

## The Lost Art Of The Great Speech How To Write One How To Deliver It

"That isn't what I meant!" Truly listening and being heard is far from simple, even between people who care about each other. This perennial bestseller--now revised and updated for the digital age--analyzes how any conversation can go off the rails and provides essential skills for building mutual understanding. Thoughtful, witty, and empathic, the book is filled with vivid stories of couples, coworkers, friends, and family working through tough emotions and navigating differences of all kinds. Learn ways you can: \*Hear what people mean, not just what they say. \*Share a difference of opinion without sounding dismissive. \*Encourage uncommunicative people to open up. \*Make sure both sides get heard in heated discussions. \*Get through to someone who never seems to listen. \*Ask for support without getting unwanted advice. \*Reduce miscommunication in texts and online. From renowned therapist Michael P. Nichols and new coauthor Martha B. Straus, the third edition reflects the huge impact of technology and social media on relationships, and gives advice for talking to loved ones across social and political divides

Cutting through all the white noise, chatter, and superficiality our cell phones and social media cause, one of Tibet's highest and most respected spiritual leaders offers simple and practical advice to help us increase our attentions spans, become better listeners, and strive to appreciate the people around us. In this easy to understand and helpful book, Sakyong Mipham provides inspiring ideas and practical tips on how to be more present in your day-to-

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day life, helping us to communicate in ways that elevates the dignity of everyone involved. Great for families, employees and employers and everyone who spend too much time on Facebook, Instagram, and feel "disconnected" in our "connected" world, Good Conversation is a journey back to basics.

A MILLENNIUM AFTER the formidable war machines of the User cultures devoured entire civilizations and rewrote planetary geography, Earth is in the grip of a perpetual Dark Age. Scientific endeavor is strongly discouraged, while remnant technology is locked away—hidden by a Church determined to prevent a new Armageddon. This is the world to which Benzamir Michael Mahmood must return. A descendant of the tribes who fled the planet during those ages old wars, he comes in pursuit of enemies from the far reaches of space. The technology he brings is wondrous beyond the imaginings of those he will meet, but can its potency match that of the Church's most closely guarded treasure? For centuries it has lain dormant, but it is about to be unearthed, and the powers that will be unleashed may be beyond anyone's capacity to control. Even a man as extraordinary as Benzamir . . .

A Columbia University physician comes across a popular medieval text on dying well written after the horror of the Black Plague and discovers ancient wisdom for rethinking death and gaining insight today on how we can learn the lost art of dying well in this wise, clear-eyed book that is as compelling and soulful as *Being Mortal*, *When Breath Becomes Air*, and *Smoke Gets in Your Eyes*. As a specialist in both medical ethics and the treatment of older patients, Dr. L. S. Dugdale knows a great deal about the end of life. Far too many of us die poorly, she argues. Our culture has overly medicalized death: dying is often institutional and sterile, prolonged by unnecessary resuscitations and other intrusive interventions. We are not going

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gently into that good night—our reliance on modern medicine can actually prolong suffering and strip us of our dignity. Yet our lives do not have to end this way. Centuries ago, in the wake of the Black Plague, a text was published offering advice to help the living prepare for a good death. Written during the late Middle Ages, *ars moriendi*—The Art of Dying—made clear that to die well, one first had to live well and described what practices best help us prepare. When Dugdale discovered this Medieval book, it was a revelation. Inspired by its holistic approach to the final stage we must all one day face, she draws from this forgotten work, combining its wisdom with the knowledge she has gleaned from her long medical career. The Lost Art of Dying is a twenty-first century *ars moriendi*, filled with much-needed insight and thoughtful guidance that will change our perceptions. By recovering our sense of finitude, confronting our fears, accepting how our bodies age, developing meaningful rituals, and involving our communities in end-of-life care, we can discover what it means to both live and die well. And like the original *ars moriendi*, The Lost Art of Dying includes nine black-and-white drawings from artist Michael W. Dugger. Dr. Dugdale offers a hopeful perspective on death and dying as she shows us how to adapt the wisdom from the past to our lives today. The Lost Art of Dying is a vital, affecting book that reconsiders death, death culture, and how we can transform how we live each day, including our last.

How we walk, where we walk, why we walk tells the world who and what we are. Whether it's once a day to the car, or for long weekend hikes, or as competition, or as art, walking is a profoundly universal aspect of what makes us humans, social creatures, and engaged with the world. Cultural commentator, Whitbread Prize winner, and author of *Sex Collectors* Geoff Nicholson offers his fascinating, definitive, and personal ruminations on the literature, science,

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philosophy, art, and history of walking. Nicholson finds people who walk only at night, or naked, or in the shape of a cross or a circle, or for thousands of miles at a time, in costume, for causes, or for no reason whatsoever. He examines the history and traditions of walking and its role as inspiration to artists, musicians, and writers like Bob Dylan, Charles Dickens, and Buster Keaton. In *The Lost Art of Walking*, he brings curiosity, imagination, and genuine insight to a subject that often strides, shuffles, struts, or lopes right by us.

Much like unearthing a buried hoard of antiquities, the recovery of these retinal drawings offers fresh discovery of art in medicine. The striking representations of retinal disorders illustrate the range and beauty of this now rarely performed skill. Carefully rendered likenesses of the inside of the eye that are stunningly and eerily attractive were selected from a cache of over 12,000 drawings created over more than three decades. Unique to retinal drawing, the inside of the globe is shown as circular images, forcing each artist to depict distortions tinted by their own interpretation. This colorful book examines the technique and history of retinal drawing, its application and variations of artistic rendition, and covers a wide array of visually distinctive disorders.

"Rice's remarkable gift for creating singular characters in this memorable story underscores her presence as a fresh new voice in fiction."—*Publishers Weekly* Set in 1950s London, *The Lost Art of Keeping Secrets* centers around Penelope, the wide-eyed daughter of a legendary beauty, Talitha, who lost her husband to the war. Penelope, with her mother and brother, struggles to maintain their vast and crumbling ancestral home—while postwar London spins toward the next decade's cultural revolution. Penelope wants nothing more than to fall in love, and when her new best friend, Charlotte, a free spirit in the young society set, drags Penelope

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into London with all of its grand parties, she sets in motion great change for them all. Charlotte's mysterious and attractive brother Harry uses Penelope to make his American ex-girlfriend jealous, with unforeseen consequences, and a dashing, wealthy American movie producer arrives with what might be the key to Penelope's—and her family's—future happiness. Vibrant, witty, and filled with vivid historical detail, this is an utterly unique debut novel about a time and place just slipping into history.

An inheritance. A long-forgotten dream. A new life in a spacious place. Corporate life has not been treating Katie Grace well. Suffering from extreme anxiety after a disaster at work, Katie learns that she has inherited her late grandmother's Victorian house in the lake town of Aveline, in the rolling hills of the Los Padres National Forest. Maybe a new start will be exactly what she needs. Hardware store owner Sam Grant remembers Katie from when they spent summers together, years before. Sam has determined never to get involved in a relationship again, but working on Katie's house renovations might put that resolve to the test. In Aveline, Katie allows herself to dream again, finding solace in creating food and a space for her new friends to gather. As members of the town welcome Katie, her heart begins to find safety, but will the events of the past repeat themselves? Note from the author: I have always loved romance, and I think love stories are so beautiful. I also love the picture of the small town as a kind of landscape for community. I wanted to write something that reflected the kinds of people I have known all my life. So that is why I wrote about Aveline, a small town that is like the life I have known, with quirky, real, lovable characters who come from many backgrounds and ways of life. Community, brokenness, kindness, and the kingdom of God in action. Isn't it amazing, how vulnerable we all are? And then we offer food and friendship in the context of houses and

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cafés and forests... we extend our hands to one another and become family. One person talks; the other listens. It's so basic that we take it for granted. Unfortunately, most of us think of ourselves as better listeners than we actually are. Why do we so often fail to connect when speaking with family members, romantic partners, colleagues, or friends? How do emotional reactions get in the way of real communication? This thoughtful, witty, and empathic book has already helped over 100,000 readers break through conflicts and transform their personal and professional relationships. Experienced therapist Mike Nichols provides vivid examples, easy-to-learn techniques, and practical exercises for becoming a better listener--and making yourself heard and understood, even in difficult situations.

The Lost Art David Fickling Books

Does the stroke create the putt or does the putt create the stroke? To be child-like is to have a simple fascination in getting the ball into the hole and to love the task of doing so. To be childish is to expect a certain outcome will come your way, that you deserve to hole the putt or that you shouldn't miss from a certain distance. The Lost Art of Putting will help you become more child-like on the greens and less childish. Leading tour coach Gary Nicol and performance coach Karl Morris have 60 years' combined coaching experience. It is their belief that the game of golf is not about finding 'the' way to do it but more a case of discovering, or perhaps more importantly uncovering, 'your' way to do it. The perspective and concepts they share with you in this book have the

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potential to liberate you so that you can experience what you are truly capable of on the greens.

Step-by-step instructions and illustrations explain how to create fun decorations, including animals, baskets, and cakes, using bathroom towels.

True tales of lost art, built around case studies of famous works, their creators, and stories of disappearance and recovery From the bestselling author of *The Art of Forgery* comes this dynamic narrative that tells the fascinating stories of artworks stolen, looted, or destroyed in war, accidentally demolished or discarded, lost at sea or in natural disasters, or attacked by iconoclasts or vandals; works that were intentionally temporal, knowingly destroyed by the artists themselves or their patrons, covered over with paint or plaster, or recycled for their materials. An exciting read that spans the centuries and the continents.

Reveals the radical ancient practice of living resurrection, in which initiates ritually died and were reborn into a state of higher consciousness • Explores living resurrection initiation practices from world cultures, including Egyptian, Greek, Gnostic, Chinese, Celtic, and Native American traditions • Describes the secret chambers and temples where Mystery Schools practiced “raising the dead” • Shows why this practice was branded a heresy and suppressed by the Church More than two thousand years before the resurrection of Jesus, initiates from spiritual traditions around the world were already practicing a secret mystical ritual in which they metaphorically died and were

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reborn into a higher spiritual state. During this living resurrection, they experienced a transformative spiritual awakening that revealed the nature of reality and the purpose of the soul, described as “rising from the dead.” Exploring the practice of living resurrection in ancient Egyptian, Phoenician, Greek, Persian, Indian, Japanese, Chinese, Celtic, and Native American traditions, Freddy Silva explains how resurrection was never meant for the dead, but for the living--a fact supported by the suppressed Gnostic Gospel of Philip: “Those who say they will die first and then rise are in error. If they do not first receive the resurrection while they live, when they die they will receive nothing.” He reveals how these practices were not only common in the ancient world but also shared similar facets in each tradition: initiates were led through a series of challenging ordeals, retreated for a three-day period into a cave or restricted room, often called a “bridal chamber,” and while out-of-body, became fully conscious of travels in the Otherworld. Upon returning to the body, they were led by priests or priestesses to witness the rising of Sirius or the Equinox sunrise. Silva describes some of the secret chambers around the world where the ritual was performed, including the so-called tomb of Thutmosis III in Egypt, which featured an empty sarcophagus and detailed instructions for the living on how to enter the Otherworld and return alive. He reveals why esoteric and Gnostic sects claimed that the literal resurrection of Jesus promoted by the Church was a fraud and how the Church branded all living resurrection practices as a heresy, relentlessly persecuting the Gnostics to suppress knowledge of



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this self-empowering experience. He shows how the Knights Templar revived these concepts and how they survive to this day within Freemasonry. Exploring the hidden art of living resurrection, Silva shows how this personal experience of the Divine opened the path to self-empowerment and higher consciousness, leading initiates such as Plato to describe it as the pinnacle of spiritual development.

Damaged, attacked, rejected, destroyed, transient - there are many ways that art can become lost. With work by Marcel Duchamp, Wassily Kandinsky, Frida Kahlo, Joseph Beuys, John Baldessari, Rachel Whiteread and Lucian Freud, this is a lively look at a often little considered aspect of contemporary art.

In these pages, Vicki Burbach explains that while Christ's words are challenging, he isn't asking us to pick up our cross because he is vindictive or twisted, nor because He wants to see us suffer. It's because sacrifice is the greatest manifestation of love, and He created our souls in order to love and to be loved.

One man's journey across six continents to rediscover the lost art of running. The Lost Art of Running is an opportunity to join running technique analyst coach and movement guru, Shane Benzie, on his incredible journey of discovery across six continents as he trains with and analyzes the running style of some of the most naturally gifted athletes on the planet. Benzie believes that in analyzing these highly efficient yet increasingly forgotten running styles we can all access our body's natural elastic energy and unlock our true running potential. Part narrative, part practical, this running guide will take you to the training grounds of world record holding marathon runners in Kenya; racing across the brutal cold of the Arctic Circle and the

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mountains of Europe, through the expansive sweltering sands of the Sahara and the hostility of a winter traverse of the Pennine Way, to witness first-hand the incredible natural movement of runners in these environments. Along the way, you will learn how to incorporate natural movement techniques into your own running and you will hear from some of the athletes that Shane has worked with and coached over the years to understand how they have successfully adopted these techniques to improve their own performances, including two times Marathon des Sables winner, Elisabet Barnes, Team GB 24 hour athletes, Robbie Britton and Dan Lawson, mountain runners, Nicky Spinks, Damian Hall and Tom Evans and three times winner of The Spine race, Pavel Paloncý. Whether you're a veteran runner or just tackling your first few miles, this ground-breaking book will help you discover the lost art of running.

A NEW YORK TIMES NOTABLE BOOK From one of the most trusted and admired writers on the world of faith, a timely and important examination of the meaning of scripture The significance of scripture may not be immediately obvious in our secular world, but its misunderstanding is perhaps the root cause of many of today's controversies. The sacred texts have been co-opted by fundamentalists, who insist that they must be taken literally, and by others who interpret scripture to bolster their own prejudices. These texts are seen to prescribe ethical norms and codes of behavior that are divinely ordained: they are believed to contain eternal truths. But as Karen Armstrong shows in this chronicle of the development and significance of major religions, such a narrow, peculiar reading of scripture is a relatively recent, modern phenomenon. For most of their history, the world's religious traditions have regarded these texts as tools that enable the individual to connect with the divine, to experience a different level of consciousness, and to help them engage with the world in more

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meaningful and compassionate ways. At a time of intolerance and mutual incomprehension, *The Lost Art of Scripture* shines fresh light on the world's major religions to help us build bridges between faiths and rediscover a creative and spiritual engagement with holy texts. Billions of dollars of art are stolen or looted every year, yet governments often consider art theft a luxury problem. With limited public law enforcement, what prevents thieves, looters and organised criminal gangs from flooding the market with stolen art? How can theft victims get justice - even decades after their loss? What happens if the .....

Uncover a new way to network and build relationships that last! Networking is often considered a necessary evil for all working professionals. With social media platforms like LinkedIn, Twitter, Instagram, and Facebook at our disposal, reaching potential investors or employers is much easier. Yet, these connections often feel transactional, agenda-driven, and dehumanizing, leaving professionals feeling burnt out and stressed out. Instead, we should connect on a human level and build authentic relationships beyond securing a new job or a new investor for your next big idea. To build real and meaningful networking contacts, we need to go back to basics, remembering that technology is a tool and not a means and end. We need to tap into our humanity and learn to be more intentional and authentic. As a “serial connector” and communications expert, Susan McPherson has a lifetime of experience building genuine connections in and out of work. Her methodology is broken down into three simple steps 1. Gather: Instead of waiting for the perfect networking opportunity to come to you, think outside the box and create your own opportunity. Host your own dinner party, join a local meet-up group, or volunteer at your neighborhood food pantry. Anyone from your local barista to a fellow parent at your daughter’s elementary school can lead to another connection

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that you just might need. 2. Ask: Instead of leading with our own rehearsed elevator pitches asking for help, ask to help, opening the door to share resources, experience, contacts, and perspectives that add diversity to your own vision. 3. Do: Turn new connections into meaningful relationships by taking these newly formed relationships deeper. Follow through on the promises you made, keep in touch, and learn to move past small talk by embracing your vulnerability and having conversations that matter. Woven together with helpful tips and useful advice on making the most out of every step, the book draws on the real-life success stories of friends, and clients, as well as McPherson's own experience as a renowned "serial connector." Filled with humor, humility, and wisdom, *The Lost Art of Connecting* is the handbook we all need to foster personal and professional relationships that blur the lines between work and play—and enrich our lives in every way.

"The best thing about nixsen is the absence of a goal. It doesn't serve a purpose, but it's wonderful." Don't you think it's time for a break? Plagued—as we are!—by nonstop pings and notifications, we have lost the knack of zoning out. Kicking back. Slacking off. Even when pandemic-induced lockdowns forcibly cleared our calendars, many who thought I'm free! filled their days with Netflix and doomscrolling. How can we reclaim our free time (planned or not) to truly rest and reset? The Dutch have it figured out: with nixsen. Perhaps their best-kept lifestyle secret, nixsen is the art of doing, well, nothing. It's the opposite of productivity, and it's incredibly good for your . . . MIND—it makes you calmer. BODY—it offers rest on hectic days. CREATIVITY—it clears a space for brilliant ideas. WALLET—it's free! If you're waiting for an invitation to go lie down in the sunshine, this book is it.

A history of the women who taught Americans how to dress in the first half of the 20th

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century—and whose lessons we'd do well to remember today.

'Heads up – here's how to run like a pro' – The Times 'A fascinating book' – Adharanand Finn, author of *Running With the Kenyans* The *Lost Art of Running* is an opportunity to join running technique analyst coach and movement guru Shane Benzie on his journey across five continents as he trains with and analyses the running style of some of the most gifted athletes on the planet. 'Excellent' *Trail Running* magazine 'Shane is the Indiana Jones of the running world' Damian Hall, ultra marathon runner & journalist 'Running technique has to be one of the most subjective issues out there: 10 minutes' investigation on the internet will generally confuse rather than confirm what you should or should not be doing. Mother Nature gave us some amazing gifts as runners – if we rediscover them and use them, we can transform our dynamic and everyday movement.' Shane Benzie Part narrative, part practical, this adventure takes you to the foothills of Ethiopia and the 'town of runners'; to the training grounds of world record holding marathon runners in Kenya; racing across the Arctic Circle and the mountains of Europe, through the sweltering sands of the Sahara and the hostility of a winter traverse of the Pennine Way, to witness the incredible natural movement of runners in these environments. Along the way, you will learn how to incorporate natural movement techniques into your own running and hear from some of the top athletes that Shane has coached over the years. Whether experienced or just tackling your first few miles, this ground-breaking book will help you discover the lost art of running.

I have sold thousands of copies of this book around the world, on Amazon, since first published in February 2011. I have changed publishers which requires a new listing without any history. If you can locate my old listing on Amazon you can read the reviews, which has a

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4.5 star rating. I have owned a residential cleaning company since 2004 and this book actually started life as my employees' handbook. Since this book was first published not much has changed. Dirt is still dirty and whether or not you want to clean your home, it still has to be cleaned. Most people hate to clean simply because they don't know how to do it, they were never taught. Were you actually taught how to clean? Probably not, but that's not your fault. Do you want to learn how to do it, like a professional, using minimal products and saving a bucket of money on cleaning supplies? If you do, then buy my book. First, I will send you to the store with a short shopping list; I will explain why I use each product and then how to use each product or tool, which by the way isn't much. I will then explain the logic behind my method of cleaning, called The PATH and then I will literally walk you through cleaning the different rooms in your house. The beauty of The PATH is that you can start and stop a cleaning job in any room and not lose your place. Just pick up where you left off and continue until the room is clean. So go answer the phone or change the baby. I only use 3 readily available products in both my business and in my house to clean everything. No more need for window, floor, counter, toilet, sink, tub, shower and mirror cleaners. No more polishes, waxes or air fresheners. Just think about how much you spend a year on cleaning products? Go ahead, I'll wait while you look under your sinks and calculate that. More than \$20.00 per year? If you are spending more than that you need my book. Everyone that embraces my methodology has a cleaner home, extra money to spend on the important things and the time to enjoy them. I have a website; The Lost Art of House Cleaning.com where I have uploaded a number of videos demonstrating my methodology and posted numerous articles on cleaning particular things. I have read all the reviews posted about my book on Amazon and I found the vast majority to be

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very complimentary. I have also found that some of the harshest critics still recognized that my methodology works. In addition to the Amazon reviews I have personally received comments and compliments directly from the people that have bought my book. And I know that what I say in my book has helped thousands realize that cleaning their home is not all it's cracked to be if you know what you are doing. So buy my book, read it the first time for entertainment then read it a second time for inspiration and then, Enjoy the Clean! Thanks, Jan M Dougherty Restaurant owner Lillian manages an unexpected challenge while sharing her days with a circle of friends and regulars, including ritual-performing accountant Al, heartbroken chef Chloe, and unobtrusive giant Finnegan.

A New York Times Bestseller A Washington Post Notable Nonfiction Book of 2020 Named a Best Book of 2020 by NPR “A fascinating scientific, cultural, spiritual and evolutionary history of the way humans breathe—and how we’ve all been doing it wrong for a long, long time.” —Elizabeth Gilbert, author of Big Magic and Eat Pray Love No matter what you eat, how much you exercise, how skinny or young or wise you are, none of it matters if you’re not breathing properly. There is nothing more essential to our health and well-being than breathing: take air in, let it out, repeat twenty-five thousand times a day. Yet, as a species, humans have lost the ability to breathe correctly, with grave consequences. Journalist James Nestor travels the world to figure out what went wrong and how to fix it. The answers aren’t found in pulmonology labs, as we might expect, but in the muddy digs of ancient burial sites, secret Soviet facilities, New Jersey choir schools, and the smoggy streets of São Paulo. Nestor tracks down men and women exploring the hidden science behind ancient breathing practices like Pranayama, Sudarshan Kriya, and Tummo and teams up with pulmonary tinkerers to

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scientifically test long-held beliefs about how we breathe. Modern research is showing us that making even slight adjustments to the way we inhale and exhale can jump-start athletic performance; rejuvenate internal organs; halt snoring, asthma, and autoimmune disease; and even straighten scoliotic spines. None of this should be possible, and yet it is. Drawing on thousands of years of medical texts and recent cutting-edge studies in pulmonology, psychology, biochemistry, and human physiology, *Breath* turns the conventional wisdom of what we thought we knew about our most basic biological function on its head. You will never breathe the same again.

, bring together experts to address the importance of caring, the reasons why it has eroded, and measures that can strengthen caring as provided by health professionals, families, communities, and society.

Explains a process of navigation that relies on natural phenomenon and describes techniques followed by ancient people involving the Sun, Moon, tides, currents, wind, and the horizon that can be used to determine direction and ensure arrival at a safe destination.

The *Lost Art of Being* is a little book about doing less and being more. Capturing the wisdom of ancient sages on how to be happy and roll with the Universe, it applies these sacred secrets to our busy modern lives. Offering direct teachings illustrated by remarkable personal insights from the author's own experiences, it encourages the reader to discover the immense power of slowing down, letting heart rule head, and remembering how just to be. It is based on the premise that as human beings, it is only when we look after both aspects of ourselves - human and being - that we can fully relax into our lives. It teaches us how to over-ride the mind to get in touch with our being and receive greater guidance from the universe. The author Jacqui



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Macdonald explains: “Most of us are ruled by a voice in our head that tells us we need to strive for bigger, better and more. When we believe this story, we lose sight of the fact that we already have a magical connection to the Universe that will provide everything we need for happiness and success. We become all human, no being. This is the source of all stress.” The book encourages us to release the need for incessant - choosing instead to pause long enough to realise that our thoughts are not real. This allows us to tune into Universal guidance and let our lives unfold far beyond the barriers of convention. The Lost Art of Being combines a short mythical story, inspirational teachings, a selection of Q&A’s and a practical lifestyle guide. It is funny, full of wisdom and easy to read - a powerful antidote to 21st century stress, recalling ancient secrets about how to ease into the flow of life, relinquishing the need for all effort.

Offers tips and techniques for writing and delivering a speech, in a text that includes memorable speeches from such notable speakers as Winston Churchill, Franklin D. Roosevelt, and Reverend Jesse Jackson.

“Always be closing!” —Glengarry Glen Ross, 1992 “Never Be Closing!” —a sales book title, 2014 “?????” —salespeople everywhere, 2017 For decades, sales managers, coaches, and authors talked about closing as the most essential, most difficult phase of selling. They invented pushy tricks for the final ask, from the “take delivery” close to the “now or never” close. But these tactics often alienated customers, leading to fads for the “soft” close or even abandoning the idea of closing altogether. It sounded great in theory, but the results were often mixed or poor. That left a generation of salespeople wondering how they should think about closing, and what strategies would lead to the best possible outcomes. Anthony Iannarino has

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a different approach geared to the new technological and social realities of our time. In *The Lost Art of Closing*, he proves that the final commitment can actually be one of the easiest parts of the sales process—if you've set it up properly with other commitments that have to happen long before the close. The key is to lead customers through a series of necessary steps designed to prevent a purchase stall. Iannarino addressed this in a chapter of *The Only Sales Guide You'll Ever Need*—which he thought would be his only book about selling. But he discovered so much hunger for guidance about closing that he's back with a new book full of proven tactics and useful examples. *The Lost Art of Closing* will help you win customer commitment at ten essential points along the purchase journey. For instance, you'll discover how to:

- Compete on value, not price, by securing a Commitment to Invest early in the process.
- Ask for a Commitment to Build Consensus within the client's organization, ensuring that your solution has early buy-in from all stakeholders.
- Prevent the possibility of the sale falling through at the last minute by proactively securing a Commitment to Resolve Concerns.

*The Lost Art of Closing* will forever change the way you think about closing, and your clients will appreciate your ability to help them achieve real change and real results.\

Reading is a revolutionary act, an act of engagement in a culture that wants us to disengage. In *The Lost Art of Reading*, David L. Ulin asks a number of timely questions - why is literature important? What does it offer, especially now? Blending commentary with memoir, Ulin addresses the importance of the simple act of reading in an increasingly digital culture. Reading a book, flipping through hard pages, or shuffling them on screen - it doesn't matter. The key is the act of reading, and it's seriousness and depth. Ulin emphasizes the importance of reflection and pause allowed by stopping to read a book, and the accompanying focus

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required to let the mind run free in a world that is not one's own. Are we willing to risk our collective interest in contemplation, nuanced thinking, and empathy? Far from preaching to the choir, *The Lost Art of Reading* is a call to arms, or rather, to pages.

Relationships are beautiful messes. Dan Chrystal tackles the heart of relationship based on the time-honored instruction to "love your neighbor as you love yourself." But what does that mean? How do we live out this odd instruction? This book will refresh, encourage, inspire, and motivate readers to love the people in their life more fully. The author draws on his forty years of experience as a physician to call for a new appreciation of the importance of the doctor-patient relationship and of the art rather than the technology of medicine

ISABEL DALHOUSIE - Book 6 Nothing captures the charm of Edinburgh like the bestselling Isabel Dalhousie series of novels featuring the insatiably curious philosopher and woman detective. Whether investigating a case or a problem of philosophy, the indefatigable Isabel Dalhousie, one of fiction's most richly developed amateur detectives, is always ready to pursue the answers to all of life's questions, large and small. The sensational sixth installment in the best-selling chronicles of the irrepressibly curious Isabel Dalhousie finds our inquisitive heroine and new mother racing two very troublesome people from her past. Isabel's son, Charlie, is only eighteen months, but his social life is already kicking into high gear, and it's at a birthday party, where Isabel is approached by Minty Auchterlonie, an old adversary and

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now a high-flying financier. Minty, it seems, is having trouble in her personal life, and seeks Isabel's help. To make matters worse, the anything but peaceable Professor Dove has accused Isabel's journal of plagiarism. There is also the ever-pressing question of the future of her relationship with Jamie. As always, she makes her way toward the heart of each problem by philosophizing, sleuthing, and downright snooping as only she can.

It's time to take back the kitchen. It's time to unlock the pantry and break free from the shackles of ready-made, industrial food. It's time to cook supper. The Lost Art of Real Cooking heralds a new old-fashioned approach to food-laborious and inconvenient, yet extraordinarily rewarding and worth bragging about. From jam, yogurt, and fresh pasta to salami, smoked meat, and strudel, Ken Albala and Rosanna Nafziger arm you with the knowledge and skills that let you connect on a deeper level with what goes into your body. Ken and Rosanna celebrate the patience it takes to make your own sauerkraut and pickles. They divulge the mysteries of capturing wild sourdoughs and culturing butter, the beauty of rendering lard, making cheese, and brewing beer, all without the fancy toys that take away from the adventure of truly experiencing your food. These foods were once made by the family, in the home, rather than a factory. And they can still be made in the smallest kitchens without expensive equipment, capturing flavors that speak of place and personality. What you won't find here is a collection of rigid rules for the perfect meal. Ken and Rosanna offer a wealth of recipes, history, and

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techniques that start with the basics and evolve into dishes that are entirely your own. The new introduction and afterword bring fresh relevance to this insightful rumination on the act of reading--as a path to critical thinking, individual and political identity, civic engagement, and resistance. The former LA Times book critic expands his short book, rich in ideas, on the consequence of reading to include the considerations of fake news, siloed information, and the connections between critical thinking as the key component of engaged citizenship and resistance. Here is the case for reading as a political act in both public and private gestures, and for the ways it enlarges the world and our frames of reference, all the while keeping us engaged.

The Lost Art of Pie Making shows you how to make a darn good pie in a jiffy. You'll feel like you're in your grandma's kitchen, where she teaches you the secrets of her tender, flakey pie crust and shares recipes taken from handwritten 19th century cooking journals, recipes like Dutch Oven Apple Cherry, Vanilla Crumb, Fresh Raspberry, Louisiana Peanut, Sour Cherry Ammareto, and dozens more. There are also scores of vintage photos, pie insults, pie superstitions, pie advice, why men love pies and tips on how to host your own pie contest.

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