  
Enemy of Great  
The Structure of  
Digital*

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*Computing*  
Without Funds