

The Wedge

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The Wedge - Randy Schwantz 1998

This is the only proven technique for separating prospective clients from your competitors and winning new business. Presents and discussses the Wedge sales strategy, which was developed by a winning sales consultant who has coached many hundreds of sales people. The book concentrates on a four-step process called Position, Leverage, Growth, and Scoreboard. Sales people must position their books of business for profitability and growth by over serving the top 20 percent of clients. They must leverage satisfied customers to gain referral prospects. They must accelerate sales growth by busting incumbent relationships. And they must track sales growth through a formal scoreboard. Written for individual sales persons by a well-known sales consultant, The Wedge discusses why traditional selling doesn't work, what sales people need to know to win, and the six steps of The Wedge sales process. Includes actual scripting aids and practical, situation-specific winning sales examples.

WEDGE OF GOLD - C. C. (Charles Carroll) 1832-1 Goodwin 2016-08-27

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The Wedge - Patricia Armentrout 1997

Text and pictures introduce the wedge, a simple machine placed between objects to split, tighten, or secure a hold.

The Wedge of Gold - Charles Carroll Goodwin 1893

A novel in which two young men seek their fortunes in mining. While chiefly set in Nevada, Goodwin has his protagonists visiting England and South Africa.

Lectures on the Edge-of-the-wedge Theorem - Walter Rudin 1971-06-30

The Wedge of Gold - C.C. Goodwin 2020-07-29

Reproduction of the original: The Wedge of Gold by C.C. Goodwin

Splitting Apart - Gerry Bailey 2014

Splitting Apart explores the benefits and uses of the wedge. RobbO and RobbEE need to build a wedge-shaped machine to move the snow piled outside their workshop. They find lots of other uses for a wedge, too.

Wedge - Mark Riebling 2010-06-15

Prophetic when first published, even more relevant now, Wedge is the classic, definitive story of the secret war America has waged against itself. Based on scores of interviews with former spies and thousands of

declassified documents, Wedge reveals and re-creates -- battle by battle, bungle by bungle -- the epic clash that has made America uniquely vulnerable to its enemies. For more than six decades, the opposed and overlapping missions of the FBI and CIA -- and the rival personalities of cops and spies -- have caused fistfights and turf tangles, breakdowns and cover-ups, public scandals and tragic deaths. A grand panorama of dramatic episodes, peopled by picaresque secret agents from Ian Fleming to Oliver North, Wedge is both a journey and a warning. From Pearl Harbor, McCarthyism, and the plots to kill Castro through the JFK assassination, Watergate, and Iran Contra down to the Aldrich Ames affair, Robert Hanssen's treachery, and the hunt for Al Qaeda -- Wedge shows the price America has paid for its failure to resolve the conflict between law enforcement and intelligence. Gripping and authoritative -- and updated with an important new epilogue, carrying the action through to September 11, 2001 -- Wedge is the only book about the schism that has informed nearly every major blunder in American espionage.

Splitting Apart - Gerry Bailey 2014

"Splitting Apart explores the benefits and uses of the wedge. RobbO and RobbEE need to build a wedge-shaped machine to move the snow piled outside their workshop. They find lots of other uses for a wedge, too."--

The Wedge for Financial Services - Randy Schwantz 2008-01-16

As We Rise: Photography from the Black Atlantic - Wedge Collection 2021

"An exhibition accompanying this book will be on view September-November 2022 at the Art Museum, University of Toronto and at The Polygon Gallery, North Vancouver in Spring 2023"--Colophon.

The Wedge - Scott Carney 2020-04-13

In this explosive investigation into the limits of endurance, journalist and New York Times bestselling author Scott Carney discovers how humans can wedge control over automatic physiological responses into the breaking point between stress and biology. We can reclaim our evolutionary destiny.

The Wedge - Hermann Bacher Deutsch 1935

The Wedge Between Us - Heidi Quimby 2015-01-16

Do you have obstacles that are in the way of you becoming all that you want to be? You are not alone. We have all had things get in our way of reaching our goals; "wedges" that are crammed into our relationships, forced into our thinking, driven into our belief systems which then create the person we think we are.

Wedges are defined as something that is set in place to maintain a gap or separation between two things. They have their place in the world, for things such as splitting wood or plowing a field, however, when they create the space between you and your happiness...they need to be removed. Throughout the pages of this book, you will be inspired to pull out all the stops that are holding you back.

The Wedge of Truth - Phillip E. Johnson 2002-08-02

Phillip E. Johnson highlights the deficiencies in science and the philosophy (naturalism) that undergirds and outlines a cognitive revolution.

The Edge of the Wedge - Carroll Osburn 2010-06

The 1950's were idyllic, yet challenging times. In this insightful and often humorous semi-autobiographical novel, Osburn portrays life as a teenager in rural eastern Arkansas as anything but boring. However, would

his conservative upbringing, revivals, and the Scout Oath see him through? While things were looking up after the war, time-honored ways were up for grabs. Federal intervention in desegregation shook old foundations. Rock and roll was attracting a generation of accepting musicians across racial barriers. Emerging counter-culturalism was beginning to challenge traditional values. In the face of modernism, old time religion was entrenching. Unavoidable questions demanded rethinking everything held sacred by the Southern mind-set --the status quo, prosperity, segregation, the political system, religion, social classes. Where might "the thin edge of the wedge" lead? In this engaging anecdotal account, a boy is caught in the cultural lag that kept diehard Southern culture from dealing with the harsh realities of a changing world. His coming to terms with critical issues of the time is an interesting search for values and, half a century later, is loaded with contemporary relevance.

[A Numerical Model of Material Transport in Salt-wedge Estuaries](#) - 1975

Cheesemonger - Gordon Edgar 2010

A professional cheesemonger recounts his life and career along with information on the various aspects of the cheese movement, including animal rights, co-operatives, and the politics of cheese.

[The Monkey and the Wedge and Another Story](#) - Shankar 1986

[The Book of Wedges](#) - Hal Taylor 2021-04-27

Rochester's South Wedge - Rose O'Keefe 2005

Rochester's South Wedge follows the hundreds of ambitious and ordinary people who have formed a distinct community for 185 years. Immediate neighbors include Mount Hope Cemetery, the nation's first municipal cemetery and final resting place for the Frederick Douglass family and Susan B. Anthony; and Highland Park, designed by Frederick Law Olmsted. Close by are the University of Rochester and Colgate Divinity School. With its northern boundary on the original Erie Canal, the South Wedge became home to laborers, craftsmen, and shopkeepers who contributed to the boatbuilding industry in the 1800s. The worldfamous Ellwanger and Barry Nurseries covered parts of the South Wedge and surrounding area.

[Wedge's Gamble](#) - Michael A. Stackpole 1996

[Life in the Purple Wedge!](#) - Van Harden 2013-09

Van Harden is known nationally for his creative broadcasting career and inventions. Through his 27 year leadership as Program Director of 50 thousand watt WHO radio in Des Moines, the station has been awarded 13 national Marconi Awards, the radio equivalent of the Emmy, five of which he has received personally for his own morning radio program, which he has hosted for those entire 27 years. He has also owned a radio station and hosted a TV show, but more important to Van has been his 30 years as an adult Bible teacher. He has taught and spoken in many churches and denominations, but has always insisted on teaching straight out of the Bible, which he calls "our owner's manual." He and his wife Denise have three grown children, 5 grandchildren and live in his childhood home in Iowa. For more information about Van, go to www.vanharden.com.

Golf Short Game Mastery - Steven Franco 2016-09-20

If your golf game is lacking that close range finesse, then you need a copy of 'Short Game Mastery'! It's time to take your game to an entirely new level...Master the wedge and your golf game will never be the same again! Both Phil Mickelson and Tiger Woods have an amazing wedge game, and if you want to take your wedge game to a professional level, then you need this book! Inside 'Short Game Mastery', you'll discover... * How to Setup a Wedge Shot * The Right Stance * The Short Backswing * Controlled Release * Reading the Terrain * The 10 Toughest Wedge Shots & Much More! When you have the right equipment, the right advice and some tips and tricks which the professionals use, you have all the makings of an amazing wedge game! If you want to learn how to take your wedge skills to another level, then scroll back up to the top of this page and click BUY IT NOW! Your golf game will never look better!

[Cut, Chop, and Stop](#) - Michael Dahl 2006-01-01

Discusses what wedges are and how they are used.

The Wedge - Laszlo Goerke 1999

[How to Get Your Competition Fired \(Without Saying Anything Bad About Them\)](#) - Randy Schwantz 2010-12-03

A six-step plan for driving a wedge between the competition and the customer For sales people, convincing a potential customer to choose them over the competition is no easy task, and especially when the competition already has the account. Finally, How to Get Your Competition Fired shows readers a proven system for breaking the relationship between the competition and the customer. Randy Schwantz's method, The Wedge(r), includes a six-step plan that drives a "wedge" between the competition and the customer. He shows how to reveal the competition's shortcomings without seeming to, letting prospects decide independently to dump their current provider, exclude other competitors and, finally, switch to the salesperson's product or service. Offering real tactics, not just theory, this is the only sales strategy that really works to break the relationship between customers and the competition and bring in more business, faster than ever. Randy Schwantz (Dallas, TX) is a leading authority and expert on the sales process. A highly successful sales professional, he is a nationally respected sales trainer, author, sales coach, consultant, and public speaker. Randy is President and CEO of The Wedge Group, whose clients include Fortune 500 companies as well as small businesses.

[Labor Markets and Business Cycles](#) - Robert Shimer 2010-04-12

Labor Markets and Business Cycles integrates search and matching theory with the neoclassical growth model to better understand labor market outcomes. Robert Shimer shows analytically and quantitatively that rigid wages are important for explaining the volatile behavior of the unemployment rate in business cycles. The book focuses on the labor wedge that arises when the marginal rate of substitution between consumption and leisure does not equal the marginal product of labor. According to competitive models of the labor market, the labor wedge should be constant and equal to the labor income tax rate. But in U.S. data, the wedge is strongly countercyclical, making it seem as if recessions are periods when workers are dissuaded from working and firms are dissuaded from hiring because of an increase in the labor income tax rate. When job searches are time consuming and wages are flexible, search frictions--the cost of a job search--act like labor adjustment costs, further exacerbating inconsistencies between the competitive model and data. The book shows that wage rigidities can reconcile the search model with the data, providing a quantitatively more accurate depiction of labor markets, consumption, and investment dynamics. Developing detailed search and matching models, Labor Markets and Business Cycles will be the main reference for those interested in the intersection of labor market dynamics and business cycle research.

The Power to Divide - Timothy W. Crawford 2021-05-15

Timothy W. Crawford's The Power to Divide examines the use of wedge strategies, a form of divisive statecraft designed to isolate adversaries from allies and potential supporters to gain key advantages. With a multidimensional argument about the power of accommodation in competition, and a survey of alliance diplomacy around both World Wars, The Power to Divide artfully analyzes the past and future performance of wedge strategy in great power politics. Crawford argues that nations attempting to use wedge strategy do best when they credibly accommodate likely or established allies of their enemies. He also argues that a divider's own alliances can pose obstacles to success and explains the conditions that help dividers overcome them. He advances these claims in eight focused studies of alliance diplomacy surrounding the World Wars, derived from published official documents and secondary histories. Through those narratives, Crawford adeptly assesses the record of countries that tried an accommodative wedge strategy, and why ultimately, they succeeded or failed. These calculated actions often became turning points, desired or not, in a nation's established power. For policymakers today facing threats to power from great power competitors, Crawford argues that a deeper historical and theoretical grasp of the role of these wedge strategies in alliance politics and grand strategy is necessary. Crawford drives home the contemporary relevance of the analysis with a survey of China's potential to use such strategies to divide India from the US, and the United States' potential to use them to forestall a China-Russia alliance, and closes with a review of key theoretical insights for policy.

Evolution's Wedge - David Pfennig 2012-10-25

Evolutionary biology has long sought to explain how new traits and new species arise. Darwin maintained that competition is key to understanding this biodiversity and held that selection acting to minimize competition causes competitors to become increasingly different, thereby promoting new traits and new species. Despite Darwin's emphasis, competition's role in diversification remains controversial and largely underappreciated. In their synthetic and provocative book, evolutionary ecologists David and Karin Pfennig explore competition's role in generating and maintaining biodiversity. The authors discuss how selection can lessen resource competition or costly reproductive interactions by promoting trait evolution through a process known as character displacement. They further describe character displacement's underlying genetic and developmental mechanisms. The authors then consider character displacement's myriad downstream effects, ranging from shaping ecological communities to promoting new traits and new species and even fueling large-scale evolutionary trends. Drawing on numerous studies from natural populations, and written for a broad audience, *Evolution's Wedge* seeks to inspire future research into character displacement's many implications for ecology and evolution.

The Wedge of Gold - William Anderson Scott 1855

Creationism's Trojan Horse - Barbara Forrest 2007

"First issued as an Oxford University Press paperback, 2007."

Broken Angels - Richard K. Morgan 2004-03-02

Welcome back to the brash, brutal new world of the twenty-fifth century: where global politics isn't just for planet Earth anymore; and where death is just a break in the action, thanks to the techno-miracle that can preserve human consciousness and download it into one new body after another. Cynical, quick-on-the-trigger Takeshi Kovacs, the ex-U.N. envoy turned private eye, has changed careers, and bodies, once more. . . trading sleuthing for soldiering as a warrior-for-hire, and helping a far-flung planet's government put down a bloody revolution. But when it comes to taking sides, the only one Kovacs is ever really on is his own. So when a rogue pilot and a sleazy corporate fat cat offer him a lucrative role in a treacherous treasure hunt, he's only too happy to go AWOL with a band of resurrected soldiers of fortune. All that stands between them and the ancient alien spacecraft they mean to salvage are a massacred city bathed in deadly radiation, unleashed nanotechnology with a million ways to kill, and whatever surprises the highly advanced Martian race may have in store. But armed with his genetically engineered instincts, and his trusty twin Kalashnikovs, Takeshi is ready to take on anything—and let the devil take whoever's left behind.

The Wedge Effect - Wishes, Education, Drive, Growth, Excellence - Iris González 2015-03-28

Did the world tell you that you would never amount to anything? Did it say, "You are not good enough"? I grew up hearing that almost every day. Because of my childhood environment, my chances of success were little to none. I had a better chance of falling prey to abusive cycles than I ever did of getting a college degree one day. So I broke out of the mold and proved the system wrong. *The Wedge Effect* is a book I have written based on how I managed to overcome extreme socio-economic, financial, and cultural odds and become a highly successful business woman. Today I own and run a business that helps others recover from their pasts and succeed in life. With *The Wedge Effect*, you will be able to overcome complex childhood trauma, take control of your circumstances, and realize your true potential so that you can wedge open the doors of opportunity wide enough to burst through them! Using *The Wedge Effect*, you will have a system that will show you how to thrive, live beyond your circumstances, and reclaim your purpose in life. With easy-to-use, active steps that help you plan as you learn, this book was built as a personal success tool. Get *The Wedge Effect* today, and begin your own breakout success story.

The Wedge Book - Brandon Stooksbury 2015-09-07

Short game shots in your golf game don't have to be complicated-unless you're getting all kinds of conflicting information about technique and strategy. In *The Wedge Book*, Brandon Stooksbury cuts through the confusion and provides you a clear, straightforward plan to build your short game from the

smallest bump-and-run to a 50-yard pitch shot. By using the same baseline technique and adding specific elements for certain shots, you'll be able to take away the mystery and indecision that can ruin a golf hole so easily. Stooksbury's advice has been proven in the highest levels of competitive golf. And now, with *The Wedge Book*—and a month or so of practice—you can take it to your course.

The Wedge-Game Pocket Companion - Jim McLean 1995-11-08

Featuring the same winning format as *The Putter's Pocket Companion*, which sold more than 25,000 copies, this unique book offers 100 quick tips for the all-important short game.

Boston Strong - Casey Sherman 2015-02-03

Veteran journalists Casey Sherman and Dave Wedge have written the definitive inside look at the Boston Marathon bombings with a unique, Boston-based account of the events that riveted the world. From the Tsarnaev brothers' years leading up to the act of terror to the bomb scene itself (which both authors witnessed first-hand within minutes of the blast), from the terrifying police shootout with the suspects to the ultimate capture of the younger brother, *Boston Strong: A City's Triumph over Tragedy* reports all the facts—and so much more. Based on months of intensive interviews, this is the first book to tell the entire story through the eyes of those who experienced it. From the cop first on the scene, to the detectives assigned to the manhunt, the authors provide a behind-the-scenes look at the investigation. More than a true-crime book, *Boston Strong* also tells the tragic but ultimately life-affirming story of the victims and their recoveries and gives voice to those who lost loved ones. With their extensive reporting, writing experience, and deep ties to the Boston area, Sherman and Wedge create the perfect match of story, place, and authors. If you're only going to read one book on this tragic but uplifting story, this is it.

Wedge Quilt Workshop - Christina Cameli 2017-12-01

A quick path to a bold quilt design, wedges are versatile and captivating—a must-have shape in the modern quilter's toolbox. Expertly piece this trendy and versatile shape without complicated math or drafting. Sew up 10 distinctive quilts, each with full-size patterns, plus get tips on how to accurately cut and sew wedges. You'll be amazed at the wide variety of quilts that can be made from a single shape!

Combating Tobacco Use in Military and Veteran Populations - Institute of Medicine 2009-11-21

The health and economic costs of tobacco use in military and veteran populations are high. In 2007, the Department of Veterans Affairs (VA) and the Department of Defense (DoD) requested that the Institute of Medicine (IOM) make recommendations on how to reduce tobacco initiation and encourage cessation in both military and veteran populations. In its 2009 report, *Combating Tobacco in Military and Veteran Populations*, the authoring committee concludes that to prevent tobacco initiation and encourage cessation, both DoD and VA should implement comprehensive tobacco-control programs.

What Doesn't Kill Us - Scott Carney 2017-01-03

Our ancestors crossed deserts, mountains, and oceans without even a whisper of what anyone today might consider modern technology. Those feats of endurance now seem impossible in an age where we take comfort for granted. But what if we could regain some of our lost evolutionary strength by simulating the environmental conditions of our ancestors? Investigative journalist and anthropologist Scott Carney takes up the challenge to find out: Can we hack our bodies and use the environment to stimulate our inner biology? Helping him in his search for the answers is Dutch fitness guru Wim Hof, whose ability to control his body temperature in extreme cold has sparked a whirlwind of scientific study. Carney also enlists input from an Army scientist, a world-famous surfer, the founders of an obstacle course race movement, and ordinary people who have documented how they have cured autoimmune diseases, lost weight, and reversed diabetes. In the process, he chronicles his own transformational journey as he pushes his body and mind to the edge of endurance, a quest that culminates in a record-bending, 28-hour climb to the snowy peak of Mt. Kilimanjaro wearing nothing but a pair of running shorts and sneakers. An ambitious blend of investigative reporting and participatory journalism, *What Doesn't Kill Us* explores the true connection between the mind and the body and reveals the science that allows us to push past our perceived limitations.