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shut, it’s easy to panic, but Chris Guill  
beau sees opportunities  
everywhere. Making a career out



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of your passion sounds like a dream, but in this straightforward, engaging book he shows you how to get it done, one simple step at a time.” —Alan Paul, author of Big in China

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Startup 1. When brainstorming business ideas, use the principle of Convergence. "Convergence represents the intersection between something you especially like to do or are good at doing (preferably both) and what other people are also

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interested in." 2. Building a  
business structured around your  
desired lifestyle is possible.

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Imagine handing a letter to your boss that reads, "Dear Boss, I'm writing to let you know that your services are no longer required. Thanks for everything, but I'll be doing things my own way now.". Imagine that today is your final

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a life of adventure, meaning and purpose — and earn a good living. Still in his early thirties, Chris is on the verge of completing a tour of every country on earth

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it doesn't even feel like work—and they're getting paid well to do it. In reality, their good fortune has nothing to do with chance. There's a method for finding your perfect job, and Chris Guillebeau, the bestselling author of *The \$100 Startup*, has created



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*You Love And Work Better  
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a practical guide for how to do it—whether within a traditional company or business, or by striking out on your own. Finding the work you were “born to do” isn’t just about discovering your passion. Doing what brings you joy is great, but if you aren’t

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earning a living, it's a hobby, not a career. And those who jump out of bed excited to go to work every morning don't just have jobs that turn their passions into paychecks. They have jobs where they also can lose themselves for hours in the flow of meaningful

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work. This intersection of joy, money, and flow is what Guillebeau will help you find in this book. Through inspiring stories of those who have successfully landed their dream career, as well as actionable tools, exercises, and thought

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experiments, he'll guide you through today's vast menu of career options to discover the work perfectly suited to your unique interests, skills, and experiences. You'll learn how to:

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by making it work for you • Find  
not only your ideal work but also  
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Create plans that will allow you to  
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- your primary stream of income
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Whichever path you choose, this

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book will show you how to find  
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so right, it's like you were born to  
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The bestselling author of Duct  
Tape Marketing shows how to get  
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marketing for you. Word-of-mouth referrals are more important than ever. People trust the recommendation of a friend, colleague, or even a stranger with similar tastes over anything thrust at them by a faceless company. Marketing expert John



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Jantsch offers practical techniques for harnessing the power of referrals to ensure a steady flow of new customers. The key lies in understanding the 'Customer Referral Cycle' - the way customers refer others to your company who, in turn,

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generate even more referrals. If everyone in the organization keeps this in mind, Jantsch argues, your business will generate referrals like a well-oiled machine. 'A swift, appealing read and a thorough primer on the power of letting your products

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and customers peak for themselves.' Publishers Weekly'Frankly, I had no idea how John was going to top Duct Tape Marketing. . . But with The Referral Engine, John puts you in the driver's seat and shows you the steps to achieving marketing

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that there's a science to referrals?  
Not I - but now that I know, I want  
you to benefit from John's  
expertise. In a sense, a jacket  
blurb is the ultimate referral, and  
I'm here to blurb this book  
because it will help you succeed  
in business.' Guy Kawasaki,

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A remarkable guide to the quests  
that give our lives meaning—and  
how to find your own—from the  
New York Times bestselling  
author of The \$100 Startup and

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100 Side Hustles “If you like

complacency and mediocrity, do not read this book. It’s

dangerously inspiring.”—A. J.

Jacobs, author of The Know-It-All

When he set out to visit all of the planet’s countries by age thirty-

five, compulsive goal-seeker Chris

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Guillebeau never imagined that his journey's biggest revelation would be how many people like himself exist—each pursuing a challenging quest. These quests are as diverse as humanity itself, involving exploration, the pursuit of athletic or artistic excellence,



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or battling against injustice and poverty. Everywhere that Chris visited he found ordinary people working toward extraordinary goals, making daily down payments on their dreams. These “questers” included a suburban mom pursuing a wildly ambitious

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culinary project, a DJ producing the world's largest symphony, a young widower completing the tasks his wife would never accomplish—and scores of others writing themselves into the record books. The more Chris spoke with these strivers, the

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more he began to appreciate the direct link between questing and long-term happiness, and he was compelled to complete a comprehensive study of the phenomenon. In *The Happiness of Pursuit*, he draws on interviews with hundreds of questers,

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revealing their secret  
motivations, their selection  
criteria, the role played by friends  
and family, their tricks for solving  
logistics, and the importance of  
documentation. Equally  
fascinating is Chris's examination  
of questing's other side. What

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happens after the summit is  
climbed, the painting hung, the  
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about something while at the  
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about the commitment—The  
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practical as it is inspiring. You won't just be daydreaming about your quest—you'll be packing for it!"—Brené Brown, Ph.D., LMSW, author of *Daring Greatly*

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need an MBA, a business plan or even employees. All you need is a product or service that springs from what you love to do anyway, people willing to pay, and a way to get paid. Not content to talk in generalities, Chris tells you exactly how many dollars his

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group of unexpected  
entrepreneurs required to get  
their projects up and running;  
what these individuals did in the  
first weeks and months to  
generate significant cash; some  
of the key mistakes they made  
along the way, and the crucial

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insights that made the business stick. Among Chris's key principles: if you're good at one thing, you're probably good at something else; never teach a man to fish -- sell him the fish instead; and in the battle between planning and action,

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action wins. In ancient times, people who were dissatisfied with their lives dreamed of finding magic lamps, buried treasure, or streets paved with gold. Today, we know that it's up to us to change our lives. And the best part is, if we change our own life,

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coauthor, with Randy Pausch, of  
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Paul's three-and-a-half-year journey reinventing himself as an American expat—while raising a family and starting the revolutionary blues band Woodie Alan, voted Beijing Band of the Year in the 2008—is a must-read adventure for anyone who has

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