

# Selling Today Partnering To Create Value Th Edition Ebook Gerald Manning Michael Ahearne Barry Reece

Selling Today  
Benajah's Keeper  
Creating Customer Value, Seventh Canadian Edition,  
Partnering to Create Value  
Procrastination  
Selling Today: Partnering to Create Value, Global Edition  
Discovering the Path to a Culture of Worship  
Memphis 1873  
SELLING TODAY: PARTNERING TO CREATE VALUE.  
The New Thinking About Finding and Keeping Customers  
Selling at the Table  
Pearson Etext Selling Today  
Selling Today  
How to Create Lifetime Customers  
Overcome the Bad Habits of Procrastination and Laziness and Become More Productive  
How to Sell More, Easier, and Faster Than You Ever Thought Possible  
Selling Today  
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Dedicated to Helping People Achieve Their Goals  
Internet Marketing for Small Business  
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Expand Your Mindset and Change Your Life  
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Selling Today - 2019 Mylab Marketing With Pearson Etext Access Card  
Selling Today  
[Altar]ed Culture

*Selling Today Partnering  
To Create Value Th  
Edition Ebook Gerald  
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Ahearne Barry Reece*

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## ALYSON GRAHAM

**Selling Today** Createspace Independent  
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Having survived the worst effects of the Civil War, the city of Memphis, battered but unbowed, finds itself facing a far more dangerous foe. It is invisible, lethal, and unstoppable: a plague of yellow fever. It is the story of JP Mahoney, 14-year-old farm boy who dreams of escape from tedious chores and farmlife routine. It is the story of a courageous young woman, Ginnie Moon, onetime Confederate spy, who now operates a boarding house for men who have survived the war. And it is the story

of Kevin O'Boyle, an embittered riverfront laborer, who blames the world for his troubles, and finds the crippled city his perfect prey. Several characters in the novel are actual historical figures, most notably Ginnie Moon, Judge "Pappy" Hadden, and Cap'n Jim Lee. Their actions, and those of the other characters, are entirely fictional. The plague, one of several to hit the city in the years following the war, was all too real. *Benajah's Keeper* Createspace Independent Publishing Platform Innovation is an imperative for any organization seeking sustained growth. To infuse the organization with urgency and focus, CEOs are hiring Chief Innovation Officers (CINO). It's the hottest new "C" in the executive suite. But how should a CEO

hire the right CINO, and what can executives aspiring to the CINO role do to develop themselves for the challenge? "Innovation Alchemists: What every CEO should know to hire the right Chief Innovation Officer", is the first book focused on the CINO opportunity for large organizations. Rich in frameworks for the CEO and Executive Committee to shape decisive thinking, the book also speaks to current and future CINO's seeking to refine their professional capabilities for success. Twenty renowned business leaders (many of them CINO's) share their points of view on what it takes to fulfill the promise of innovation leadership.

**Creating Customer Value, Seventh Canadian Edition**, CreateSpace  
Increasing your sales revenue is really

simple. It's just a matter of getting your wait staff to say the right things, in the right way, at the right time - every time! This book is the definitive guide to show you how. How would you like your worst performing waiter to sell like one of the best waiters in the world? They can with what you will learn in this book! Are you literally leaving money on the table? Does your wait staff cost you sales by acting as order takers and plate carriers? Would you like to have wait staff who are able to increase your bill size without coming across as robots or sleazy sales people? Running a restaurant is hard work. Selling at the Table makes it much, much easier. As your staff starts to implement the seven simple steps contained within this book, you will see your restaurant, café, hotel or bar's profits grow. Your staff will produce better sales revenue and life will become a whole lot easier for you. Because you have increased revenue, you will be able to recruit and retain great staff who will further increase your profits as they embrace Selling at the Table as the culture in your venue. Rest assured, you'll not be asking your staff to do anything more than they are doing already. You'll just be getting them to do it the right way - to say the right things, in the right way, at the right time - every time!

Partnering to Create Value CreateSpace  
Evanna Amaranthine, a ruthless, 600 year old vampire, has a new assignment: to leave the walls of Benajah, her beloved vampire guild, enter the realm of humans to stalk down her prey, Rian Delmar, and kill him. At first, the prospect of being around humans any longer than the time it takes to drain them repulses Evanna, but after moving in with her new human-loving vampire housemate, she soon becomes hopelessly entangled with Messiah Scarborough, his strikingly good-looking artist friend. When dreams of a past life begin to plague her as she continues her crusade, can she control emotions that threaten to overwhelm her? Filled with fast-paced action and steeped in suspense, Benajah's Keeper by Aeryn Dougan is an urban fantasy that will capture readers' hearts as it addresses the significance of family, fate, and loyalty. Dramatic, gritty, and deeply passionate, this unique take on the vampire legend will definitely leave you wanting more.  
Procrastination Pearson Higher Ed  
A powerful Goal Setting Workbook designed to take you step by step through a goal-setting process that is sure to accomplish your every Goal! After 38 years in a Corporate environment and working with goal setting techniques and Strategic Planning methods, this has

proven to be the best formula for Achieving Goals!

Selling Today: Partnering to Create Value, Global Edition Createspace Independent Pub

E Pluribus Kinko's describes how a highly democratic business structure helped Kinko's grow and profit for thirty years, and how the loss of democracy contributed to the company's decline and disappearance. From 1970 to 1999, Kinko's grew from a one-hundred-square-foot copy shop to a two-billion-dollar industry leader with over 1,000 branches worldwide, with thousands of engaged and participative citizen-coworkers. The foundations of our democracy were The Philosophy, which was like a constitution that clearly articulated stakeholder rights and expectations, our Partnership Ethos, which used profit sharing to spread the benefits and responsibilities of citizenship throughout the organization, and our habit of Pot-Stirring, which produced the frequent revolutions Thomas Jefferson believed were necessary in a healthy democracy. It was very messy - and very profitable.

Discovering the Path to a Culture of Worship Pearson Higher Ed

Brian Tracy, one of the top professional speakers and sales trainers in the world today, found that his most important breakthrough in selling was the discovery that it is the "Psychology of Selling" that is more important than the techniques and methods of selling. Tracy's classic audio program, The Psychology of Selling, is the best-selling sales training program in history and is now available in expanded and updated book format for the first time. Salespeople will learn: "the inner game of selling" how to eliminate the fear of rejection how to build unshakeable self-confidence Salespeople, says Tracy, must learn to control their thoughts, feelings, and actions to make themselves more effective.

Memphis 1873 Mars Publishing

For anyone in the finance profession who feels they are not developing the critical skills to influence others and that their efforts are not getting recognized, The Audacious Finance Partner shows the quickest way to get tangible results for you and your organizations. Discover how to get to the right insights that deliver the most value; become a trusted advisor to the business and apply commercial teaching principles to combine influence with impact. These are areas not traditionally taught in finance courses or business schools; even though they are the skills employers and the next generation of leaders are calling out for.

This book follows our main character who frustrated with his lack of success using traditional keeping-the-score approaches decides to push himself outside his comfort zone. He seeks out mentors who have found better and faster ways to develop the critical skills to influence and impact their organizations. Typical coaching and mentoring of these skills is time consuming and expensive, so the book's chapters have been organized as a dialogue between mentor and mentee. This means you get the accelerated experience and value from being immersed in real-to-life conversations that have been concisely distilled from other successful finance partners of large, medium and small organizations covering most major industries across the globe. The Audacious Finance Partner is useful for those who have entered or work in today's Finance world, from newly qualified accountants, graduates, MBAs to more seasoned finance managers and directors. Groups on the outside looking in: consultants, executives & others in leadership roles seeking to better understand finance business partnering can also expect to benefit. This book provides a solid platform to add value and translate valued insights for influence and impact. There are also further support materials and reference guides at the partner website [www.afpsuccess.com](http://www.afpsuccess.com). No longer feel disillusioned with the traditional keeping-the-score approaches to finance and accounting, instead learn a more meaningful way to make a difference, enjoy stimulating work and a successful career.

*SELLING TODAY: PARTNERING TO CREATE VALUE.* Prentice Hall

Are you very talented and creative but cannot find the willpower, drive and motivation to achieve your dreams? Procrastination is the problem. This book is your answer. There is nothing that depresses productivity and stunts personal development more than procrastination. Yet, procrastination creeps slowly and meekly into our lives through the very same shortcuts that we engaged to allow us comfort and convenience - bad habits. This book, "Procrastination: Overcome the bad habits of procrastination and laziness and become more productive" has been specifically written to enable you kick out procrastination, regain your productivity and achieve your full potential. The book starts by introducing you to what procrastination really is and provides you with telling signs of procrastination, some of them often hidden and uneasy to detect. It further cautions you on the pitfalls you are likely to fall into should you

not be careful and the negative effects of procrastination. Most people never realize that they are procrastinators. Never assume you are not one unless you prove it. A simple, yet powerful self-diagnosis procrastination test kit has been devised for you. Should you find yourself not a procrastinator, that would be great for you. However, it does not end there. You can use the same kit to help your family, friends and loved ones who could be suffering from procrastination without knowing it. Discovery is the best way to finding a lasting solution. The best way to confront a disease is to go beyond its symptoms and attack its root causes. Some of the root causes may be common to all procrastinators while others could be unique to each procrastinator. Nonetheless, this book provides all likely causes of procrastination so that you can review and evaluate your very own condition and determine the most likely causes of your procrastination. Once you determine the root causes of your procrastination, the next obvious step is to heal it. This book provides you with the most elaborate, powerful and effective ways to overcome procrastination. Procrastination is an aggregate collection of bad habits which results into you delaying your decision or action without prudence. Like all bad habits, the best way to overcome procrastination is to engender good daily habits that will help you to prevent, avoid or nullify bad habits. Powerful and effective daily habits have been prescribed, which, if you diligently employ, will permanently keep off procrastination from your life. Lastly, but not least, every endeavor has a reward. The rewards of overcoming procrastination are immense and unlimited. Yet, this book provides you with the most obvious rewards that you will gain in the most prominent facets of your life - health, relationships and money. Enjoy reading.

*The New Thinking About Finding and Keeping Customers* Pearson

NOTE: This edition features the same content as the traditional text in a convenient, three-hole-punched, loose-leaf version. Books a la Carte also offer a great value; this format costs significantly less than a new textbook. Before purchasing, check with your instructor or review your course syllabus to ensure that you select the correct ISBN. Several versions of MyLab(tm) and Mastering(tm) platforms exist for each title, including customized versions for individual schools, and registrations are not transferable. In addition, you may need a Course ID, provided by your instructor, to register for and use MyLab and Mastering platforms.

For courses in Sales and Personal Selling. Utilize cutting-edge personal selling techniques to navigate the information revolution era Selling Today: Partnering to Create Value helps you understand the value of developing personal selling skills by exposing you to a personal selling academic theory, role play scenarios, and real-world applications and ethical dilemmas. With the largest number of "learn by doing" materials available in any personal selling text, the 14th Edition offers tools to strengthen your learning process. As the developed nations of the world transition from a production focus to a sales and service focus, this cutting-edge new edition prepares you to succeed as a member of a new generation of businesspeople. Also available with MyLab Marketing MyLab(tm) Marketing is an online homework, tutorial, and assessment program designed to work with this text to engage students and improve results. Within its structured environment, you practice what you learn, test your understanding, and pursue a personalized study plan that helps you better absorb course material and understand difficult concepts. If you would like to purchase both the loose-leaf version of the text and MyLab Marketing, search for: 0134611055 / 9780134611051 Selling Today: Partnering to Create Value, Student Value Edition Plus MyLab Marketing with Pearson eText -- Access Card Package Package consists of: 0134478347 / 9780134478340 Selling Today: Partnering to Create Value, Student Value Edition 0134479955 / 9780134479958 MyLab Marketing with Pearson eText -- Access Card -- for Selling Today: Partnering to Create Value Selling at the Table Karen Clark

For courses in Sales and Personal Selling. Utilize cutting-edge personal selling techniques to navigate the information revolution era Selling Today: Partnering to Create Value helps you understand the value of developing personal selling skills by exposing you to a personal selling academic theory, role play scenarios, and real-world applications and ethical dilemmas. With the largest number of "learn by doing" materials available in any personal selling text, the 14th Edition offers tools to strengthen your learning process. As the developed nations of the world transition from a production focus to a sales and service focus, this cutting-edge new edition prepares you to succeed as a member of a new generation of businesspeople. Also available with MyLab Marketing MyLab(tm) Marketing is an online homework, tutorial, and assessment program designed to work

with this text to engage students and improve results. Within its structured environment, you practice what you learn, test your understanding, and pursue a personalized study plan that helps you better absorb course material and understand difficult concepts. Note: You are purchasing a standalone product; MyLab does not come packaged with this content. Students, if interested in purchasing this title with MyLab, ask your instructor for the correct package ISBN and Course ID. Instructors, contact your Pearson representative for more information. If you would like to purchase both the physical text and MyLab, search for: 0134611012 / 9780134611013 Selling Today: Partnering to Create Value Plus MyLab Marketing with Pearson eText -- Access Card Package, 14/e Package consists of: 0134477405 / 9780134477404 Selling Today: Partnering to Create Value 0134479955 / 9780134479958 MyLab Marketing with Pearson eText -- Access Card -- for Selling Today: Partnering to Create Value *Pearson Etext Selling Today Createspace Independent Pub*

"Selling Today: Creating Customer Value, one of the most popular sales information books on the market, offers readers a blend of time-proven fundamentals and new practices needed to succeed in today's information economy. It emphasizes the need for salespeople to be guided by the new principle of personal selling: establishing partnerships that are maintained by customer value, created by the salesperson. This edition stresses the need for sales professionals to cope with new forces shaping the world of sales and marketing, and emphasizes the strategies for long-term success. It provides comprehensive coverage of consultative selling, strategic selling, partnering, and value-added selling. Sales force automation is also a major theme. For sales and marketing professionals."-- Product description.

*Selling Today* Pearson Canada

Each person is given the opportunity to respond to popular culture in a variety of ways. They can condemn, critique, consume or copy. Not only do individuals have this choice, each church has to choose its response to culture as well. What if we were never designed to passively respond to culture, but to create it? God specifically created each person to build a culture that honors Him. We are called to create a culture around us based upon the worship of God. The purpose of this culture is help people engage in worship beyond the corporate worship service. To teach them how to hear and

see what God is doing and carry it out in every relationship and situation they encounter. To present something new and more compelling to the world than what they have seen before. This book will help you discover how to create culture by examining Jesus' example and then give you practical application on how to apply it to your life. This book is an invitation to come and discover the path towards creating a culture that acknowledges and worships God.

*How to Create Lifetime Customers* North Audley Media

For courses in Sales and Personal Selling. Extensive, real-world applications, carefully integrated with current personal selling concepts. *¿ Selling Today: Partnering to Create Value* helps students understand the value of developing their personal selling skills by exposing them to a careful integration of personal selling academic theory and real-world applications. And with the largest number of "learn by doing" materials available in any personal selling text, Manning/Ahearne/Reece offers instructors a variety of teaching tools to strengthen the learning process. As the developed nations of the world transition from a production focus to a sales-and-service focus, this cutting-edge new edition prepares students to succeed as members of a new generation of businesspeople. *¿ MyMarketingLab for Selling Today* is a total learning package. MyMarketingLab is an online homework, tutorial, and assessment program that truly engages students in learning. It helps students better prepare for class, quizzes, and exams—resulting in better performance in the course—and provides educators a dynamic set of tools for gauging individual and class progress. *¿ This program will provide a better teaching and learning experience—for you and your students. Here's how: Improve Results with MyMarketingLab: MyMarketingLab delivers proven results in helping students succeed and provides engaging experiences that personalize learning. Help Students Apply Concepts: The Reality Selling Today Videos—which feature eleven role-play scenarios—allow students to assume the role of a salesperson in selling scenarios that are relevant in today's competitive environment. Encourage Critical Thinking: Participation in an exciting business entitled Gra Issues provides students with an introduction to a range of real-life ethical dilemmas, and it stimulates in-depth thinking about the ethical consequences of their decisions and actions. Keep Your Course Current and Relevant: A highly interactive simulated*

website has been added to this edition. Note: You are purchasing a standalone product; MyMarketingLab does not come packaged with this content. If you would like to purchase both the physical text and MyMarketingLab search for ISBN-10: 0133763501/ISBN-13: 9780133763508. That package includes ISBN-10: 0133543382/ISBN-13: 9780133543384 and ISBN-10: 0133766608/ISBN-13: 9780133766608. *¿ MyMarketingLab is not a self-paced technology and should only be purchased when required by an instructor.*

*Overcome the Bad Habits of Procrastination and Laziness and Become More Productive* Prentice Hall

In the future, the past will never be the same... By the end of the 25th Century few had as storied a career as Doctor J. Burke. An historian who used quantum superluminal teleportation to mingle among her forebears through twenty different decades making discoveries and recovering lost artifacts, she was the last of the Historical Archive Collection's 'big three' antiquinants. The physical effects of the profession had grounded jovial Ike Chernovich in old San Francisco, companion Braham Lilienthal had vanished without a trace three years before, and the indifference of the Minders from the future, who were best positioned to help, left Burke with a weary cynicism. Only the promise of a special mission, the brainchild of rookie archivist Nathan Rialto, brought her back again. It was Burke's specialty, the recovery of a glamorous old airliner from 1951 using a revolutionary new teleport, and in California as well. She would gather her trusty team of specialists, teach the rookie the ropes and perhaps contemplate a different kind of future afterward with Ike. From the moment it began it felt as if the whole mission had been created just for her...and that was only the beginning of her problems!

*How to Sell More, Easier, and Faster Than You Ever Thought Possible* Createspace Independent Publishing Platform Groomed for a place at a Big Name School since their obsessed, status-conscious helicopter parents passed out cigars at the Stockstill General Hospital Neonatal Unit, the privileged students of Pembrocton College Preparatory are ratcheting up the stakes in the race to get into the nation's most prestigious colleges. The PCP juniors are gloating, jubilant at the rumor that the valedictorian presumptive has received a B on her report card, a grade that will relegate her to in-state hell. Her heir apparent, a three-generation Yale legacy, is the sole mourner at the demise of her

future—if only because her thoughtless academic lapse is going to derail his plans to attend MIT. Across town, in the graffiti-covered halls of Stockstill High School, the students slink to class, praying that they arrive without a knife wound—and dream of ivy-covered walls. And with the help of a take-no-prisoners principal and an enterprising parent, the students at SHS dare to encroach shamelessly on territory normally reserved for their wealthy private school rivals. Join the fray as a memorable cast of characters engages in the latest rage in extracurricular activities: college admissions as a blood sport. Laugh out loud funny, *The Applicants* lampoons the heights we scale—and the depths to which we sink—to get into the "right" college. *¿ Selling Today* Storyfix.com

Some say I am a lucky guy, because I figured it out before it was too late. I figured out what truly matters in life and I live my life by those principles. I almost missed out. I allowed myself to get caught up in life's spin cycle. Too much work, allowing things that ultimately meant nothing to consume my life, being too busy to savor the simple things in life, thinking net worth was the true goal...well, not anymore. As I look around, what amazes me is that everybody wants the same things: We want to be happy, get out of the rat race, enjoy life, have fun, persevere through adversity, maximize joy, take risks, and be proud of who we are, what we have accomplished and the legacy we will leave. I know that because in my 30-year career as a sales executive, entrepreneur, public speaker, and faculty member at top companies and business schools, I have seen it with my own eyes. I have engaged with literally thousands of people of all ages, all over the world. They all want life worth. They want joy and contentment with their lives. They know they need it, they just don't know how to get it. I do. I did it. I am a lucky guy because I figured it out at an age when I could apply it. It wasn't too late. And it is also surprisingly simple, if you know the secrets. The purpose of this book is to share with people of all ages the secrets to achieving a high life worth at any age. Life is too awesome to not be enjoyed every day in every way. It can be done. I know, because I am living it.

*E Pluribus Kinko's* Createspace Independent Publishing Platform Selling is getting tougher for one key reason. Many customers have invested in their procurement function in order to be smarter buyers of goods and services. Ever since the great recession, organizations of all sizes and types have learned to use procurement as a strategic

profit lever. Unfortunately, many sales teams haven't figured out how to keep up with this new threat. Often the result is lost sales, margin erosion, and frustrated salespeople. It doesn't have to be this way. Based on direct experience working in procurement leadership for a Fortune 500 business, as well as teaching global procurement, working in key account management, and research, the author provides perspectives for how sales professionals can better understand the modern procurement organization. Originally published as a short booklet in e-book format only, it has now been converted to print form based on many requests (about 65 pages in printed form). It is intended to compliment your existing sales and negotiation methodologies. Get beyond the procurement tactics you see to understand what drives procurement's behaviors. Learn how to spot emerging threats from procurement that could cost you the next deal. Find hidden sales opportunities by understanding procurement's goals. Exploit their fears and needs in your next negotiation. Gain confidence in using your value in selling to procurement. This is a field guide to empower sales professionals to better handle procurement to achieve sales success in an increasingly challenging environment.

Dedicated to Helping People Achieve Their Goals CreateSpace Independent Publishing Platform

For courses in Sales and Personal Selling. Extensive, real-world applications, carefully integrated with current personal selling concepts. *Selling Today: Partnering to Create Value* helps students understand the value of developing their personal selling skills by exposing them to a careful integration of personal selling academic theory and real-world applications. And with the largest number of "learn by doing" materials available in any personal selling text, Manning/Ahearne/Reece offers instructors a variety of teaching tools to strengthen the learning process. As the developed nations of the world transition from a production focus to a sales-and-service focus, this cutting-edge new edition prepares students to succeed as members of a new generation of businesspeople. For courses in Sales and Personal Selling. Extensive, real-world applications, carefully integrated with

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Marriage is hard. Living together in a committed, non-traditional relationship is just as hard, maybe more so. A less than completely satisfying level of happiness and fulfillment within a primary relationship is perhaps the most common human dysfunction in the modern world. So much so that we have come to accept something less than complete bliss in our marriages, partnerships and domestic arrangements as the normal state of things, an expectation born of human imperfection and the pressing need for constant compromise. We have redefined it as something less than the word bliss actually implies. Coming even mildly close to bliss is considered a rousing success, but even then, whatever sliver of unrest, anxiety and inconsistency remain can flare into a torrent of restlessness that could one day again render you single. In *CHASING BLISS*, Larry Brooks shows us a path toward bucking that trend through the channeling of our imperfection toward a perfectly functional awareness of how we might be contributing to the problem, while becoming coach and therapist when we're not. While repeatedly reminding the reader that some problems remain the province of professional counselors, *CHASING BLISS* holds up a mirror to the many ways time and apathy become toxic factors in reducing loving relationships to something less than how they began, with kindness, togetherness, sexual satisfaction and hope the price of growing apart while growing weary of each other. The book is divided into three sections: ten reasons why men might cheat... ten reasons why

women might leave the nest for a better life... and an exploration of eight primary realms of relationship, the mastery of which becomes a tool chest of strategies and solutions that not only mitigate decline, but serve to refuel the chemistry and hope that once brought you together. This goes beyond the theoretical with specific actionable responses and alternatives to some of the most common challenges couples face, while clarifying tough, indisputable truths about the roles we play in our own domestic tragedies. Even if we feel - all the way to divorce court - that it was the other person's fault. This, promises the author, is the stuff your shrink will goad you into realizing for yourself, but without the weeks and months of therapy it could take to reach that point with clarity and purpose. It's all right here, in your face, unassailable and immediately useful in real life. In her Foreword to the book, Dr. Carrie Rubin says this: the beauty of this book is its power to be a tool for both relationship recovery and healthy relationship maintenance. For those in good shape, its advice will serve as a protective life vest, one that will keep you from sinking into troubled waters." Brooks knows from where he speaks, having been down the road to failure not once, but twice, and is now twenty years happily married to a woman that challenges him to be the best version of himself, with immovable consequences if he is not. "On paper we shouldn't work," he writes, "but we are living in a state I can only describe as bliss, if bliss is defined as inclusive of the trials and challenges that are inevitable and ready to rip you apart. Now we are stronger than the problems life throws our way, not because we are better or smarter than couples who don't make it, but because we are vulnerable to these truths and committed to the principles of interaction and loving partnership that are necessary to make it to the other side." These truths are the heart and soul of *CHASING BLISS*, a book for people who want to make love work, but fear they aren't up to it. With these principles, you just might become the couple that gets there through an understanding that bliss is not a destination or a finish line, but the road itself. Which, armed with empowered awareness and sensitivity, you can now actually pave with the good intentions that others blame.