

Winners Dream A Journey From Corner Store To Corner Office

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God Save Texas - Lawrence Wright 2018-04-17

A New York Times Notable Book National Book Critics Circle Award Finalist An NPR Best Book of the Year *God Save Texas* is a journey through the most controversial state in America. It is a red state, but the cities are blue and among the most diverse in the nation. Oil is still king, but Texas now leads California in technology exports. Low taxes and minimal regulation have produced extraordinary growth, but also striking income disparities. Texas looks a lot like the America that Donald Trump wants to create. Bringing together the historical and the contemporary, the political and the personal, Texas native Lawrence Wright gives us a colorful, wide-ranging portrait of a state that not only reflects our country as it is, but as it may become—and shows how the battle for Texas's soul encompasses us all.

Amp It Up - Frank Sloatman 2022-01-13

Wall Street Journal, USA Today, and Publishers Weekly Bestseller The secret to leading growth is your mindset Snowflake CEO Frank Sloatman is one of the tech world's most accomplished executives in enterprise growth, having led Snowflake to the largest software IPO ever after leading ServiceNow and Data Domain to exponential growth and the public market before that. In *Amp It Up: Leading for Hypergrowth by Raising Expectations, Increasing Urgency, and Elevating Intensity*, he

shares his leadership approach for the first time. *Amp It Up* delivers an authoritative look at what it takes to transform an organization for maximum growth and scale. Sloatman shows that most leaders have significant room to improve their organization's performance without making expensive changes to their talent, structure, or fundamental business model—and they don't need to bring in an army of consultants to do it. What they do need is to align people around what matters and execute with urgency and intensity every day. Leading for unprecedented growth means declaring war on mediocrity, breaking the status quo, and making conflicted choices daily, all with a relentless focus on the mission. *Amp It Up* provides the first principles to guide that change, and the tactical advice for organizing a company around them. Perfect for executives, entrepreneurs, founders, managers, and leaders of all kinds, *Amp It Up* is a must-read resource for anyone who seeks to unleash the growth potential of a company and scale it to heights they never thought possible.

The Latehomecomer - Kao Kalia Yang 2010-12-15

In search of a place to call home, thousands of Hmong families made the journey from the war-torn jungles of Laos to the overcrowded refugee camps of Thailand and onward to America. But lacking a written language of their own, the Hmong experience has been primarily

recorded by others. Driven to tell her family's story after her grandmother's death, *The Latecomer* is Kao Kalia Yang's tribute to the remarkable woman whose spirit held them all together. It is also an eloquent, firsthand account of a people who have worked hard to make their voices heard. Beginning in the 1970s, as the Hmong were being massacred for their collaboration with the United States during the Vietnam War, Yang recounts the harrowing story of her family's captivity, the daring rescue undertaken by her father and uncles, and their narrow escape into Thailand where Yang was born in the Ban Vinai Refugee Camp. When she was six years old, Yang's family immigrated to America, and she evocatively captures the challenges of adapting to a new place and a new language. Through her words, the dreams, wisdom, and traditions passed down from her grandmother and shared by an entire community have finally found a voice. Together with her sister, Kao Kalia Yang is the founder of a company dedicated to helping immigrants with writing, translating, and business services. A graduate of Carleton College and Columbia University, Yang has recently screened *The Place Where We Were Born*, a film documenting the experiences of Hmong American refugees. Visit her website at www.kaokaliayang.com.

Coaching Wisdom - Mike Harrity 2012

"How Tony Dungy, Lou Holtz, Andrea Hudy, Don Shula, John Wooden, and other top coaches inspired their teams to greatness."

Dream Street - Tricia Elam Walker 2021-11-16

NAMED ONE OF THE BEST CHILDREN'S BOOKS OF THE YEAR BY THE NEW YORK TIMES • FIVE STARRED REVIEWS Visit a truly special street bursting with joy, hope, and dreams. Inspired by the neighborhood where they grew up as cousins, this gorgeous picture book from an award-winning illustrator and critically acclaimed author is the perfect gift or keepsake for every generation. Welcome to Dream Street--the best street in the world! Jump rope with Azaria--can you Double Dutch one leg at a time? Dream big with Ede and Tari, who wish to create a picture book together one day. Say hello with Mr. Sidney, a retired mail carrier who greets everyone with the words, "Don't wait to have a great day. Create one!" On Dream Street, love between generations rules, everyone

is special, and the warmth of the neighborhood shines. A magical story from the critically acclaimed author of *Nana Akua Goes to School* and a Caldecott Honor and Coretta Scott King Award winning illustrator. Illuminating this vivid cast of characters are vibrant, joyful illustrations that make this neighborhood--based on the Roxbury neighborhood in Boston where the author and illustrator grew up together as cousins--truly sing. This book is a perfect way for parents to share with their children the importance of community.

Way of the Wolf - Jordan Belfort 2017-09-26

Jordan Belfort--immortalized by Leonardo DiCaprio in the hit movie *The Wolf of Wall Street*--reveals the step-by-step sales and persuasion system proven to turn anyone into a sales-closing, money-earning rock star. For the first time ever, Jordan Belfort opens his playbook and gives you access to his exclusive step-by-step system--the same system he used to create massive wealth for himself, his clients, and his sales teams. Until now this revolutionary program was only available through Jordan's \$1,997 online training. Now, in *Way of the Wolf*, Belfort is ready to unleash the power of persuasion to a whole new generation, revealing how anyone can bounce back from devastating setbacks, master the art of persuasion, and build wealth. Every technique, every strategy, and every tip has been tested and proven to work in real-life situations. Written in his own inimitable voice, *Way of the Wolf* cracks the code on how to persuade anyone to do anything, and coaches readers--regardless of age, education, or skill level--to be a master sales person, negotiator, closer, entrepreneur, or speaker.

Eight Dollars and A Dream: My American Journey - Raj Gupta 2016-03-10

Eight Dollars and a Dream tells of a remarkable personal and professional journey by one of America's premier CEOs and corporate directors. Raj Gupta, working with Syd Havelly, offers a candid and captivating story, told with passion and special appreciation for how family, mentors and other leaders transformed him and how he in turn changed his world, a compelling account for all who are navigating a corner office, a boardroom, or their life course. Ò Æ Michael Useem, Professor and Director of the Leadership Center, Wharton School,

University of Pennsylvania Ó Raj's story is the American dream writ large with a focus on what is really important in life. I have had the privilege of working with Raj for many years and have seen his qualities as a business leader firsthand. But I have benefitted even more by watching his example of how to lead one's life with dignity, integrity, and grace. This is a book that needs to be read! Ó ð Bill McNabb, Chairman and CEO, The Vanguard Group, Inc.

Winners Dream - Bill McDermott 2014-10-14

A leadership and career manifesto told through the narrative of one of today's most inspiring, admired, and successful global leaders. In *Winners Dream*, Bill McDermott—the CEO of the world's largest business software company, SAP—chronicles how relentless optimism, hard work, and disciplined execution embolden people and equip organizations to achieve audacious goals. Growing up in working-class Long Island, a sixteen-year-old Bill traded three hourly wage jobs to buy a small deli, which he ran by instinctively applying ideas that would be the seeds for his future success. After paying for and graduating college, Bill talked his way into a job selling copiers door-to-door for Xerox, where he went on to rank number one in every sales position he held and eventually became the company's youngest-ever corporate officer. Eventually, Bill left Xerox and in 2002 became the unlikely president of SAP's flailing American business unit. There, he injected enthusiasm and accountability into the demoralized culture by scaling his deli, sales, and management strategies. In 2010, Bill was named co-CEO, and in May 2014 became SAP's sole, and first non-European, CEO. Colorful and fast-paced, Bill's anecdotes contain effective takeaways: gutsy career moves; empathetic sales strategies; incentives that yield exceptional team performance; and proof of the competitive advantages of optimism and hard work. At the heart of Bill's story is a blueprint for success and the knowledge that the real dream is the journey, not a preconceived destination.

Shiloh - Phyllis Reynolds Naylor 2012-06-26

Marty will do anything to save his new friend Shiloh in this Newbery Medal-winning novel from Phyllis Reynolds Naylor. When Marty Preston comes across a young beagle in the hills behind his home, it's love at first

sight—and also big trouble. It turns out the dog, which Marty names Shiloh, belongs to Judd Travers, who drinks too much and has a gun—and abuses his dogs. So when Shiloh runs away from Judd to Marty, Marty just has to hide him and protect him from Judd. But Marty's secret becomes too big for him to keep to himself, and it exposes his entire family to Judd's anger. How far will Marty have to go to make Shiloh his?

Winners Dream - Bill McDermott 2014-10-07

In the pantheon of CEOs, few people have the visibility, charisma and hunger of Bill McDermott. His career is a classic story of ambition and drive: from the hard-knock streets of his youth in Long Island, to his first forays in business behind the counter of a deli he bought and then operated at the age of 17, to his extraordinary rise through the Xerox Corporation where he pleaded for his first job, to his emergence as the co-CEO of one of the most celebrated and admired global companies of our age. His stories - at turns hilarious and moving, but always inspiring - offer invaluable lessons in self-direction, management and leadership.

Dreamland - Nicholas Sparks 2022-09-20

#1 NEW YORK TIMES BESTSELLER NATIONAL BESTSELLER From the #1 New York Times bestselling author of *The Wish* comes a poignant love story about risking everything for a dream--and whether it's possible to leave the past behind. Colby Mills once felt destined for a musical career, until tragedy grounded his aspirations. Now the head of a small family farm in North Carolina, he spontaneously takes a gig playing at a bar in St. Pete's Beach, Florida, seeking a rare break from his duties at home. But when he meets Morgan Lee, his world is turned upside-down, making him wonder if the responsibilities he has shouldered need dictate his life forever. The daughter of affluent Chicago doctors, Morgan has graduated from a prestigious college music program with the ambition to move to Nashville and become a star. Romantically and musically, she and Colby complete each other in a way that neither has ever known. While they are falling headlong in love, Beverly is on a heart-pounding journey of another kind. Fleeing an abusive husband with her six-year-old son, she is trying to piece together a life for them in a small town far off

the beaten track. With money running out and danger seemingly around every corner, she makes a desperate decision that will rewrite everything she knows to be true. In the course of a single unforgettable week, two young people will navigate the exhilarating heights and heartbreak of first love. Hundreds of miles away, Beverly will put her love for her young son to the test. And fate will draw all three people together in a web of life-altering connections . . . forcing each to wonder whether the dream of a better life can ever survive the weight of the past.

We Are Not from Here - Jenny Torres Sanchez 2021-05-18

A poignant novel of desperation, escape, and survival across the U.S.-Mexico border, inspired by current events. A Pura Belpré 2021 Young Adult Author Honor Book! A BookPage Best Book of 2020! A Chicago Public Library Best of the Best of 2020! A School Library Journal Best Book of 2020! A New York Public Library 2020 Top 10 Best Book for Teens! Pulga has his dreams. Chico has his grief. Pequeña has her pride. And these three teens have one another. But none of them have illusions about the town they've grown up in and the dangers that surround them. Even with the love of family, threats lurk around every corner. And when those threats become all too real, the trio knows they have no choice but to run: from their country, from their families, from their beloved home. Crossing from Guatemala through Mexico, they follow the route of La Bestia, the perilous train system that might deliver them to a better life--if they are lucky enough to survive the journey. With nothing but the bags on their backs and desperation drumming through their hearts, Pulga, Chico, and Pequeña know there is no turning back, despite the unknown that awaits them. And the darkness that seems to follow wherever they go. In this striking portrait of lives torn apart, the plight of migrants at the U.S. southern border is brought to light through poignant, vivid storytelling. An epic journey of danger, resilience, heartache, and hope. Praise for *We Are Not From Here*: "A fierce and tender story...Relevant, timely, and perceptive." --Margarita Engle, winner of the Pura Belpré Award and Newbery Honor "With poignant, exhausting lyricism and heart wrenching poetic prose, Jenny Torres Sanchez digs deep and shows us the throbbing, aching corazón--the

hopeful, unbreakable spirit of the embattled immigrant. A book for the starving, lost soul." --Guadalupe García McCall, Pura Belpré Award-winning author of *Under the Mesquite* "An incredibly powerful, soul-searing YA. [I]mportant and necessary.... I could not put this book down." --Padma Venkatraman, award-winning author of *The Bridge Home* "One of the most relevant and needed young adult novels of the year, a must-read." --Jennifer Mathieu, critically acclaimed author of *The Liars of Mariposa Island* and *Moxie* "An achingly beautiful story...masterfully told...Jenny Torres Sanchez is a true leader within young adult fiction." --Christina Diaz Gonzalez, award-winning author of *The Red Umbrella* "*We Are Not From Here* is absolutely stunning. It's raw and real, gritty and gorgeously told. A story that's painfully relevant today, and told with such precision and beauty, you can feel it. It's breathtaking and left me absolutely breathless." --Lauren Gibaldi, author of *This Tiny Perfect World* "[This] is a book that will mark your heart. Jenny Torres Sanchez challenges us to feel, empathize and understand. A searing, necessary and ultimately beautiful book." --Alexandra Villasante, critically acclaimed author of *The Grief Keeper* * "A brutally honest, not-to-be-missed narrative...gripping, heart-wrenching, and thrilling." --Kirkus Reviews, STARRED REVIEW * "A candid, realistic story that will leave readers thinking about the characters--and about our own world--long after the last page." --SLJ, STARRED REVIEW * "Gripping, poignant...this soul-shaking narrative [recalls] the works of Gabriel García Márquez." --Booklist, STARRED REVIEW * "A devastating read that is difficult to put down, this unforgettable book unflinchingly illuminates the experiences of those leaving their homes to seek safety in the United States." --Publishers Weekly, STARRED REVIEW

WBCN and the American Revolution - Bill Lichtenstein 2021-11-30
How Boston radio station WBCN became the hub of the rock-and-roll, antiwar, psychedelic solar system. While San Francisco was celebrating a psychedelic Summer of Love in 1967, Boston stayed buttoned up and battened down. But that changed the following year, when a Harvard Law School graduate student named Ray Riepen founded a radio station that played music that young people, including the hundreds of

thousands at Boston-area colleges, actually wanted to hear. WBCN-FM featured album cuts by such artists as the Mothers of Invention, Aretha Franklin, and Cream, played by announcers who felt free to express their opinions on subjects that ranged from recreational drugs to the war in Vietnam. In this engaging and generously illustrated chronicle, Peabody Award-winning journalist and one-time WBCN announcer Bill Lichtenstein tells the story of how a radio station became part of a revolution in youth culture. At WBCN, creativity and countercultural politics ruled: there were no set playlists; news segments anticipated the satire of *The Daily Show*; on-air interviewees ranged from John and Yoko to Noam Chomsky; a telephone "Listener Line" fielded questions on any subject, day and night. From 1968 to Watergate, Boston's WBCN was the hub of the rock-and-roll, antiwar, psychedelic solar system. A cornucopia of images in color and black and white includes concert posters, news clippings, photographs of performers in action, and scenes of joyousness on Boston Common. Interwoven through the narrative are excerpts from interviews with WBCN pioneers, including Charles Laquidara, the "news dissector" Danny Schechter, Marsha Steinberg, and Mitchell Kertzman. Lichtenstein's documentary *WBCN and the American Revolution* is available as a DVD sold separately.

[How To Win Friends And Influence People](#) - Dale Carnegie 2022-05-17

"How to Win Friends and Influence People" is one of the first best-selling self-help books ever published. It can enable you to make friends quickly and easily, help you to win people to your way of thinking, increase your influence, your prestige, your ability to get things done, as well as enable you to win new clients, new customers.
x000D Twelve Things This Book Will Do For You:
x000D Get you out of a mental rut, give you new thoughts, new visions, new ambitions.
x000D Enable you to make friends quickly and easily.
x000D Increase your popularity.
x000D Help you to win people to your way of thinking.
x000D Increase your influence, your prestige, your ability to get things done.
x000D Enable you to win new clients, new customers.
x000D Increase your earning power.
x000D Make you a better salesman, a better executive.
x000D Help you to handle complaints, avoid arguments, keep your human

contacts smooth and pleasant.
x000D Make you a better speaker, a more entertaining conversationalist.
x000D Make the principles of psychology easy for you to apply in your daily contacts.
x000D Help you to arouse enthusiasm among your associates.
x000D Dale Carnegie (1888-1955) was an American writer and lecturer and the developer of famous courses in self-improvement, salesmanship, corporate training, public speaking, and interpersonal skills. Born into poverty on a farm in Missouri, he was the author of *How to Win Friends and Influence People* (1936), a massive bestseller that remains popular today.
x000D *Where Dreams Descend* - Janella Angeles 2020-08-25

"Vibrant imagery, jaw-dropping set pieces, sizzling romantic tension, and unstoppable heroine Kallia bring this ambitious debut novel to spectacular life. Fans of *Caraval* and *The Night Circus* will be delighted!" - Claire Legrand, *New York Times* bestselling author of *Furyborn* In a city covered in ice and ruin, a group of magicians face off in a daring game of magical feats to find the next headliner of the *Conquering Circus*, only to find themselves under the threat of an unseen danger striking behind the scenes. As each act becomes more and more risky and the number of missing magicians piles up, three are forced to reckon with their secrets before the darkness comes for them next. *The Star*: Kallia, a powerful showgirl out to prove she's the best no matter the cost *The Master*: Jack, the enigmatic keeper of the club, and more than one lie told *The Magician*: Demarco, the brooding judge with a dark past he can no longer hide *Where Dreams Descend* is the startling and romantic first book in Janella Angeles' debut *Kingdom of Cards* fantasy duology where magic is both celebrated and feared, and no heart is left unscathed. "[A] spellbinding melody of a book, and the true magic is how Angeles puts all the best parts of an enrapturing theatrical performance onto paper and ink. From the gripping twists in the first pages all the way to the final, heartbreaking crescendo, *Where Dreams Descend* will surge you to your feet in a standing ovation." - Sara Raasch, *New York Times* bestselling author of the *Snow Like Ashes* trilogy

A Dream, a Journey, a Community - Leo B. (CRT) Schoffer 2009-01-01

Winners Dream - Bill McDermott 2014-10-14

The co-CEO of the world's largest business software company, SAP, uses the story of his life to show how relentless optimism, hard work and disciplined execution can embolden people and equip organizations to achieve audacious goals. 100,000 first printing.

To Chase a Dream - Paul "Whitey" Kapsalis 2014-02-28

Winners of 8 national championships, Indiana University is to men's college soccer what University of North Carolina is to college basketball or University of Notre Dame is to college football. To Chase a Dream is the true story of one kid's near-impossible desire to play soccer at that national powerhouse, a kid who was told time after time that he simply wasn't good enough and never would be. What all the doubters failed to consider was that inside the body of an under-sized, humble Paul Kapsalis was the heart of a lion. This is his journey, a story that affirms that perseverance, optimism, hard work, a willingness to learn, and kindness can lead to remarkable achievements and transform a kid who just wanted to play soccer into a leader of men. It took him 5 years, fighting through rejection and a career-threatening injury, but Paul got where he never expected to go. Here's a chance to see how he did it.

No Hunger In Paradise - Michael Calvin 2017-04-20

Shortlisted for the British Sports Book Awards 2018 "What's your dream, son?" A six year-old boy, head bowed, mumbles the eternal answer: "Be a footballer..." Steadman Scott, football's most unlikely talent scout, smiles indulgently, and takes him in from the street. He knows the odds. Only 180 of the 1.5 million boys who play organised youth football in England will become a Premier League pro. That's a success rate of 0.012 per cent. How and why do the favoured few make it? What separates the good from the great? Who should they trust - the coach, the agent or their parents? Michael Calvin provides the answers on a journey from non-league grounds to hermetically sealed Premier League palaces, via gang-controlled sink estates and the England team's inner sanctum. He interviews decision makers, behavioural specialists, football agents and leading coaches. He shares the hopes and fears of players and their parents. He exposes bullying and a black economy in which

children are commodities, but remains true to the dream.

I Dream of a Journey - Akiko Miyakoshi 2020-03-03

Akiko Miyakoshi's enchanting new book explores how it feels to harbor a secret dream. People from all over the world come and go at the gracious innkeeper's little hotel, some even becoming friends over the years. Only, sometimes, the innkeeper feels the desire to travel far away himself. He longs to pack a big bag and journey from one unfamiliar town to another. He imagines stopping to visit his friends. And having wonderful and unexpected experiences. The innkeeper continues to go about his daily routine at his hotel. But, someday, he is sure, he will explore the world. For every child — and adult — who yearns for what lies beyond the horizon.

From the Bench to the Boardroom - Michael C. MacDonald 2021-05-25

"From the Bench to the Boardroom, Michael MacDonald shares his journey from his college basketball career at Rutgers to executive positions at Xerox and Medifast. His leadership, work ethic, and persistence, which were on display every step of the way, have made him a valued member of our board at the Jimmy V Foundation." —Mike Krzyzewski, Naismith Hall of Fame coach, Duke University "Mike holds a deep reverence and appreciation for his time at Rutgers, as well as for the opportunities that Rutgers has provided him. As a letterwinner on the Rutgers men's basketball teams in the 1970s, Mike took his student-athlete experience and translated these learned lessons to successes in his career.... His time as a Rutgers student-athlete, alumnus, board member, donor, and father/father-in-law of three Rutgers alumni continues to leave an indelible legacy on our alma mater. I am proud to call him not only a great teammate, but an even better friend." —Marco Battaglia, Rutgers Football All-American and Cincinnati Bengals Player "I believe the combination of an excellent education and participation in highly competitive sports programs provides invaluable preparation for life after school is over. The best sources of knowledge about the benefits of such a background are people who have been there. Mike MacDonald fits the bill. And he is particularly well suited to write about his experiences because of an amazing ability to recollect the details of his

formative years. A student athlete at Rutgers, he was part of the school's then outstanding basketball team. He went on to use this and similar pre-college experiences to build an exceptional business career. That's part of his story but those of us who know him well would add that he is the epitome of a 'good man.' I have seen him close up with family, friends, and others for years. He is a great husband, dad, and grandfather, kind and generous, enthusiastic, and always on the go. You will enjoy what he has to say." —Gene Renna, Retired Senior Executive, Exxon Mobil "Mike MacDonald represents the absolute best of Rutgers University and is an inspiration to everyone on campus. From the day I met Mike, he has always made himself available to mentor, guide, and motivate both our student-athletes and our coaching staff. As an alumnus, he has given back generously and led the charge in ensuring that Rutgers continues to be a beacon of higher education. I've always admired his ability to juggle the roles of family man, businessman, and leader in the Rutgers community. His path from Rutgers is a shining example for student-athletes of the future. He has succeeded in every aspect of life and continues to give back to the community that molded him. To give Mike MacDonald the ultimate compliment a coach can give, simply put, he is a winner." —Steve Pikiell, Head Men's Basketball Coach, Rutgers University

A Dream So Big - Steve Peifer 2013-03-19

A Dream So Big is the story of Steve Peifer, a corporate manager who once oversaw 9,000 computer software consultants, who today helps provide daily lunches for over 20,000 Kenyan school children in thirty-five national public schools, and maintains solar-powered computer labs at twenty rural African schools. Steve and his wife, Nancy, were enjoying a successful management career with one of America's high tech corporate giants during the dot-com boom of the 1990's when, in 1997, he and his wife Nancy discovered they were pregnant with their third child. Tragically, doctors said a chromosomal condition left their baby "incompatible with life." The Peifers only spent 8 days with baby Stephen before he died. Seeking to flee the pain, Steve and Nancy began a pilgrimage that thrust them into a third-world setting where daily life

was often defined by tragedy—drought, disease, poverty, hunger, and death. They didn't arrive in the service of any divine calling, but the truth of their surroundings spoke to their troubled hearts. A short-term, 12-month mission assignment as dorm parents for a Kenyan boarding school turned this ordinary man into the most unlikely internationally recognized hero, and his story will inspire you to pursue similar lives of service.

Zuzu's Petals - Karolyn Grimes 2016-10-16

A children's book for all ages: After learning of her father's need for prayer, Zuzu falls asleep while repeating, "Please bring Daddy back." In her dream, she embarks on a journey to find her father and heal her wilting rose. While her flower loses petals with each person she meets, she is concerned that her gift is falling apart and will soon be gone. What she finds is that the greatest gift of all is caring for others and that never dies.

TAPE SUCKS: Inside Data Domain, A Silicon Valley Growth Story - Frank Sloatman 2011-05-13

Silicon Valley has been birthing renegade technology companies for the better part of a century, a storied lineage that traces from Stanford's Fred Terman to the Varian brothers' Klystron amplifier, from the hallowed garage of Bill Hewlett and Dave Packard to the bold "traitorous eight" who fled Shockley Labs to form Fairchild Semiconductor. These companies, to be sure, broke new science and engineering ground-yet their most lasting legacy may well be their pioneering approach to business itself. They blazed a path that led to Intel, Apple, Oracle, Genentech, Gilead, Sun, Adobe, Cisco, Yahoo, eBay, Google, Salesforce, Facebook, Twitter, and many, many others. What causes a fledgling company to break through and prosper? At the highest level, the blueprint is always the same: An upstart team with outsized ambition somehow possesses an uncanny ability to surpass customer expectations, upend whole industries, and topple incumbents. But how do they do it? If only we could observe the behaviors of such a company from the inside. If only we were granted a first-person perspective at a present-day Silicon Valley startup-cum-blockbuster. What might we learn? This

document-the story of Data Domain's rise from zero to one billion dollars in revenue-is your invitation to find out. For anyone curious about the process of new business formation, Tape Sucks offers a provocative, ripped-from-the-headlines case study. How does a new company bootstrap itself? What role does venture capital play? Why do customers and new recruits take a chance on a risky new player? Frank Sloatman, who lived and breathed the Data Domain story for six years, offers up his clear-eyed, "first-person shooter" version of events. You're with him on the inside as he and his team navigate the tricky waters of launching a high-technology business. You'll feel-deep in your gut-the looming threat of outside combatants and the array of challenges that make mere survival an accomplishment. You'll catch a glimpse of an adrenalin-fueled place where victories are visceral, communication wide open, and esprit de corps palpable. The upshot is that the principles of the early entrepreneurs of Silicon Valley are alive and well. Their straightforward ideas include employee-ownership, tolerance for failure, unfettered meritocracy, faith in the power of technology breakthroughs, a preference for handshakes and trust over contracts and lawsuits, pragmatism, egalitarianism, and a belief in the primacy of growth and reinvestment over dividends and outbound profits. Tape Sucks is an honest, informed perspective on technology wave riding. It allows you to observe a high-growth business at close range and get an unvarnished picture of how things really work.

Winter Pasture - Li Juan 2021-02-23

"Li Juan spent minus-20-degree nights with nomadic herders in the Chinese steppes. You'll want to join her." --Laura Miller, Slate "Deeply moving...full of humor, introspection and glimpses into a vanishing lifestyle." --The New York Times Book Review Winner of the People's Literature Award, WINTER PASTURE has been a bestselling book in China for several years. Li Juan has been widely lauded in the international literary community for her unique contribution to the narrative non-fiction genre. WINTER PASTURE is her crowning achievement, shattering the boundaries between nature writing and personal memoir. Li Juan and her mother own a small convenience store

in the Altai Mountains in Northwestern China, where she writes about her life among grasslands and snowy peaks. To her neighbors' surprise, Li decides to join a family of Kazakh herders as they take their 30 boisterous camels, 500 sheep and over 100 cattle and horses to pasture for the winter. The so-called "winter pasture" occurs in a remote region that stretches from the Ulungur River to the Heavenly Mountains. As she journeys across the vast, seemingly endless sand dunes, she helps herd sheep, rides horses, chases after camels, builds an underground home using manure, gathers snow for water, and more. With a keen eye for the understated elegance of the natural world, and a healthy dose of self-deprecating humor, Li vividly captures both the extraordinary hardships and the ordinary preoccupations of the day-to-day of the men and women struggling to get by in this desolate landscape. Her companions include Cuma, the often drunk but mostly responsible father; his teenage daughter, Kama, who feels the burden of the world on her shoulders and dreams of going to college; his reticent wife, a paragon of decorum against all odds, who is simply known as "sister-in-law." In bringing this faraway world to English language readers here for the first time, Li creates an intimate bond with the rugged people, the remote places and the nomadic lifestyle. In the signature style that made her an international sensation, Li Juan transcends the travel memoir genre to deliver an indelible and immersive reading experience on every page.

We Are Market Basket - Daniel Korschun 2015-08-12

On June 23, 2014, the long-time CEO of a popular New England supermarket chain was ousted by his board of directors, led by his cousin. What transpired over the next two months is an inspiring tale of epic loyalty to a man who had impacted his community far beyond that of providing groceries. In *We Are Market Basket*, readers will learn more than simply the story of the strike heard round the world. How did a single CEO garner so much respect from his company's managers and rank-and-file workers that they walked out of the stores and protested? How did the ousting of an executive result in customers leaving the stores and joining protest rallies? Politicians were forced to take sides, and media were left stunned at the unprecedented and united show of

support for this lone businessman. What was so special about this CEO and how he ran his business that provoked such ferocious loyalty? How does a company spread across three states maintain a culture that embraces everyone—from cashier to customer—as family? Can a company really become an industry leader by prioritizing stakeholders over shareholders? With its arresting firsthand accounts from the streets and executive suites, We Are Market Basket is as inspiring as it is instructive as it chronicles the epic rise, fall, and redemption of an iconic and uniquely American company.

Fighting to Give - Christopher Stevens 2009-04-28

The inspirational story of an ordinary man with an extraordinary amount of determination. Raised in Gary, Indiana, his only dream was to go to the University of Notre Dame. Though only 5'6" inches tall he earned nine letters in high school and graduated with honors. Rejected on three different attempts to get into ND, he finally gets in on a probationary basis. He walks onto the golf team, earns four letters and sets the course record of 64 that still stands. His life gets more amazing from there and it reads like a combination of Rudy, Forrest Gump and Tuesdays With Morrie. After achieving success in the corporate world, he revives a community college outreach program in Salem, Oregon and helps more than 600 businesses. Stricken with a fatal illness he dedicates his life to raising money to find a cure. No longer able to walk or talk, he keeps inspiring all by fighting to give so that a cure may be found. A inspiring story of commitment, passion, perseverance and a love of golf, family and Notre Dame

Co-Piloting - Jim Haslam 2020-08-25

This is the remarkable story of one of our nation's luckiest business leaders of the 20th and 21st centuries. Its topics include sports, military history, and, of course, business principles that are sure to entertain and add value to readers of business books and memoirs. All proceeds from the sale of this book will benefit nonprofits that support small business, entrepreneurial, and community-based ventures—so that like Jim Haslam, others also may be afforded the chance to be fortunate in their own unique endeavors. Meet James A. Haslam II—"Big Jim" as he is

called by friends and family. The details of his life, his family, and Pilot Company comprise a truly remarkable American story that has yet to be widely told, mainly because Haslam has always refused to write about himself. However, after years of less-than-gentle prodding from his loving family and though under duress, he has finally relented and agreed to pen the incredible story of luck and leadership that has taken him all over the world, has enriched lives in countless communities and philanthropic endeavors, and has led to the growth of the beloved company he founded and still serves daily, even into his late eighties. A graduate of the University of Tennessee, Haslam played on the famous 1951 National Championship football team led by coaching legend and mentor General Robert R. Neyland, whose renowned Game Maxims inspired Haslam's own viewpoints of life and leadership in family, business, and in the art of giving back. From being promoted to Company Commander in Korea at the age of twenty-three to starting out at a small oil company with only one gas station, you will follow the unlikely, harrowing, and often hilarious story of luck and leadership that has led Jim Haslam and his family to serve an unbelievable number of industry, community, and philanthropic endeavors affecting countless people in numerous communities, not the least of all Knoxville—and of course, the beloved university Haslam truly believes has afforded him so much opportunity in life. Through great loss and great luck, unforeseen tragedy and unlikely triumph—the story of the Haslams and Pilot Company offers a unique, entertaining, and encouraging perspective to family, faith, and the discovery of what really matters the most in life. Friends and family also offer their unique stories and insights, including contributions from Peyton Manning, Phillip Fulmer, Rick Barnes, Senator Lamar Alexander, former Walmart CEO Lee Scott, former Tennessee Governor Bill Haslam, and many more.

The Last Cuentista - Donna Barba Higuera 2021-10-12

Winner of the John Newbery Medal Winner of the Pura Belpré Award TIME's Best Books of the Year Wall Street Journal's Best of the Year Minneapolis Star Tribune's Best of the Year Boston Globe's Best of the Year BookPage's Best of the Year Publishers Weekly's Best of the Year

School Library Journal's Best of the Year Kirkus Reviews' Best of the Year Bank Street's Best of the Year Chicago Public Library's Best of the Best New York Public Library Best of the Year A Junior Library Guild Selection Cybils Award Finalist From Pura Belpré Award winner and Newbery Medalist, Donna Barba Higuera—a brilliant journey through the stars, to the very heart of what makes us human. "Gripping in its twists and turns, and moving in its themes - truly a beautiful cuento."—New York Times "Clever and compelling ... wonderfully subversive."—The Wall Street Journal □ "This tale packs a wallop. Exquisite."—Kirkus Reviews (starred) □ "Gripping, euphonious, and full of storytelling magic."—Publishers Weekly (starred) □ "A strong, heroic character, fighting incredible odds to survive and protect others."—School Library Journal (starred) Había una vez . . . There lived a girl named Petra Peña, who wanted nothing more than to be a storyteller, like her abuelita. But Petra's world is ending. Earth has been destroyed by a comet, and only a few hundred scientists and their children - among them Petra and her family - have been chosen to journey to a new planet. They are the ones who must carry on the human race. Hundreds of years later, Petra wakes to this new planet - and the discovery that she is the only person who remembers Earth. A sinister Collective has taken over the ship during its journey, bent on erasing the sins of humanity's past. They have systematically purged the memories of all aboard - or purged them altogether. Petra alone now carries the stories of our past, and with them, any hope for our future. Can she make them live again?

Six Tires, No Plan - Michael Rosenbaum 2012-03-01

Most Unlikely to Succeed No one who charted Bruce Halle's early years would predict that the poor kid from New Hampshire might achieve greatness as an adult. Challenged in school and growing up in a struggling family, Halle looked like every other kid who would leave high school in the 1940s and disappear into a factory. Instead, Halle created one of America's most respected companies, rose to join the Forbes magazine list of the four hundred richest Americans and serve as the role model for the ordinary Joes who seek out success at Discount Tire Company. Six Tires, No Plan maps Halle's journey out of poverty and

failure and reveals the deceptively simple values that drive success for him, his company and thousands of employees. Key among those principles is Halle's commitment to passing on his good fortune to the thousands of employees who serve his customers every day. This is Halle's true passion, and paying it forward to the ordinary guy is a cornerstone of Discount Tire's ongoing success. Avoiding the spotlight, crediting his employees for the success of the company, Halle demonstrates the incredible power of perseverance and fundamental values to create long-term success. His journey offers a roadmap worth following in both career and life.

Fear and Loathing in Las Vegas - Hunter S. Thompson 2010-09-29

50th Anniversary Edition • With an introduction by Caity Weaver, acclaimed New York Times journalist This cult classic of gonzo journalism is the best chronicle of drug-soaked, addle-brained, rollicking good times ever committed to the printed page. It is also the tale of a long weekend road trip that has gone down in the annals of American pop culture as one of the strangest journeys ever undertaken. Also a major motion picture directed by Terry Gilliam, starring Johnny Depp and Benicio del Toro.

A Dream Too Big - Caylin Louis Moore 2019-06-04

In this inspiring and provocative memoir about a young black man, Caylin Moore tells the against-all-odds story of his rise from racial injustice and cruel poverty in gang-ridden Los Angeles to academic success at the University of Oxford, with hope as his compass. A Dream to Big is for readers who want to ... enjoy a compelling, true, hard-to-believe inspirational story; thoughtfully embrace a long-overdue conversation about equality and justice in America; and be inspired and find hope from a firsthand account of redemption through even the most painful life experiences. When Caylin Louis Moore was a young child, his mother gathered her three young children and fled an abusive marriage, landing in poverty in a heavily policed, gang-ridden community. When Moore's mother suffered from health complications and a devastating experience in the hospital and his father was sentenced to life imprisonment, Moore was forced to enter adulthood prematurely. His

hope was fueled by embracing his mother's steely faith in a brighter future. Moore skirted the gangs, the police, and the violence endemic to Compton to excel as a student and athlete, eventually reaching the pinnacles of academic achievement as a Rhodes Scholar. Moore's eye-opening, against-all-odds story reveals that there is no such thing as a dream too big.

Dream Country - Shannon Gibney 2018-09-11

The heartbreaking story of five generations of young people from a single African-and-American family pursuing an elusive dream of freedom. "Gut wrenching and incredible."— Sabaa Tahir #1 New York Times bestselling author of *An Ember in the Ashes* "This novel is a remarkable achievement."—Kelly Barnhill, New York Times bestselling author and Newbery medalist "Beautifully epic."—Ibi Zoboi, author *American Street* and National Book Award finalist *Dream Country* begins in suburban Minneapolis at the moment when seventeen-year-old Kollie Flomo begins to crack under the strain of his life as a Liberian refugee. He's exhausted by being at once too black and not black enough for his African American peers and worn down by the expectations of his own Liberian family and community. When his frustration finally spills into violence and his parents send him back to Monrovia to reform school, the story shifts. Like Kollie, readers travel back to Liberia, but also back in time, to the early twentieth century and the point of view of Togar Somah, an eighteen-year-old indigenous Liberian on the run from government militias that would force him to work the plantations of the Congo people, descendants of the African American slaves who colonized Liberia almost a century earlier. When Togar's section draws to a shocking close, the novel jumps again, back to America in 1827, to the children of Yasmine Wright, who leave a Virginia plantation with their mother for Liberia, where they're promised freedom and a chance at self-determination by the American Colonization Society. The Wrights begin their section by fleeing the whip and by its close, they are then the ones who wield it. With each new section, the novel uncovers fresh hope and resonating heartbreak, all based on historical fact. In *Dream Country*, Shannon Gibney spins a riveting tale of the nightmarish spiral of death

and exile connecting America and Africa, and of how one determined young dreamer tries to break free and gain control of her destiny.

From the Ground Up - Howard Schultz 2019-01-28

NEW YORK TIMES BESTSELLER • From the longtime CEO and chairman of Starbucks, a bold, dramatic work about the new responsibilities that leaders, businesses, and citizens share in American society today—as viewed through the intimate lens of one man's life and work. What do we owe one another? How do we channel our drive, ingenuity, even our pain, into something more meaningful than individual success? And what is our duty in the places where we live, work, and play? These questions are at the heart of the American journey. They are also ones that Howard Schultz has grappled with personally since growing up in the Brooklyn housing projects and while building Starbucks from eleven stores into one of the world's most iconic brands. In *From the Ground Up*, Schultz looks for answers in two interwoven narratives. One story shows how his conflicted boyhood—including experiences he has never before revealed—motivated Schultz to become the first in his family to graduate from college, then to build the kind of company his father, a working-class laborer, never had a chance to work for: a business that tries to balance profit and human dignity. A parallel story offers a behind-the-scenes look at Schultz's unconventional efforts to challenge old notions about the role of business in society. From health insurance and free college tuition for part-time baristas to controversial initiatives about race and refugees, Schultz and his team tackled societal issues with the same creativity and rigor they applied to changing how the world consumes coffee. Throughout the book, Schultz introduces a cross-section of Americans transforming common struggles into shared successes. In these pages, lost youth find first jobs, aspiring college students overcome the yoke of debt, post-9/11 warriors replace lost limbs with indomitable spirit, former coal miners and opioid addicts pave fresh paths, entrepreneurs jump-start dreams, and better angels emerge from all corners of the country. *From the Ground Up* is part candid memoir, part uplifting blueprint of mutual responsibility, and part proof that ordinary people can do extraordinary things. At its heart, it's

an optimistic, inspiring account of what happens when we stand up, speak out, and come together for purposes bigger than ourselves. Here is a new vision of what can be when we try our best to lead lives through the lens of humanity. “Howard Schultz’s story is a clear reminder that success is not achieved through individual determination alone, but through partnership and community. Howard’s commitment to both have helped him build one of the world’s most recognized brands. It will be exciting to see what he accomplishes next.”—Bill Gates

How Clients Buy - Tom McMakin 2018-03-13

The real-world guide to selling your services and bringing in business How Clients Buy is the much-needed guide to selling your services. If you're one of the millions of people whose skills are the 'product,' you know that you cannot be successful unless you bring in clients. The problem is, you're trained to do your job—not sell it. No matter how great you may be at your actual role, you likely feel a bit lost, hesitant, or 'behind' when it comes to courting clients, an unfamiliar territory where you're never quite sure of the line between under- and over-selling. This book comes to the rescue with real, practical advice for selling what you do. You'll have to unlearn everything you know about sales, but then you'll learn new skills that will help you make connections, develop rapport, create interest, earn trust, and turn prospects into clients. Business development is critical to your personal success, and your skills in this area will dictate the course of your career. This invaluable guide gives you a set of real-world best practices that can help you become the rainmaker you want to be. Get the word out and make productive connections Drop the fear of self-promotion and advertise your accomplishments Earn potential clients' trust to build a lasting relationship Scrap the sales pitch in favor of honesty, positivity, and value Working in the consulting and professional services fields comes with difficulties not encountered by those who sell tangible products. Services are often under-valued, and become among the first things to go when budgets get tight. It is now harder than ever to sell professional services, so your game must be on-point if you hope to out-compete the field. How Clients Buy shows you how to level up and start winning the

client list of your dreams.

The Land of Stories: The Wishing Spell - Chris Colfer 2012-07-17
Alex and Conner Bailey's world is about to change. When the twins' grandmother gives them a treasured fairy-tale book, they have no idea they're about to enter a land beyond all imagining: the Land of Stories, where fairy tales are real. But as Alex and Conner soon discover, the stories they know so well haven't ended in this magical land - Goldilocks is now a wanted fugitive, Red Riding Hood has her own kingdom, and Queen Cinderella is about to become a mother! The twins know they must get back home somehow. But with the legendary Evil Queen hot on their trail, will they ever find the way? The Land of Stories: The Wishing Spell brings readers on a thrilling quest filled with magic spells, laugh-out-loud humour and page-turning adventure.

[This Is the Dream](#) - Owen Thomas 2021-09-30

This is the Dream, ten stories less about dreaming than not dreaming. Ten stories about pulling free the gossamer mask of illusion and seeing the face of what has been true - about ourselves, about the people we choose to love, and about our path through the woods - from the very beginning.

Dream Animals - Emily Winfield Martin 2013-10-22

Take a bedtime journey with the New York Times bestselling author of The Wonderful Things You Will Be and discover the adventures that await while you dream! You only have to close your eyes And when you snuggle in.... You'll be carried to your dream tonight On wing or paw or fin Snuggle into bed and discover what your dream animal might be and where it could take you! Could it be a bear who brings you to bake pastries? A fox who ushers you into a magical forest? Mermaids with whom you can sip tea? With a perfect nighttime rhyme and gorgeous illustrations, this book is the ideal addition to any bedtime reading routine. Little ones won't mind closing their eyes once they learn what wonders await in their dreams. “A rare, enchanting mixture of graceful rhyming verse and adorable, Hummel-sweet illustrations. . . . Nursery-worthy.” -The New York Times

The Dream Giver - Bruce Wilkinson 2009-01-16

Bestselling author Bruce Wilkinson shows how to identify and overcome the obstacles that keep millions from living the life they were created for. He begins with a compelling modern-day parable about Ordinary, who dares to leave the Land of Familiar to pursue his Big Dream. With the help of the Dream Giver, Ordinary begins the hardest and most rewarding journey of his life. Wilkinson gives readers practical, biblical keys to fulfilling their own dream, revealing that there's no limit to what God can accomplish when we choose to pursue the dreams He gives us for His honor. Are you living your dream— or just living your life? Welcome to a little story about a very big idea. This compelling modern-day parable tells the story of Ordinary, who dares to leave the Land of Familiar to pursue his Big Dream. You, too, have been given a Big

Dream. One that can change your life. One that the Dream Giver wants you to achieve. Does your Big Dream seem hopelessly out of reach? Are you waiting for something or someone to make your dream happen? Then you're ready for The Dream Giver. Let Bruce Wilkinson show you how to rise above the ordinary, conquer your fears, and overcome the obstacles that keep you from living your Big Dream. You were made for this. Now it's time to begin your journey.

Steam Train, Dream Train 1-2-3 - Sherri Duskey Rinker 2016-03-01
Cuddle up with the beloved animal friends from the bestselling Steam Train, Dream Train and count on lots of fun! Little train enthusiasts will love counting from one to ten along with the dreamy train cars!