

Talk Like Ted The 9 Public Speaking Secrets Of The World S Top Minds

#1 NEW YORK TIMES BESTSELLER • Brené Brown has taught us what it means to dare greatly, rise strong, and brave the wilderness. Now, based on new research conducted with leaders, change makers, and culture shifters, she's showing us how to put those ideas into practice so we can step up and lead. Look for Brené Brown's new podcast, Dare to Lead, as well as her ongoing podcast Unlocking Us! NAMED ONE OF THE BEST BOOKS OF THE YEAR BY BLOOMBERG Leadership is not about titles, status, and wielding power. A leader is anyone who takes responsibility for recognizing the potential in people and ideas, and has the courage to develop that potential. When we dare to lead, we don't pretend to have the right answers; we stay curious and ask the right questions. We don't see power as finite and hoard it; we know that power becomes infinite when we share it with others. We don't avoid difficult conversations and situations; we lean into vulnerability when it's necessary to do good work. But daring leadership in a culture defined by scarcity, fear, and uncertainty requires skill-building around traits that are deeply and uniquely human. The irony is that we're choosing not to invest in developing the hearts and minds of leaders at the exact same time as we're scrambling to figure out what we have to offer that machines and AI can't do better and faster. What can we do better? Empathy, connection, and courage, to start. Four-time #1 New York Times bestselling author Brené Brown has spent the past two decades studying the emotions and experiences that give meaning to our lives, and the past seven years working with transformative leaders and teams spanning the globe. She found that leaders in organizations ranging from small entrepreneurial startups and family-owned businesses to nonprofits, civic organizations, and Fortune 500 companies all ask the same question: How do you cultivate braver, more daring leaders, and how do you embed the value of courage in your culture? In this new book, Brown uses research, stories, and examples to answer these questions in the no-BS style that millions of readers have come to expect and love. Brown writes, "One of the most important findings of my career is that daring leadership is a collection of four skill sets that are 100 percent teachable, observable, and measurable. It's learning and unlearning that requires brave work, tough conversations, and showing up with your whole heart. Easy? No. Because choosing courage over comfort is not always our default. Worth it? Always. We want to be brave with our lives and our work. It's why we're here." Whether you've read Daring Greatly and Rising Strong or you're new to Brené Brown's work, this book is for anyone who wants to step up and into brave leadership.

Talk Like TEDThe 9 Public-Speaking Secrets of the World's Top MindsSt. Martin's Griffin

Traces the development of helicopters in the Marine Corps from 1962 to 1973. Portrays accurately the difficulties faced and the obstacles conquered by the men who developed helicopters in the Marine Corps. Over 100 figures, maps, photos, and tables.

How to give a world-class presentation—based on the wildly popular TED Talks The only TED Talks-based guide available showing business professionals how to give the presentation of their lives A nonprofit dedicated to Ideas Worth Sharing, TED Talks began as a challenge to leaders in technology, entertainment, and design to give the “talk of their lives.” The organization has since gone global and contains more than 14,000 videos on nearly every topic imaginable.How to Deliver a TED Talk is a step-by-step guide showing business professionals how to deliver a TED Talk by carefully selecting their topic, crafting their narrative, mastering their delivery, and refining their design.The more than 14,000 talks on the TED website have been viewed more than one billion times Originally self-published in 2012, this book immediately hit #1 on Amazon and has consistently ranked no less than #5; this is an expanded edition of the original Donovan is the founder and lead organizer of TEDxMillRiver, a sold-out TEDx event in Stamford, CT

Does public speaking paralyze you and tie your stomach into knots? Want to get a standing ovation every time? What goes into a dazzling opening and closing? Does the prospect of facing embarrassing judgment make your palms sweat? Or do you want to learn how to absolutely own the stage and become a magnetic speaker? Public speaking and presenting is one of the most common phobias -- and it's completely understandable. When else in our lives are we so open and vulnerable? But it's a necessary evil in all aspects of our lives, whether professionally and personally. From making a presentation in the boardroom to being more confident with the opposite sex, your speaking skills will take you to the next level and get what exactly what you want in your life. Fearless Public Speaking is the rare book that will (1) help you destroy your anxiety so you can confidently take any stage, and (2) once you're up there, be unforgettable and captivating as a speaker. The tenets in this book come from studying the experiences of the best presenters in the world, from CEOs, standup comics, to actors, and more. Jason Bax, noted actor, speaker, and entrepreneur, lends his thoughts in a guest chapter. And me? I'm a social skills and charisma coach, speaker, and semi-professional musician who thrives in front of the crowd... but I wasn't always like this - I know your struggles and I can help you from point A to point B! How will you learn to captivate audiences? •Why knowing where your audience gets their news is key to your memorability. •How to construct a bulletproof opening and closing. •How to make sure you reach any audience emotionally. •Overcoming stage fright and jitters with mental rehearsal techniques. As well as... •What rehearsed spontaneity is and how it makes your audience connect. •Stage presence techniques of the masters of performance like Freddie Mercury. •How standup comics own the stage and win over hostile crowds. •What a memory palace is and how it will help you memorize your speech. Put the audience in the palm of your hand, starting now! •Feel confident and empowered in taking the stage anywhere, anytime. •Speak your way to better jobs and relationships with each mini-presentation. •Build a reputation as an effective and engaging speaker. •Learn to overcome judgment and build self-confidence. •Own the room, audience, and applause.

#1 New York Times Bestseller At last, a book that shows you how to build—design—a life you can thrive in, at any age or stage Designers create worlds and solve problems using design thinking. Look around your office or home—at the tablet or smartphone you may be holding or the chair you are sitting in. Everything in our lives was designed by someone. And every design starts with a problem that a designer or team of designers seeks to solve. In this book, Bill Burnett and Dave Evans show us how design thinking can help us create a life that is both meaningful and fulfilling, regardless of who or where we are, what we do or have done for a living, or how young or old we are. The same design thinking responsible for amazing technology, products, and spaces can be used to design and build your career and your life, a life of fulfillment and joy, constantly creative and productive, one that always holds the possibility of surprise. "Designing Your Life walks readers through the process of building a satisfying, meaningful life by approaching the challenge the way a designer would. Experimentation. Wayfinding. Prototyping. Constant iteration. You should read the book. Everyone else will." —Daniel Pink, bestselling author of Drive "This [is] the career book of the next decade and . . . the go-to book

that is read as a rite of passage whenever someone is ready to create a life they love.” —David Kelley, Founder of IDEO “An empowering book based on their popular class of the same name at Stanford University . . . Perhaps the book’s most important lesson is that the only failure is settling for a life that makes one unhappy. With useful fact-finding exercises, an empathetic tone, and sensible advice, this book will easily earn a place among career-finding classics.” —Publishers Weekly

In this instant New York Times bestseller, Angela Duckworth shows anyone striving to succeed that the secret to outstanding achievement is not talent, but a special blend of passion and persistence she calls “grit.” “Inspiration for non-geniuses everywhere” (People). The daughter of a scientist who frequently noted her lack of “genius,” Angela Duckworth is now a celebrated researcher and professor. It was her early eye-opening stints in teaching, business consulting, and neuroscience that led to her hypothesis about what really drives success: not genius, but a unique combination of passion and long-term perseverance. In Grit, she takes us into the field to visit cadets struggling through their first days at West Point, teachers working in some of the toughest schools, and young finalists in the National Spelling Bee. She also mines fascinating insights from history and shows what can be gleaned from modern experiments in peak performance. Finally, she shares what she’s learned from interviewing dozens of high achievers—from JP Morgan CEO Jamie Dimon to New Yorker cartoon editor Bob Mankoff to Seattle Seahawks Coach Pete Carroll. “Duckworth’s ideas about the cultivation of tenacity have clearly changed some lives for the better” (The New York Times Book Review). Among Grit’s most valuable insights: any effort you make ultimately counts twice toward your goal; grit can be learned, regardless of IQ or circumstances; when it comes to child-rearing, neither a warm embrace nor high standards will work by themselves; how to trigger lifelong interest; the magic of the Hard Thing Rule; and so much more. Winningly personal, insightful, and even life-changing, Grit is a book about what goes through your head when you fall down, and how that—not talent or luck—makes all the difference. This is “a fascinating tour of the psychological research on success” (The Wall Street Journal).

Discover the secrets to a perfect TED Talk and learn how to deliver an exceptional presentation with Carmine Gallo's Talk Like TED. TED Talks have redefined the elements of a successful presentation and become the gold standard for public speaking around the world. And yet the techniques that top TED speakers use are the same ones that will make any presentation more dynamic, fire up any team, and give anyone the confidence to overcome their fear of public speaking. Communications coach and bestselling author of The Presentation Secrets of Steve Jobs, Carmine Gallo has broken down the top TED Talks and interviewed the most popular TED presenters to uncover the nine secrets of all successful TED presentations. From 'Unleashing the Master Within' and 'Delivering Jaw Dropping Moments' to 'Sticking to the 18-minute Rule' Gallo provides a step-by-step method that makes it possible for anyone to create, design, and deliver a TED-style presentation that is engaging, persuasive, and memorable. Ideas are the true currency of the 21st century, and Talk Like TED gives readers a way to create presentations around the ideas that matter most to them, presentations that will energize their audiences to spread those ideas, launch new initiatives, and reach their highest goals.

Based on author Carmine Gallo's career as a Fortune 500 communications coach and Emmy Award-winning television journalist, 10 Simple Secrets of the World's Greatest Communicators has been updated and revised to show business people how to achieve their personal and professional goals by mastering the ten simple secrets used by the world's greatest business communicators. The book offers techniques and proven tips that explain how these successful communicators connect with audiences who demand passion, inspiration, preparation, clarity, brevity, command presence, and simplicity, all delivered in a visually compelling package.

A teen edition of the New York Times best-selling TED TALKS: The Official TED Guide to Public Speaking, chock-full of tips and techniques to help teens become confident, capable speakers For today’s teen, being able to communicate clearly in front of an audience is essential. From class presentations to interviews to online videos, an engaging talk can not only inspire and electrify a room, it can change people’s minds, and even change the world. Thank You for Coming to My TED Talk is the definitive guide to public speaking for a teen audience. Drawing from a teen’s day-to-day world—school, extracurriculars, online videos, college admissions procedures, bat and bar mitzvahs, debates, and more—head of TED Chris Anderson shares proven techniques honed through years of watching teen speakers, including Tavi Gevinson and Chelsea Clinton, wow TED audiences. It includes everything teens need to persuade, inspire, and inform others. This comprehensive, accessible guide will help any teen become a confident, capable speaker.

The New York Times and USA Today bestseller! This eye-opening book challenges you to do the essential work of unpacking your biases, and helps white people take action and dismantle the privilege within themselves so that you can stop (often unconsciously) inflicting damage on people of color, and in turn, help other white people do better, too. "Layla Saad is one of the most important and valuable teachers we have right now on the subject of white supremacy and racial injustice."—New York Times bestselling author Elizabeth Gilbert Based on the viral Instagram challenge that captivated participants worldwide, Me and White Supremacy takes readers on a 28-day journey, complete with journal prompts, to do the necessary and vital work that can ultimately lead to improving race relations. Updated and expanded from the original workbook (downloaded by nearly 100,000 people), this critical text helps you take the work deeper by adding more historical and cultural contexts, sharing moving stories and anecdotes, and including expanded definitions, examples, and further resources, giving you the language to understand racism, and to dismantle your own biases, whether you are using the book on your own, with a book club, or looking to start family activism in your own home. This book will walk you step-by-step through the work of examining: Examining your own white privilege What allyship really means Anti-blackness, racial stereotypes, and cultural appropriation Changing the way that you view and respond to race How to continue the work to create social change Awareness leads to action, and action leads to change. For readers of White Fragility, White Rage, So You Want To Talk About Race, The New Jim Crow, How to Be an Anti-Racist and more who are ready to closely examine their own beliefs and biases and do the work it will take to create social change. "Layla Saad moves her readers from their heads into their hearts, and ultimately, into their practice. We won't end white supremacy through an intellectual understanding alone; we must put that understanding into action."—Robin DiAngelo, author of New York Times bestseller White Fragility

Insights and advice on the creative process from 100 prominent TED Conference speakers. Online TED Talks have provided inspiration to a worldwide audience since 2006, focusing not only on subjects of technology, entertainment, and design but also on cultural, social, and political issues. Great TED Talks: Creativity gathers the ideas presented by 100 speakers and condenses them into a nutshell of practical advice for boosting your own creativity. Also included are URLs directing readers to the TED website so they can watch the original videos in their entirety.

Watch a video Watch a Fox News segment on The Longevity Project. This landmark study--which Dr. Andrew Weil calls "a remarkable achievement with surprising conclusions"--upends the advice we have been told about how to live to a healthy old age. We have been told that the key to longevity involves obsessing over what we eat, how much we stress, and how fast we run. Based on the most extensive study of longevity ever conducted, The Longevity Project exposes what really impacts our lifespan—including friends, family, personality, and work. Gathering new information and using modern statistics to study participants across eight decades, Dr. Howard Friedman and Dr. Leslie Martin bust myths about achieving health and long life. For example, people do not die from working long hours at a challenging job—many who worked the hardest lived the longest. Getting and staying married is not the magic ticket to long life, especially if you're a woman. And it's not the happy-go-lucky ones who thrive—it's the prudent and persistent who flourish through the years. With questionnaires that help you determine where you are heading on the longevity spectrum and advice about how to stay healthy, this book changes the conversation about living a long, healthy life.

The #1 New York Times bestseller. Over 2 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: • make time for new habits (even when life gets crazy); • overcome a lack of motivation and willpower; • design your environment to make success easier; • get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

Forget the 10,000 hour rule— what if it's possible to learn the basics of any new skill in 20 hours or less? Take a moment to consider how many things you want to learn to do. What's on your list? What's holding you back from getting started? Are you worried about the time and effort it takes to acquire new skills—time you don't have and effort you can't spare? Research suggests it takes 10,000 hours to develop a new skill. In this nonstop world when will you ever find that much time and energy? To make matters worse, the early hours of practicing something new are always the most frustrating. That's why it's difficult to learn how to speak a new language, play an instrument, hit a golf ball, or shoot great photos. It's so much easier to watch TV or surf the web . . . In *The First 20 Hours*, Josh Kaufman offers a systematic approach to rapid skill acquisition— how to learn any new skill as quickly as possible. His method shows you how to deconstruct complex skills, maximize productive practice, and remove common learning barriers. By completing just 20 hours of focused, deliberate practice you'll go from knowing absolutely nothing to performing noticeably well. Kaufman personally field-tested the methods in this book. You'll have a front row seat as he develops a personal yoga practice, writes his own web-based computer programs, teaches himself to touch type on a nonstandard keyboard, explores the oldest and most complex board game in history, picks up the ukulele, and learns how to windsurf. Here are a few of the simple techniques he teaches: Define your target performance level: Figure out what your desired level of skill looks like, what you're trying to achieve, and what you'll be able to do when you're done. The more specific, the better. Deconstruct the skill: Most of the things we think of as skills are actually bundles of smaller subskills. If you break down the subcomponents, it's easier to figure out which ones are most important and practice those first. Eliminate barriers to practice: Removing common distractions and unnecessary effort makes it much easier to sit down and focus on deliberate practice. Create fast feedback loops: Getting accurate, real-time information about how well you're performing during practice makes it much easier to improve. Whether you want to paint a portrait, launch a start-up, fly an airplane, or juggle flaming chainsaws, *The First 20 Hours* will help you pick up the basics of any skill in record time . . . and have more fun along the way.

Christians often wrestle with their role in this fallen, physical world. But Jesus, the Incarnate One, offers a radical model for living as he teaches us how to dwell in the world for the sake of the world. If we are to become like him, we must learn what it means to live out this missional spirituality in the places we dwell.

" The highly anticipated follow-up to the acclaimed bestseller *Start With Why* Simon Sinek's mission is to help people wake up every day inspired to go to work and return home every night fulfilled by their work. His first book, *Start With Why*, offered the essential starting point, explaining the power of focusing on WHY we do what we do, before getting into the details of WHAT and HOW. *Start With Why* became an instant classic, with a loyal following among Fortune 500 companies, entrepreneurs, nonprofits, governments, and the highest levels of the U.S. Military. Now Sinek is back to reveal the next step in creating happier and healthier organizations. He helps us understand, in simple terms, the biology of trust and cooperation and why they're essential to our success and fulfillment. Organizations that create environments in which trust and cooperation thrive vastly out perform their competition. And, not coincidentally, their employees love working there. But "truly human" cultures don't just happen; they are intentionally created by great leaders. Leaders who, in hard times, would sooner sacrifice their numbers to protect their people, rather than sacrifice people to protect their numbers, are rewarded with deeply loyal teams that consistently contribute their best efforts, ideas and passion. As he did in *Start With Why*, Sinek illustrates his points with fascinating true stories from many fields. He implores us to act sooner rather than later, because our stressful jobs are literally killing us. And he offers surprisingly simple steps for building a truly human organization"--

Turn any presentation into a landmark occasion "I love this book. I've followed Humes's lessons for years, and he combines them all into one compact, hard-hitting resource. Get this book on your desk now."—Chris Matthews, *Hardball* Ever wish you could captivate your boardroom with the opening line of your presentation, like Winston Churchill in his most memorable speeches? Or want to command attention by looming larger than life before your audience, much like Abraham Lincoln when, standing erect and wearing a top hat, he towered over seven feet? Now, you

can master presentation skills, wow your audience, and shoot up the corporate ladder by unlocking the secrets of history's greatest speakers. Author, historian, and world-renowned speaker James C. Humes—who wrote speeches for five American presidents—shows you how great leaders through the ages used simple yet incredibly effective tricks to speak, persuade, and win throngs of fans and followers. Inside, you'll discover how Napoleon Bonaparte mastered the use of the pregnant pause to grab attention, how Lady Margaret Thatcher punctuated her most serious speeches with the use of subtle props, how Ronald Reagan could win even the most hostile crowd with carefully timed wit, and much, much more. Whether you're addressing a small nation or a large staff meeting, you'll want to master the tips and tricks in *Speak Like Churchill, Stand Like Lincoln*.

How did a Venice Beach T-shirt vendor become television's most successful producer? How did an entrepreneur who started in a garage create the most iconic product launches in business history? How did a timid pastor's son overcome a paralyzing fear of public speaking to captivate sold-out crowds at Yankee Stadium, twice? How did a human rights attorney earn TED's longest standing ovation, and how did a Facebook executive launch a movement to encourage millions of women to "lean in"? They told brilliant stories. In *The Storyteller's Secret: From TED Speakers to Business Legends, Why Some Ideas Catch on and Others Don't*, keynote speaker, bestselling author, and communication expert Carmine Gallo reveals the keys to telling powerful stories that inspire, motivate, educate, build brands, launch movements, and change lives. The *New York Times* has called a well-told story "a strategic tool with irresistible power" - the proof lies in the success stories of 50 icons, leaders, and legends featured in *The Storyteller's Secret*: entrepreneurs like Richard Branson, Sara Blakely, Elon Musk, Steve Jobs, and Sheryl Sandberg; spellbinding speakers like Dr. Martin Luther King, Jr., Bryan Stevenson, and Malala Yousafzai; and business leaders behind famous brands such as Starbucks, Southwest Airlines, Wynn Resorts, Whole Foods, and Pixar. Whether your goal is to educate, fundraise, inspire teams, build an award-winning culture, or to deliver memorable presentations, a story is your most valuable asset and your competitive advantage. In *The Storyteller's Secret*, Gallo explains why the brain is hardwired to love stories - especially rags-to-riches stories - and how the latest science can help you craft a persuasive narrative that wins hearts and minds. "The art of storytelling can be used to drive change," says billionaire entrepreneur Richard Branson. And since the next decade will see the most change our civilization has ever known, your story will radically transform your business, your life, and the lives of those you touch. Ideas that catch on are wrapped in story. Your story can change the world. Isn't it time you shared yours?

"As technology threatens to displace countless jobs and skills, the ability to communicate is becoming more important than ever. This book is full of examples to help you get better at transporting your thoughts and emotions into the minds of other people." —Adam Grant, *New York Times* bestselling author of *Give and Take*, *Originals*, and *Option B* with Sheryl Sandberg

How to master the art of persuasion—from the bestselling author of *Talk Like TED*. Ideas don't sell themselves. As the forces of globalization, automation, and artificial intelligence combine to disrupt every field, having a good idea isn't good enough. Mastering the ancient art of persuasion is the key to standing out, getting ahead, and achieving greatness in the modern world. Communication is no longer a "soft" skill—it is the human edge that will make you unstoppable, irresistible, and irreplaceable—earning you that perfect rating, that fifth star. In *Five Stars*, Carmine Gallo, bestselling author of *Talk Like TED*, breaks down how to apply Aristotle's formula of persuasion to inspire contemporary audiences. As the nature of work changes, and technology carries things across the globe in a moment, communication skills become more valuable—not less. Gallo interviews neuroscientists, economists, historians, billionaires, and business leaders of companies like Google, Nike, and Airbnb to show first-hand how they use their words to captivate your imagination and ignite your dreams. In the knowledge age—the information economy—you are only as valuable as your ideas. *Five Stars* is a book to help you bridge the gap between mediocrity and exceptionalism, and gain your competitive edge in the age of automation. In *Five Stars*, you will also learn:

- The one skill billionaire Warren Buffett says will raise your value by 50 percent.
- Why your job might fall into a category where 75 percent or more of your income relies on your ability to sell your idea.
- How Airbnb's founders follow a classic 3-part formula shared by successful Hollywood movies.
- Why you should speak in third-grade language to persuade adult listeners.
- The one brain hack Steve Jobs, Leonardo da Vinci, and Picasso used to unlock their best ideas.

INSTANT NEW YORK TIMES BESTSELLER The only definitive book authored by Wim Hof on his powerful method for realizing our physical and spiritual potential. "This method is very simple, very accessible, and endorsed by science. Anybody can do it, and there is no dogma, only acceptance. Only freedom." —Wim Hof

Wim Hof has a message for each of us: "You can literally do the impossible. You can overcome disease, improve your mental health and physical performance, and even control your physiology so you can thrive in any stressful situation." With *The Wim Hof Method*, this trailblazer of human potential shares a method that anyone can use—young or old, sick or healthy—to supercharge their capacity for strength, vitality, and happiness. Wim has become known as "The Iceman" for his astounding physical feats, such as spending hours in freezing water and running barefoot marathons over deserts and ice fields. Yet his most remarkable achievement is not any record-breaking performance—it is the creation of a method that thousands of people have used to transform their lives. In his gripping and passionate style, Wim shares his method and his story, including:

- **Breath**—Wim's unique practices to change your body chemistry, infuse yourself with energy, and focus your mind
- **Cold**—Safe, controlled, shock-free practices for using cold exposure to enhance your cardiovascular system and awaken your body's untapped strength
- **Mindset**—Build your willpower, inner clarity, sensory awareness, and innate joyfulness in the miracle of living
- **Science**—How users of this method have redefined what is medically possible in study after study
- **Health**—True stories and testimonials from people using the method to overcome disease and chronic illness
- **Performance**—Increase your endurance, improve recovery time, up your mental game, and more
- **Wim's Story**—Follow Wim's inspiring personal journey of discovery, tragedy, and triumph
- **Spiritual Awakening**—How breath, cold, and mindset can reveal the beauty of your soul

Wim Hof is a man on a mission: to

transform the way we live by reminding us of our true power and purpose. "This is how we will change the world, one soul at a time," Wim says. "We alter the collective consciousness by awakening to our own boundless potential. We are limited only by the depth of our imagination and the strength of our conviction." If you're ready to explore and exceed the limits of your own potential, The Wim Hof Method is waiting for you.

TED talks have redefined the elements of a successful presentation and become the gold standard for public speaking around the world. TED and associated Tedx conferences are held in more than 130 countries and are being viewed at a rate of 1.5 million times a day. These are presentations that set the world on fire, and the techniques that top TED speakers use are the same ones that will make any presentation more dynamic, fire up any team, and give anyone the confidence to overcome their fear of public speaking. Communications coach and bestselling author of *The Presentation Secrets of Steve Jobs*, Carmine Gallo has broken down the top TED talks and interviewed the most popular TED presenters as well as the top researchers in the fields of psychology communications to get their cutting-edge insights and to reveal the 9 secrets of all successful TED presentations. From 'Unleashing the Master Within' and 'Delivering Jaw Dropping Moments' to 'Sticking to the 18-minute Rule' Gallo provides a step-by-step method that makes it possible for anyone to create, design, and deliver a TED-style presentation that is engaging, persuasive, and memorable. Ideas are the true currency of the 21st century, and Carmine Gallo's *Talk Like TED* gives readers a way to create presentations around the ideas that matter most to them, presentations that will energize their audiences to spread those ideas, launch new initiatives, and reach their highest goals.

Do You Control Your Phone—Or Does Your Phone Control You? Within a few years of its unveiling, the smartphone had become part of us, fully integrated into the daily patterns of our lives. Never offline, always within reach, we now wield in our hands a magic wand of technological power we have only begun to grasp. But it raises new enigmas, too. Never more connected, we seem to be growing more distant. Never more efficient, we have never been more distracted. Drawing from the insights of numerous thinkers, published studies, and his own research, writer Tony Reinke identifies twelve potent ways our smartphones have changed us—for good and bad. Reinke calls us to cultivate wise thinking and healthy habits in the digital age, encouraging us to maximize the many blessings, to avoid the various pitfalls, and to wisely wield the most powerful gadget of human connection ever unleashed.

This book teaches you 7 proven strategies to help you find your inner presenter. Today is the day you take charge of your anxiety, calm your nerves, and - most importantly - speak with no fear.

Reveals the nine strategies of the gold-standard presentation method, drawing on interviews with TED conference speakers to outline methods for overcoming public speaking fears, motivating teams, and making a presentation dynamic.

In this truly inspirational memoir, Anita Moorjani relates how, after fighting cancer for almost four years, her body began shutting down—overwhelmed by the malignant cells spreading throughout her system. As her organs failed, she entered into an extraordinary near-death experience where she realized her inherent worth . . . and the actual cause of her disease. Upon regaining consciousness, Anita found that her condition had improved so rapidly that she was released from the hospital within weeks—without a trace of cancer in her body! Within these pages, Anita recounts stories of her childhood in Hong Kong, her challenge to establish her career and find true love, as well as how she eventually ended up in that hospital bed where she defied all medical knowledge. As part of a traditional Hindu family residing in a largely Chinese and British society, Anita had been pushed and pulled by cultural and religious customs since she was a little girl. After years of struggling to forge her own path while trying to meet everyone else's expectations, she had the realization, as a result of her epiphany on the other side, that she had the power to heal herself . . . and that there are miracles in the Universe that she'd never even imagined. In *Dying to Be Me*, Anita freely shares all she has learned about illness, healing, fear, "being love," and the true magnificence of each and every human being! This is a book that definitely makes the case that we are spiritual beings having a human experience . . . and that we are all One!

Rhetoric gives our words the power to inspire. But it's not just for politicians: it's all around us, whether you're buttering up a key client or persuading your children to eat their greens. You have been using rhetoric yourself, all your life. After all, you know what a rhetorical question is, don't you? In this updated edition of his classic guide, Sam Leith traces the art of argument from ancient Greece down to its many modern mutations. He introduces verbal villains from Hitler to Donald Trump - and the three musketeers: ethos, pathos and logos. He explains how rhetoric works in speeches from Cicero to Richard Nixon, and pays tribute to the rhetorical brilliance of AC/DC's "Back In Black". Before you know it, you'll be confident in chiasmus and proud of your panegyrics - because rhetoric is useful, relevant and absolutely nothing to be afraid of.

A visual guide to making extraordinary presentations by the acclaimed author of *The Back of the Napkin* We are all natural born presenters. We have ideas to share, voices to share them, and people to share them with. So why do most of us find public speaking so hard? In this pithy but powerful guide, communication expert Dan Roam provides a simple five-step path to take us from jitters and complexity to confidence and clarity. He explains his tried-and-true visual techniques and the wisdom he has gained from giving award-winning presentations. Roam shows us how to: - Clearly present any idea with simple visuals - Know our audience before we step in front of them - Channel fear into fun Roam's lively visual style, hand-drawn pictures, and vivid text will help regular people overcome anxiety and make brilliant presentations.

Praise for *THE APPLE EXPERIENCE* "There are three pillars of enchantment: likability, trustworthiness, and quality. The Apple experience is the best modern-day example of all three pillars. Carmine's book will help you understand and implement the same kind of world-class experience." --Guy Kawasaki, author of *Enchantment* and former chief evangelist of Apple "Carmine Gallo explains beautifully and simply just what makes the Apple retail experience so successful. No matter what kind of business you are in, there are insanely valuable lessons in this book!" --Garr Reynolds, author of *Presentation Zen* and *The*

Naked Presenter "At its core, this book is not about Apple. It's about delivering the best experience possible." --Tony Hsieh, New York Times bestselling author of Delivering Happiness and CEO of Zappos.com, Inc. "An exciting resource for any business owner in any country who wants to reimagine the customer experience." --Loic Le Meur, CEO, LeWeb "Why can't other retail experiences be as great as an Apple store's? Not only does Carmine Gallo answer that question brilliantly, but he shows precisely how to make sure your customers never ask it about your business." --Matthew E. May, author of In Pursuit of Elegance and The Laws of Subtraction "Carmine Gallo gets to the magic of Steve Jobs: Touching people's lives. This simple, yet delightful vision should be at the heart of every retail interaction in the world today." --Peter Steinlauf, Chairman, Edmunds.com "This magnificent collection of insights illuminates the way for anyone who wants to create a truly great experience, whether in retail, service, or software." --Dan Roam, author of The Back of the Napkin and Blah Blah Blah Reinvent your business to deliver Apple-like customer satisfaction and profits In The Apple Experience, internationally bestselling author Carmine Gallo details the principles and practices behind this total commitment to the customer and explains how your brand can achieve outstanding results by delivering this same high standard of service. Carmine Gallo interviewed professionals at all levels who have studied Apple, and he spent hundreds of hours observing the selling floor in Apple's retail space and learning about Apple's vision and philosophy. Using insights and data from these sources, he breaks down Apple's customercentric model to provide an action plan with three distinct areas of focus: Inspire Your Internal Customer with training, support, and communications that create a "feedback loop" for improving performance at every level Serve Your External Customer with irresistible brand stories and dedicated salespeople who embody the APPLE five steps of service-- Approach, Probe, Present, Listen, End with a fond farewell Set the Stage by ensuring that no element is overlooked in creating an immersive retail environment where customers can see, touch, and learn about your products With The Apple Experience, you can improve the return on your investment in retail by adding real value to every customer interaction. Better still, any business that deals with people--employees or customers--can adopt the techniques to achieve Apple-like market dominance by enriching lives, building loyalty, and reimaging the customer experience. -

"Traditionally, scientists have emphasized what they call the first and second natures of personality--genes and culture, respectively. But today the field of personality science has moved well beyond the nature vs. nurture debate. In Who Are You, Really? Dr. Brian Little presents a distinctive view of how personality shapes our lives--and why this matters. Little makes the case for a third nature to the human condition--the pursuit of personal projects, idealistic dreams, and creative ventures that shape both people's lives and their personalities. Little uncovers what personality science has been discovering about the role of personal projects, revealing how this new concept can help people better understand themselves and shape their lives" -- provided by publisher.

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you'll discover the nine secrets to getting your ideas out in public and gaining the support of your audience. You will also discover that : to inspire your audience, you must above all be passionate about your subject; you'll be more convincing if you tell stories; you will arouse the audience's curiosity by bringing them new information; if you add a touch of humor to it, it's an explosive cocktail; 18 minutes is the ideal time for a presentation; the audience will remember your words more if you include striking photos and visuals. *Buy now the summary of this book for the modest price of a cup of coffee!

Ron Malhotra has written this guide to help you overcome your fears and speak as confidently as the world's top public speakers.

Chris Anderson is the curator of phenomenally successful TED talks - over one billion views and counting. He is passionate about the importance of public speaking, something he describes as a crucial life skill and which we should be teaching in school, and of the amazing power of direct human-to-human communication, recorded on video, in the internet age. It is now possible to share ideas with millions around the world (as evidenced by the success of TED itself, whose most popular talk has been viewed 31 million times). In his first book, Talk This Way, he shares his passion for public speaking and offers a master-class in how to do it - not just how to give a great TED talk, but how to stand up and speak persuasively in front of any size of audience, whether that is a school classroom, making a video blog, in a business meeting or at a conference. The book brings together his experience of over two decades as the curator of TED, in which time he has listened to over one thousand stage talks, with advice from 30 of his all-time favourite TED speakers.

Dale Carnegie, author of the legendary How to Win Friends and Influence People, began his career as the premier "life coach" of the twentieth century by teaching the art of public speaking. Public speaking, as Carnegie saw it, is a vital skill that can be attained through basic and repeated steps. His classic volume on the subject appeared in 1926 and was revised twice-in shortened versions-in 1956 and 1962. This 2006 revision-edited by a longtime consultant to Dale Carnegie & Associates, Inc., and the editor in charge of updating How to Win Friends and Influence People-is the definitive one for our era. While up-to-date in its language and points of reference, Public Speaking for Success preserves the full range of ideas and methods that appeared in the original: including Carnegie's complete speech and diction exercises, which follow each chapter, as the author originally designated them. This edition restores Carnegie's original appendix of the three complete self-help classics: Acres of Diamonds by Russell H. Conwell, As a Man Thinketh by James Allen, and A Message to Garcia by Elbert Hubbard. Carnegie included these essays in his original edition because, although they do not directly relate to public speaking, he felt they would be of great value to the readers. Here is the definitive update of the best-loved public-speaking book of all time.

In this madcap journey, a bestselling journalist investigates psychopaths and the industry of doctors, scientists, and everyone else who studies them. The Psychopath Test is a fascinating journey through the minds of madness. Jon Ronson's exploration of a potential hoax being played on the world's top neurologists takes him, unexpectedly, into the heart of the madness industry. An influential psychologist who is convinced that many important CEOs and politicians are, in fact, psychopaths teaches Ronson how to spot these high-flying individuals by looking out for little telltale verbal and nonverbal clues. And so Ronson, armed with his new psychopath-spotting abilities, enters the corridors of power. He spends time with a death-squad leader institutionalized for mortgage fraud in Cocksackie, New York; a legendary CEO whose psychopathy has been speculated about in the press; and a patient in an asylum for the criminally insane who insists he's sane and certainly not a psychopath. Ronson not only solves the mystery of the hoax but also discovers, disturbingly, that sometimes the personalities at the helm of the madness industry are, with their drives and obsessions, as mad in their own way as those they study. And that relatively ordinary people are, more and more, defined by their maddest edges.

Ideas are the currency of the twenty-first century. In order to succeed, you need to be able to sell your ideas persuasively. This ability is the single greatest skill that will help you accomplish your dreams. Many people have a fear of public speaking or are insecure about their ability to give a successful presentation. Now public speaking coach and bestselling author Carmine Gallo explores what makes a great presentation by examining the widely acclaimed TED Talks, which have redefined the elements of a successful presentation and become the gold standard for public speaking. TED ? which stands for technology, entertainment, and design ? brings together the world's leading thinkers. These are the presentations that set the world on fire, and the techniques that top TED speakers use will make any presentation more dynamic, fire up any team, and give anyone the confidence to overcome their fear of public speaking. In his book, Carmine Gallo has broken down hundreds of TED talks and interviewed the most popular TED presenters, as well as the top researchers in the fields of psychology, communications, and neuroscience to reveal the nine secrets of all successful TED presentations. Gallo's step-by-step method makes it possible for anyone to deliver a presentation that is engaging, persuasive, and memorable. Carmine Gallo's top 10 Wall Street Journal Bestseller Talk Like TED will give anyone who is

