



CAREER PRESS

NEW PAGE BOOKS

Fall/Winter 2017 Releases





Fall/Winter 2017 Releases

CAREER PRESS

NEW PAGE BOOKS

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Fearless Growth

The New Rules to Stay Competitive, Foster Innovation, and Dominate Your Markets

Amanda Setili

Foreword by Marshall Goldsmith, best-selling author of *What Got You Here Won't Get You There*

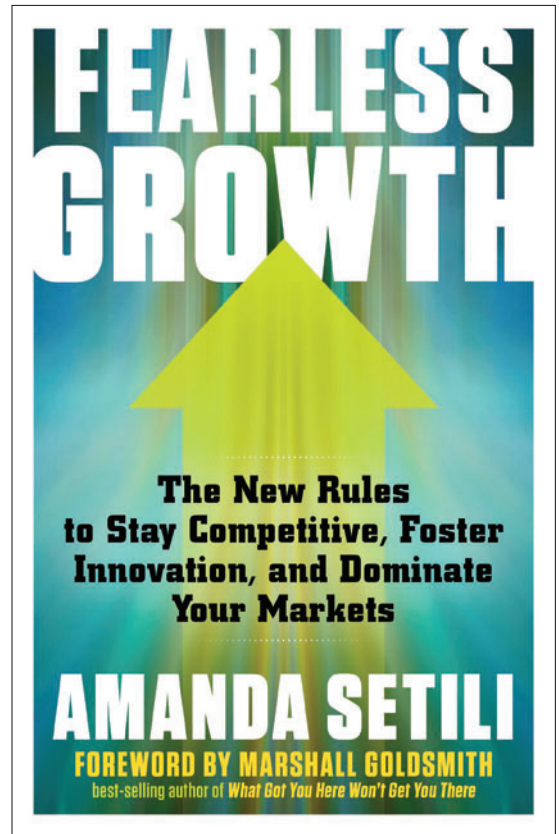
Customer behaviors, business models, technologies, and regulations are evolving quickly, and many of the strategic rules we formerly lived by have become obsolete.

To be able to respond quickly and intelligently to the fast pace of change, we need all levels and functions in our businesses to be creative and responsive. We need both courage and speed.

Fearless Growth provides new rules to enable your company to adapt faster, move faster, and grow faster. You will learn how to:

- ☛ Capitalize on uncertainties in your market, rather than letting them slow you down.
- ☛ Leverage the talent, assets, technology, and data that exist outside your company.
- ☛ Get in sync with customers, gain early insight into changing needs, and bring the right solutions to market.
- ☛ Open the floodgates of employee creativity, empowering employees to respond quickly and effectively to emerging opportunities.
- ☛ Continually build your company's capabilities and knowledge through constant experimentation.
- ☛ Build a high degree of trust within your company and with the entities outside your company.

Fearless Growth provides a proactive approach, with practical examples, tools, frameworks, and guidance for adapting to and succeeding in our volatile world.



Pub Date: September 2017

U.S. \$17.99 (Can. \$22.95)

Paper

6 x 9, 256 pp. (est.)

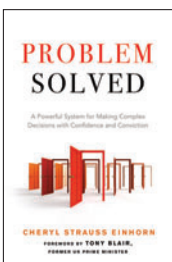
EAN 978-1-63265-107-5

Category: Business/Business Management

Rights: World

30 Figures/Charts

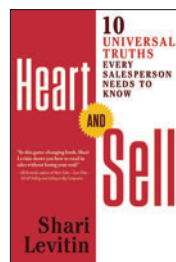
ALSO AVAILABLE:



Problem Solved

Cheryl Strauss Einhorn
Foreword by Tony Blair,
Former UK Prime Minister

EAN 978-1-63265-086-3
\$16.99 (Can. \$21.95)



Heart and Sell

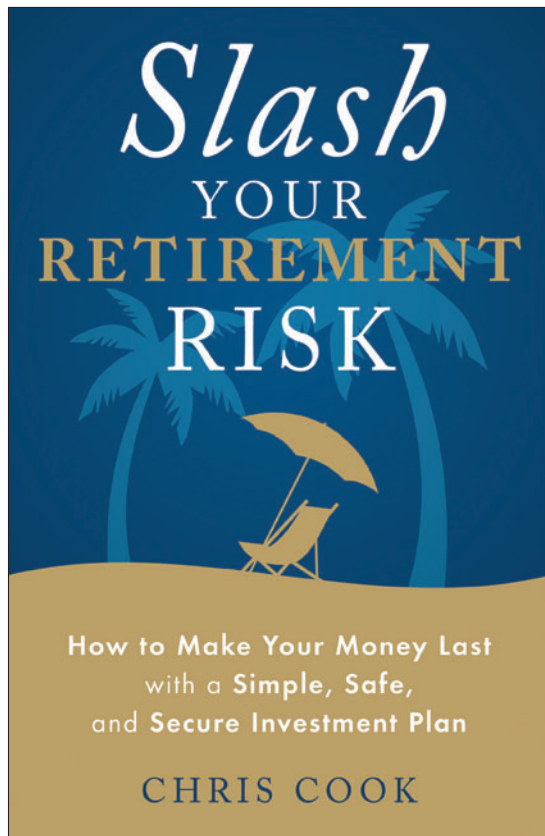
Shari Levitin

EAN 978-1-63265-074-0
\$15.99 (Can. \$20.95)



Amanda Setili is president of strategy consulting firm Setili & Associates, whose clients include Coca-Cola, Delta Air Lines, The Home Depot, and Walmart. She previously held positions with McKinsey & Company and

Kimberly-Clark and served as an executive with two successful disruptive technology startups in the United States and Malaysia. Setili is a graduate of Vanderbilt University and Harvard Business School and has taught at Emory's Goizueta Business School. She is also author of *The Agility Advantage: How to Identify and Act On Opportunities in a Fast-Changing World*. Setili frequently travels internationally and has relationships with businesses and diplomatic leaders in Australia, Brazil, Canada, China, England, Germany, Japan, the Netherlands, Malaysia, Mexico, Singapore, and South Africa. She lives in Atlanta, Georgia.



Pub Date: September 2017
 U.S. \$16.99 (Can. \$21.95)
 Paper
 6 x 9, 208 pp. (est.)
 EAN 978-1-63265-088-7
 Category: Personal Finance
 Rights: World
 40-50 Charts



Investment manager and entrepreneur **Chris Cook** is a strong proponent of improving investing outcomes by applying scientific fundamentals. He is president and founder of Beacon Capital Management, Inc., a leading consultant and asset manager based in Dayton, Ohio, that serves financial advisors and institutional investors nationwide. *Wealth & Finance International* called Beacon one of the most innovative advisory firms in the country; Beacon was also named *Financial Times* Top Registered Investment Advisor for 2016. With his unique investment philosophy that focuses on calculated solutions and preemptive, tactical risk management, Cook is a go-to media expert on investing and financial topics for both consumer and industry. As an in-demand speaker, he also regularly shares his scientific approach to investing with audiences across the country.

Slash Your Retirement Risk

How to Make Your Money Last with a Simple, Safe, and Secure Investment Plan

Chris Cook

When it comes to retirement investing, too much emphasis today is on investments returns, which often come at the expense of income dependability and peace of mind. **Slash Your Retirement Risk** redefines how to invest for retirement to maximize your reliable income and stabilize your financial future.

Rather than the typical approach to portfolio management—focusing on returns and ignoring dramatic market downswings that can decimate portfolios—author Chris Cook shows investors how to create income reliability without sacrificing reasonable growth.

Instead of chasing uncertain returns, **Slash Your Retirement Risk**'s strategy will help ensure your retirement portfolio will capitalize on opportunities for growth while weathering the inevitable economic ups and downs. You will achieve reliable returns and suffer fewer sleepless nights worrying about whether your money will last as long as you do.

Slash Your Retirement Risk is your step-by-step guide to create a retirement portfolio that will provide true financial peace of mind, one that features:

- The broad diversification essential in today's globally interconnected marketplace.
- A built-in ability to capitalize on market upswings to generate growth.
- Automatic protections against inevitable market downswings.
- An investing strategy that minimizes fees and costs to maximize portfolio gains.

ALSO AVAILABLE:



Financial Statements
 REVISED AND EXPANDED EDITION
 Thomas Ittelson
 EAN 978-1-60163-023-0
 \$19.99 (Can. \$24.95)



Don't Retire Broke
 Rick Rodgers, CFP®
 EAN 978-1-63265-085-6
 \$17.99 (Can. \$22.95)

The Conflict Resolution Phrase Book

2,000+ Phrases for Any HR Professional, Manager, Business Owner, or Anyone Who Has to Deal With Difficult Workplace Situations

Barbara Mitchell and Cornelia Gamlem, authors of *The Big Book of HR*

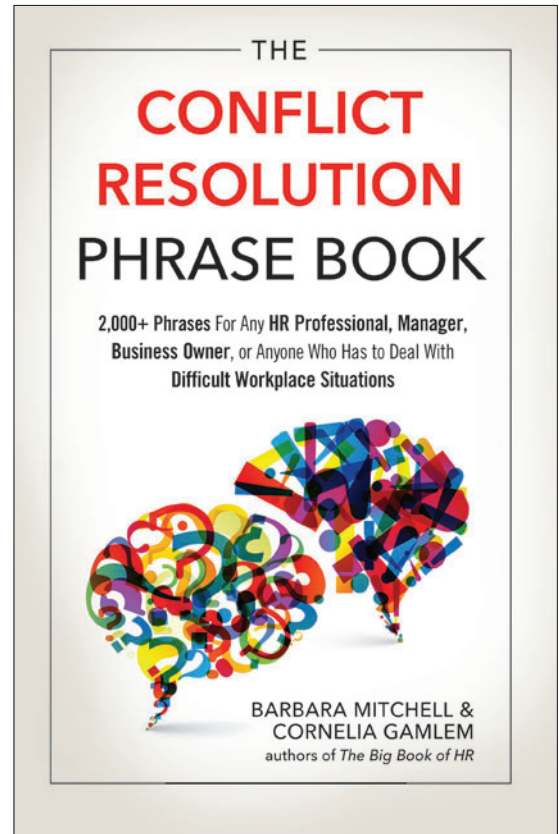
No one wants to go into a tenuous situation blind and fumbling for words. Rather than shy away from a difficult situation or conversation, **The Conflict Resolution Phrase Book**, is the ideal resource to help anyone prepare for and prevail in these situations.

Some situations are unpredictable, and you can't plan for every conversation—but having the right words on hand empowers you to stand up to conflict rather than run from it. The more you practice confronting and even embracing conflict, the stronger that habit will become and the less likely you will feel like fleeing from a difficult situation.

The Conflict Resolution Phrase Book is a great resource that everyone should have at their fingertips to approach any difficult situation with the assurance that the words will come out right! You will learn:

- Positive things to say when you're initiating or responding to a difficult conversation.
- How to find and craft language to start a conversation.
- The right words for you to positively influence the situation.

The Conflict Resolution Phrase Book is a natural complement to the authors' previous best-seller, *The Essential Workplace Conflict Handbook*.



Pub Date: September 2017
U.S. \$14.99 (Can. \$19.95)

Paper
6 x 9, 192 pp. (est.)

EAN 978-1-63265-098-6

Category: Business/Conflict Resolution
Rights: World



Barbara Mitchell is an author, speaker, and human resources consultant. She is the coauthor of *The Essential Workplace Conflict Handbook* and *The Essential HR Handbook*. Most of her HR career was spent with Marriott International.

Mitchell is now managing partner of The Mitchell Group where she works with a variety of clients to help them successfully hire, develop, engage, and retain the best talent available. She is a docent at the Smithsonian American Art Museum.

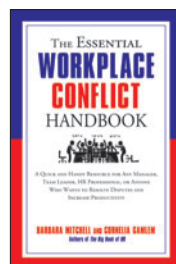


Cornelia Gamlem is president of The GEMS Group, Ltd., who consults, speaks, and writes on human resource and management issues. A recognized expert in employee relations and human resources, she has testified before the Equal Employment Opportunity Commission. She also coauthored *The Essential Workplace Conflict Handbook* and *Roadmap to Success: 5 Steps to Putting Action into Your Affirmative Action Plan*. Cornelia spent most of her HR career with a Fortune 500 IT services company with a global presence.

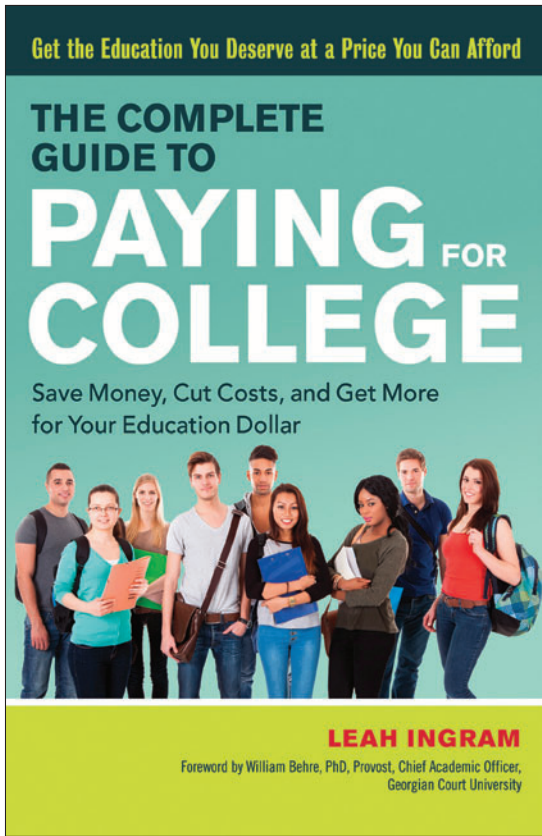
ALSO AVAILABLE:



The Big Book of HR
REVISED AND EXPANDED EDITION
Barbara Mitchell and Cornelia Gamlem
EAN 978-1-63265-089-4
\$21.99 (Can. \$28.95)



The Essential Workplace Conflict Handbook
Barbara Mitchell and Cornelia Gamlem
EAN 978-1-63265-008-5
\$14.99 (Can. \$17.95)



Pub Date: September 2017
 U.S. \$15.99 (Can. \$20.95)
 Paper
 5 1/4 x 8 1/4, 256 pp. (est.)
 EAN 978-1-63265-097-9
 Category: Reference/Financial Aid
 Rights: World



Leah Ingram, aka The Confident Spender, has been showing people how to be smart with their money for more than a decade, helping thousands of people, regardless of their age or income, feel good about their finances. A regular contributor to Parade.com, her work has appeared in AARP, Good Housekeeping, Costco Connection, and many other publications. She is the author of 15 books and appears on radio and TV frequently to share money-saving advice. She has partnered with a number of brands over the years, including Bank of America, Chase, Walmart, and Valpak. A native New Yorker, Leah holds a degree in journalism from New York University and lives in Point Pleasant, New Jersey, with her husband, two daughters, and two dogs. For more information, visit www.LeahIngram.com, or follow her on social media.

The Complete Guide to Paying for College

Save Money, Cut Costs, and Get More for Your Education Dollar

Leah Ingram

College costs are straining every family except the richest. Most financial aid goes to the neediest families. The middle class typically doesn't qualify for need-based financial aid, even though most can't afford to pay cash for college and their salaries haven't allowed them to save enough to cover all costs. If these families are trying to put more than one child through college, the challenges are exponential.

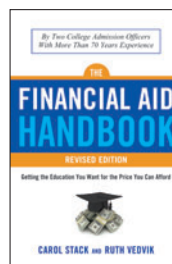
If you've been asking how your child can receive a quality education even though you can't pay today's college tuition out of pocket, **The Complete Guide to Paying for College** is the answer. This step-by-step guide includes actionable tips to save on education costs and the many living expenses—room, board, books, activities—that apply to the first year and beyond.

Leah Ingram—a money-saving expert and parent of two college students—reveals the “insider tricks” to pay for college, including:

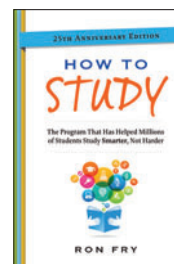
- How to find bona fide scholarships, not spam and scams.
- Where parents can work to receive tuition benefits.
- The pros and cons of earning college credits before graduating high school.
- Which schools give out the most merit aid, even if you're not a rocket scientist.

Paying for college just got a lot easier for millions of families!

ALSO AVAILABLE:



The Financial Aid Handbook
 REVISED EDITION
 Carol Stack and Ruth Vedvik
 EAN 978-1-63265-082-5
 \$17.99 (Can. \$22.95)



How to Study
 25TH ANNIVERSARY EDITION
 Ron Fry
 EAN 978-1-63265-033-7
 \$14.99 (Can. \$18.50)

Dealing with Difficult Customers

How to Turn Demanding, Dissatisfied, and Disagreeable Clients into Your Best Customers

Noah Fleming and Shawn Veltman

Whether you're in the trenches or the boardroom, you're going to encounter demanding, dissatisfied, and disagreeable customers. Are your people (and you) prepared to deal with them?

Ignore a valid complaint and you could be the next viral sensation for all the wrong reasons. But give in to every demand and you may be consumed with the often petty complaints of your worst customers and wind up pandering to them with freebies, discounts, and special attention. That will cost you time and money, and perhaps worse, do little or nothing to solve the root problem.

What if the customer's dissatisfaction was the result of your sales procedures, your lack of training, or the expectations gap created by your marketing people, not the customer's fault at all? What if you could turn those customers into your best customers by making a few simple changes?

Dealing with Difficult Customers will show you:

- How to stop using gimmicks and trick promotions to encourage repeat business and the alternatives that will keep your customers salivating for more.
- How "Hungry Hippos" and "Problem Children" are sapping your employees time and energy and what to do about them.
- The behaviors that turn great customers into dissatisfied critics and how to change them.

How to Turn Demanding, Dissatisfied, and Disagreeable Clients into Your Best Customers

DEALING WITH DIFFICULT CUSTOMERS



NOAH FLEMING AND SHAWN VELTMAN

Pub Date: November 2017
U.S. \$15.99 (Can. \$20.95)

Paper

5 1/4 x 8 1/4, 240 pp. (est.)

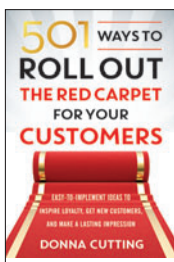
EAN 978-1-63265-117-4

Category: Customer Service

Rights: World

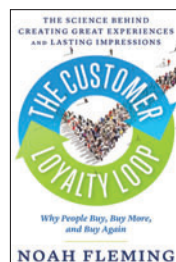
3 Charts/Diagrams

ALSO AVAILABLE:



501 Ways to Roll Out the Red Carpet for Your Customers
Donna Cutting

EAN 978-1-63265-023-8
\$16.99 (Can. \$20.50)



The Customer Loyalty Loop

Noah Fleming

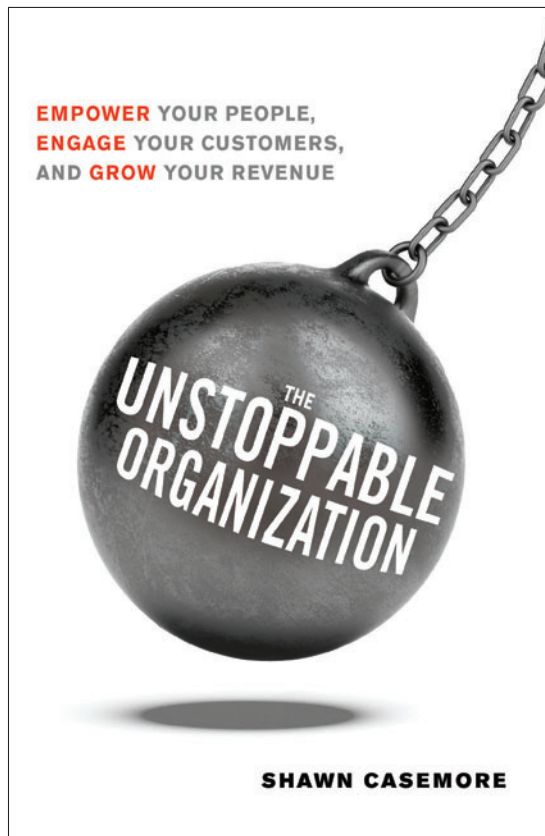
EAN 978-1-63265-066-5
\$16.99 (Can. \$21.95)



Noah Fleming is the author of *The Customer Loyalty Loop*. His firm, Fleming Consulting & Company, has helped companies ranging from several million to over \$5 billion in annual revenues exploit new opportunities and correct costly oversights. He is routinely quoted and mentioned in publications like the *New York Times*, and *Forbes*. Fleming publishes his weekly newsletter, *The Tuesday Tidbit*, for over 30,000 readers. Find out more at NoahFleming.com.



For the past 15 years, **Shawn Veltman** has worked alongside Noah Fleming to develop unique intellectual property, tools, and applications successfully implemented in hundreds of companies across dozens of industries. Veltman has been involved with companies ranging from Internet start-ups to medical device manufacturers, helping executives extract world-class performances from their sales and marketing teams.



Pub Date: December 2017
 U.S. \$16.99 (Can. \$21.95)

Paper
 6 x 9, 224 pp. (est.)
 EAN 978-1-63265-124-2

Category: Business/Business Management

Rights: World
 15 Diagrams/Illustrations



Shawn Casemore is widely recognized as an authority in employee and customer empowerment, helping organizations introduce and embrace empowerment as a key strategy to increasing employee autonomy, morale, and performance.

After nearly two decades leading teams in the automotive, packaging, pharmaceuticals, electronics, and power generation industries, Casemore began his consulting practice in 2009 with the intention of helping CEOs and their organizations build stronger and more profitable companies with and through their people. Having worked with more than a hundred different executives from around North America since this time, Casemore is frequently in demand to speak on topics related to employee empowerment and engagement. His insights and ideas have been published *Industry Week*, *Fast Company*, *Chief Executive*, and *The Globe and Mail*.

The Unstoppable Organization

Empower Your People, Engage Your Customers, and Grow Your Revenue

Shawn Casemore

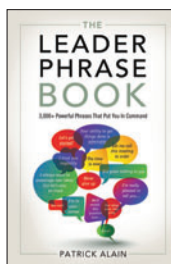
Regardless of the sector your organization operates within or its size, increasing employee performance, building customer loyalty, and growing revenue are likely your top priorities. How can you continually improve your employees' morale and performance in a sustainable way? How can you stay ahead of your customers' ever-changing needs without spending a fortune on technology? How will you survive financially amidst the rising costs of retaining talent, attracting customers, and introducing technology?

Whether you are a CEO, executive, or entrepreneur, in **The Unstoppable Organization**, Shawn Casemore will show you how to master the trilogy of success for unsurpassed performance as he shares insights, examples, and proven practices to:

- Engage your people to increase their productivity and morale.
- Empower your customers to become invested in and loyal ambassadors of your brand.
- Gain clarity on where you should invest in order to achieve the highest possible ROI.
- Increase creativity within your organization to tackle and overcome emerging challenges.
- Prepare for the next generation of employees and customers.

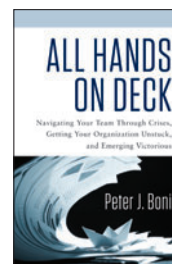
Building and sustaining a highly competitive and profitable organization can be complex and confusing, but it needn't be. **The Unstoppable Organization** shares insights and examples of dozens of companies who are growing leaps and bounds over their competition, all with a stabilized and highly engaged workforce who help them connect and satisfy their customers each and every day.

ALSO AVAILABLE:



The Leader Phrase Book

Patrick Alain
 EAN 978-1-60163-200-5
 \$14.99 (Can. \$17.95)



All Hands on Deck

Peter J. Boni
 EAN 978-1-60163-372-9
 \$18.99 (Can. \$24.95)

Innovation by Design

How Any Organization Can Leverage Design Thinking to Produce Change, Drive New Ideas, and Deliver Meaningful Solutions

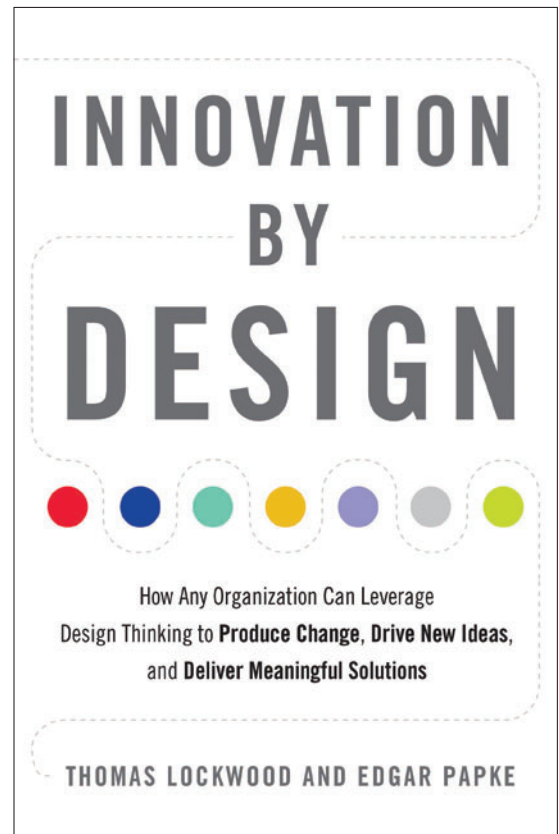
Thomas Lockwood and Edgar Papke

Why are some organizations more innovative than others? How can we tap into, empower, and leverage the natural innovation within our organizations that is so vital to our future success? Now more than ever, companies and institutions of all types and sizes are determined to create more innovative organizations. In study after study, leaders say that fostering innovation and the need for transformational change are among their top priorities. But they also report struggling with how to engage their cultures to implement the changes necessary to maximize their innovative targets.

In **Innovation of Design**, authors Thomas Lockwood and Edgar Papke share the results of their study of some of the world's most innovative organizations, including:

- The 10 ways leaders can create and develop effective cultures of innovation.
- How to use design thinking as a powerful method to drive employee creativity and innovation.
- How to leverage the natural influence of the collective imagination to produce the “pull effect” of creativity and risk taking.
- How leaders can take the “Fifth Step of Design” and create their ideal culture.

Innovation of Design offers a powerful set of insights and practical solutions to the most important challenge for today's businesses—the need for relevant innovation.



Pub Date: November 2017

U.S. \$16.99 (Can. \$21.95)

Paper

6 x 9, 224 pp. (est.)

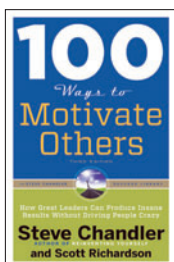
EAN 978-1-63265-116-7

Category: Management

Rights: World

10-15 Graphs/Charts

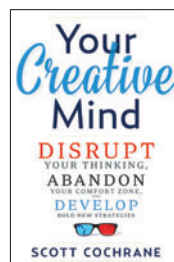
ALSO AVAILABLE:



100 Ways to Motivate Others

THIRD EDITION
Steve Chandler and
Scott Richardson

EAN 978-1-60163-243-2
\$15.99 (Can. \$18.50)

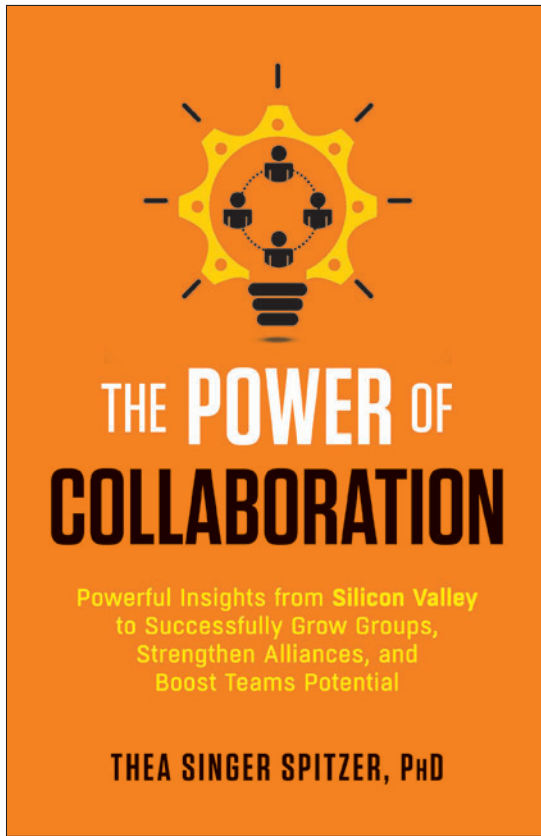


Your Creative Mind

Scott Cochrane
EAN 978-1-63265-044-3
\$16.99 (Can. \$21.95)

Thomas Lockwood is the author/editor of the books *Design Thinking*, *Corporate Creativity*, and *Building Design Strategy*. He has a PhD in design management and is recognized as a thought leader at integrating design and innovation practice into business. He has produced 22 conferences about design leadership, lectured and led workshops in over 20 countries, and is a design adviser to numerous companies.

Edgar Papke is a leadership psychologist, author, and globally recognized expert in business alignment, leadership, and organizational culture. His clients range from Fortune 500 companies, multinational organizations, and governments to small businesses and individuals. He is an award-winning speaker and the author of *True Alignment* and *The Elephant in the Boardroom*.



Pub Date: December 2017
 U.S. \$15.99 (Can. \$20.95)
 Paper
 6 x 9, 224 pp. (est.)
 EAN 978-1-63265-123-5
 Category: Management
 Rights: World
 5-10 Graphs

The Power of Collaboration

Powerful Insights from Silicon Valley to Successfully Grow Groups, Strengthen Alliances, and Boost Team Potential

Thea Singer Spitzer, PhD

To succeed these days your organization must create amazing results.

Your employees and teams may be quite capable of handling their specific areas of focus, but unless you get them to work together, your products, services, and profits will suffer. While progress has been made, maximizing collaboration is still a challenge for many companies. They need a new approach.

Over the last quarter century, California’s Silicon Valley has become synonymous with building complex, successful businesses. Companies and leaders there have succeeded because they did more than apply existing business models—they created a new model for collaboration.

Dr. Thea Singer Spitzer has combined her longstanding expertise on this subject with innovative thinking, research, and focused interviews with Silicon Valley leaders to create a practical framework for the next epoch of collaboration. **The Power of Collaboration** shows how any company, anywhere, can adapt to achieve its goals. This cutting-edge title features:

- Narratives about collaboration from top leaders in Silicon Valley.
- A sensible, straightforward collaboration framework.
- Positive, realistic hints for adapting that framework to your organization.

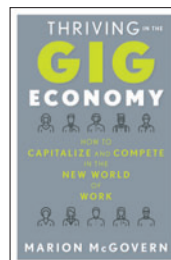
With **The Power of Collaboration** as your guide, those amazing results will be surprisingly easy to achieve.



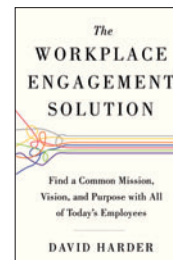
Jon Spitzer

Thea Singer Spitzer, founder of Critical Change LLC, has been a consultant, strategic advisor, and coach to top executives and leaders for nearly 30 years, including 16 years at Microsoft. She has received accolades and awards for her work with a broad array of industries including software, telecommunications, financial services, manufacturing, health care, utilities, and retail. Singer Spitzer earned her PhD in organizational systems from Saybrook Graduate School and Research Center and her undergraduate degree from the University of Michigan. She resides and works in the San Francisco Bay Area. To learn more about her, please visit www.Critical-Change.com.

ALSO AVAILABLE:



Thriving in the Gig Economy
 Marion McGovern
 EAN 978-1-63265-095-5
 \$15.99 (Can. \$20.95)



The Workplace Engagement Solution
 David Harder
 EAN 978-1-63265-099-3
 \$15.99 (Can. \$20.95)

Body Language Sales Secrets

How to Read Prospects and Decode Subconscious Signals to Get Results and Close the Deal

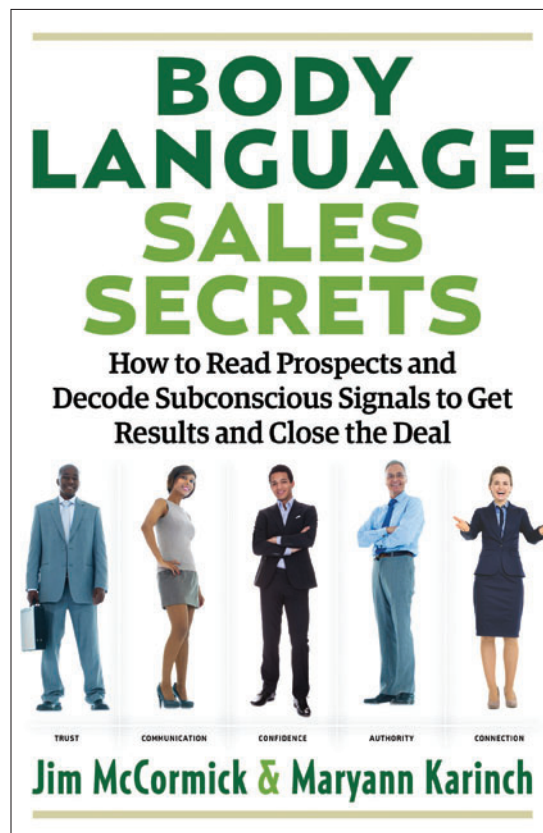
Jim McCormick and Maryann Karinch

Ordinary salespeople sell. Extraordinary sales professionals engage. Part of what sets them apart is their ability to understand body language, both their prospects' and their own, and use it to their advantage.

Body Language Sales Secrets directly addresses the need of sales professionals to help them:

- Baseline their prospects—recognize the body language that says “I’m at ease with you right now.”
- Identify the ways a prospect expresses stress.
- Spot their prospects’ moment-to-moment nonverbal cues.
- Understand how and why a prospects’ body language can send very different messages within minutes.
- Better yet, after identifying a change in body language, know exactly what to do to either capitalize on it or counter it.
- How to apply body language skills to a wide variety of sales techniques, including relationship selling, solution selling, expertise selling, ROI selling, fear selling, and more.

Body Language Sales Secrets helps salespeople at any level build rapport through active listening, invitational body language, and mirroring and reveals how their own body language can reinforce the perception of competence, relevance, and truth. You will learn a wide variety of action-forcing movements and questioning styles and how to use your own body’s “silent signals” to close the deal.



Pub Date: December 2017

U.S. \$16.99 (Can. \$21.95)

Paper

6 x 9, 240 pp. (est.)

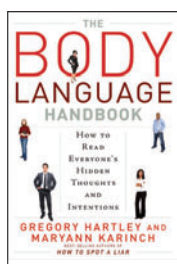
EAN 978-1-63265-118-1

Category: Business/Sales

Rights: World

20 Photos

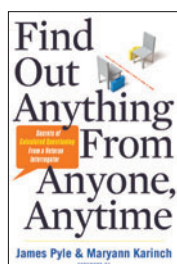
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Maryann Karinch is the author of a dozen books on body language and interpersonal skills including *How to Spot a Liar*, *The Body Language Handbook*, and *Nothing But the Truth*.

She coaches professionals in sales and customer service, law enforcement, and other arenas in negotiation, rapport-building, conflict resolution, and lie detection. Karinch resides in Estes Park, Colorado.



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Anna Sabino is the designer behind the jewelry brand Lucid New York, which she started more than a decade ago after leaving her Wall Street career. Her jewelry collections are sold in more than 100 stores all over the world and have been featured by the editors of *People StyleWatch*, *Vogue*, *Cosmopolitan*, and many others. Sabino is a contributor to *Huffington Post* and a certified career and life coach. She speaks, coaches, and leads workshops focusing on growing your creative business, creating multiple streams of income, and working remotely. She runs her New York-based business remotely from Hawaii. Sabino shares valuable business advice for artists and other creatives at AnnaSabino.com.

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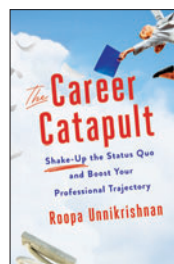
Anna Sabino is an artist, but certainly not a starving one. She wasn't born into a wealthy family, didn't inherit money from a distant relative, and doesn't have a rich husband. But she made it as an entrepreneur, as a single woman, and most important, as an artist.

In **Your Creative Career**, she shows her fellow artists and creatives how to build a business that reflects their talent and true calling while generating serious cash. Whether the goal is to build an empire and be financially free, create a lifestyle business, or just to have more time, **Your Creative Career** guides you through every aspect of creative entrepreneurship.

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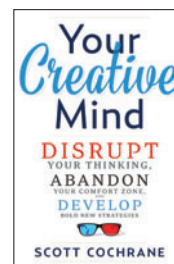
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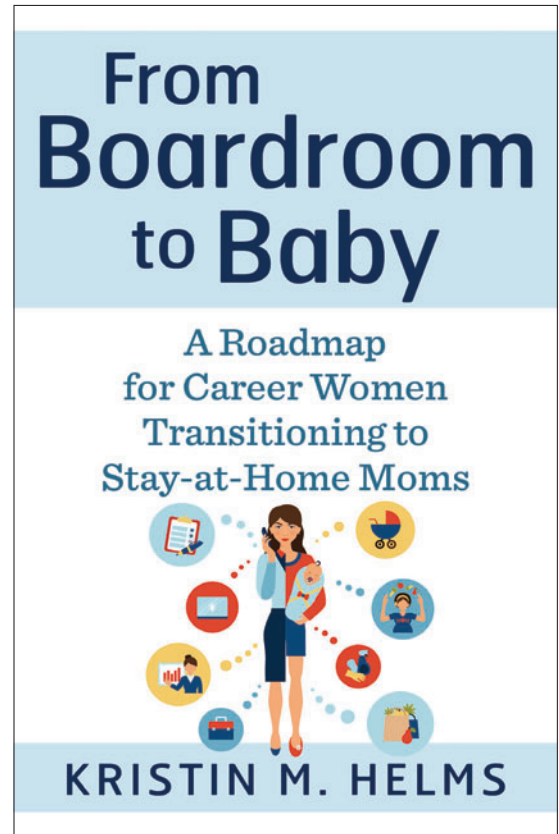
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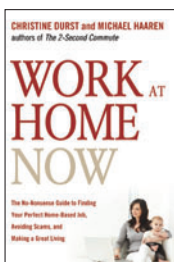
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Kristin M. Helms is the founder and editor-in-chief of *Tribe Magazine*, an online publication that reaches 50,000 moms and explores the heart and soul of motherhood. She has been published on numerous parenting sites

including Literary Mama, Big City Moms, Pregnant Chicken, and *Huffington Post*. When her daughter was born in 2013, Helms traded her power suits and office with a view for yoga pants and life on the home front. Her transformation from corporate life to stay-at-home mom has been a riotous journey, brimming with unexpected emotions, self-discovery, and the most beautiful moments of her life. Helms lives in San Diego, California, with her husband and two spirited toddlers.

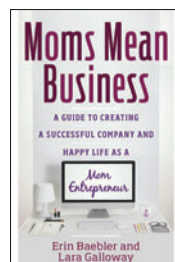
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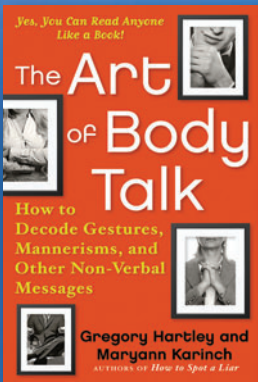


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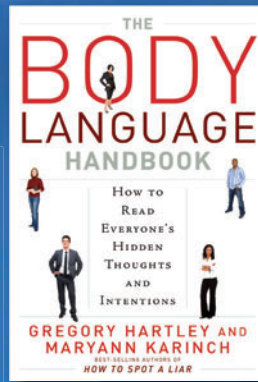
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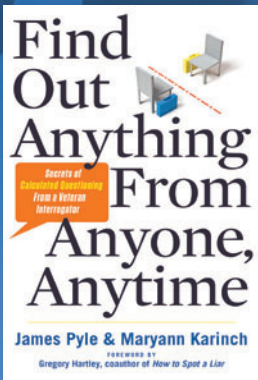
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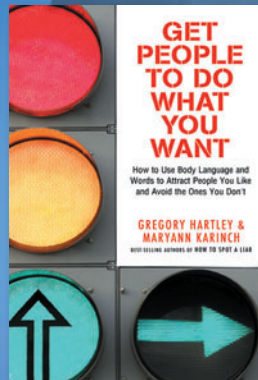
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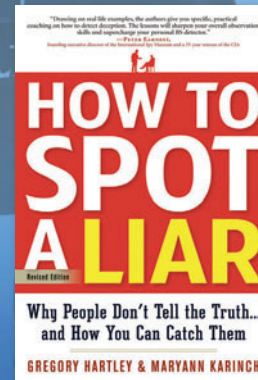
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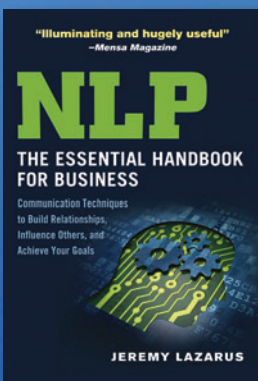
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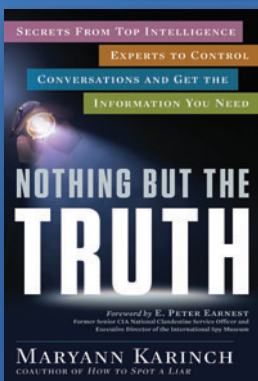
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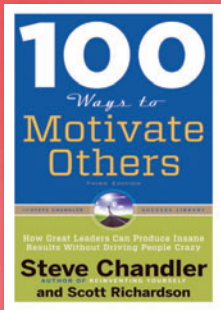
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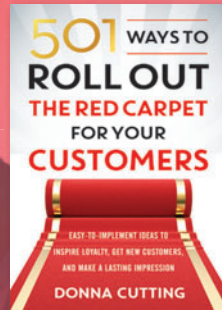
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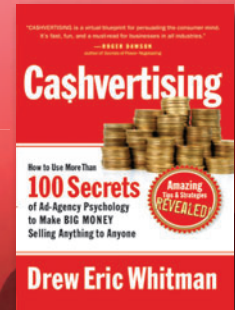
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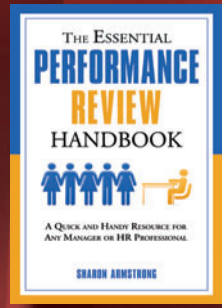
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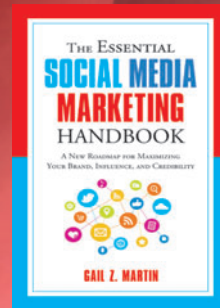
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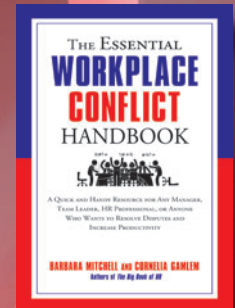
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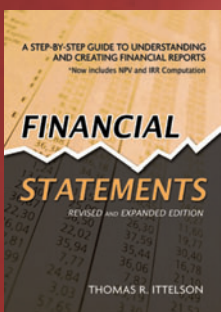
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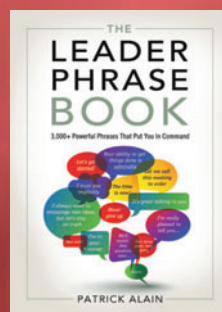


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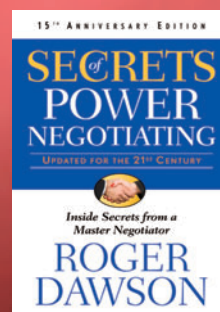
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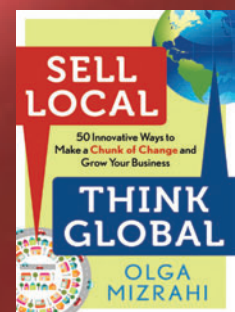


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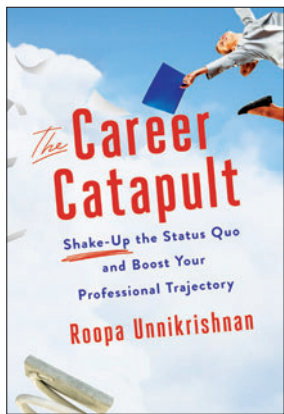
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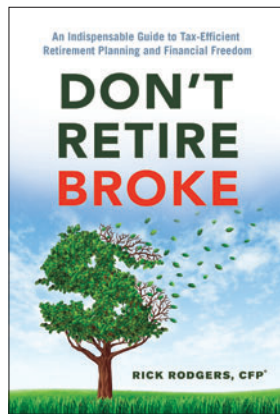
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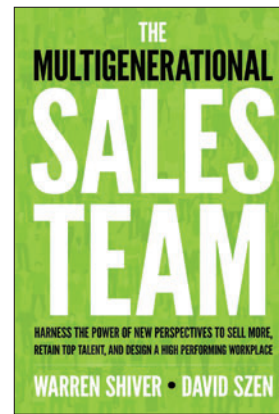
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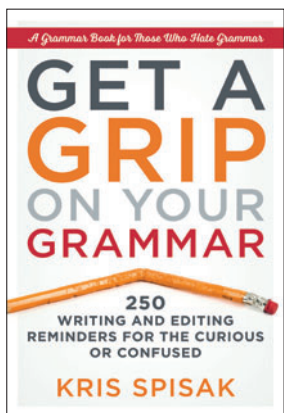
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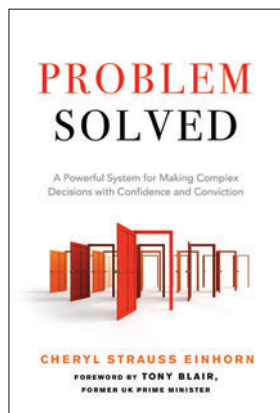
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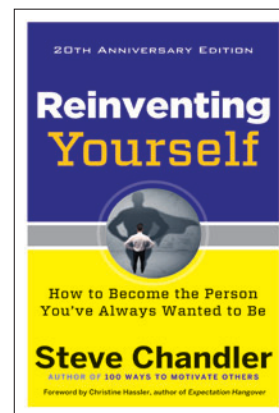
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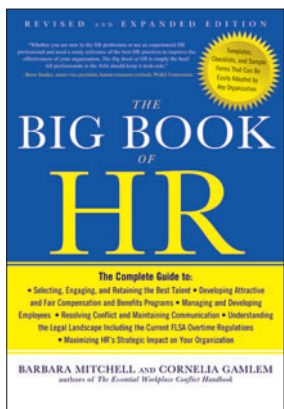
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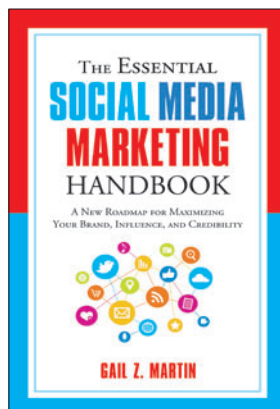
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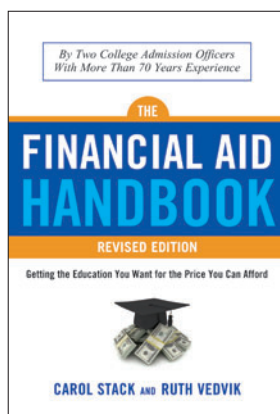
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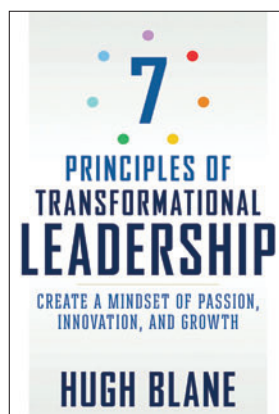
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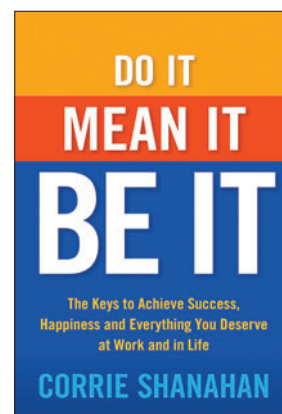
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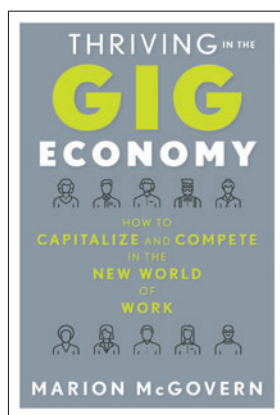
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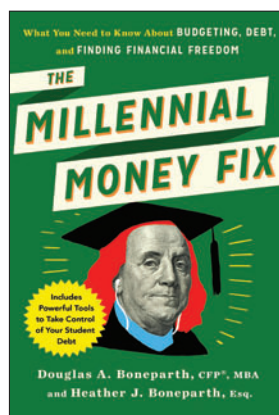
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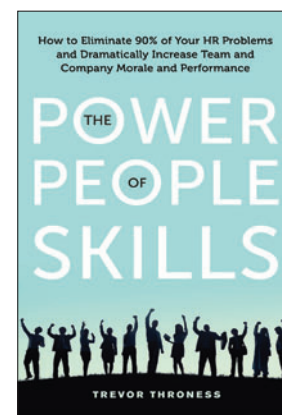
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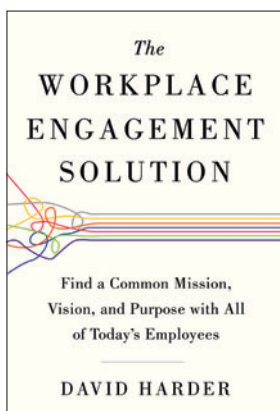
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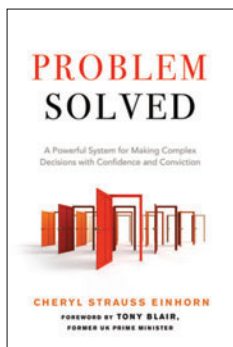
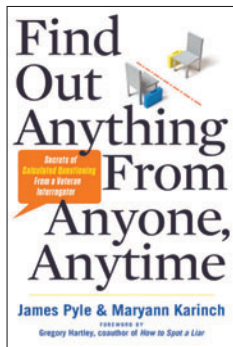
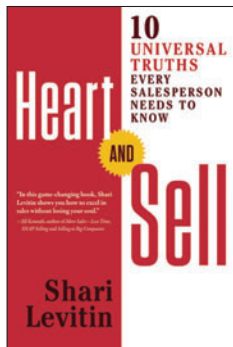
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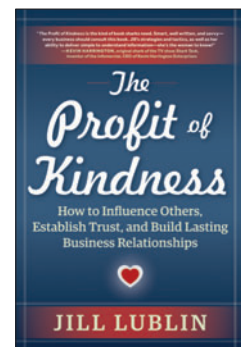
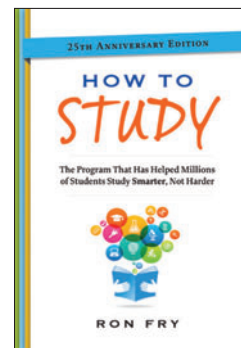
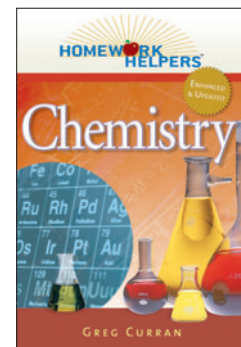
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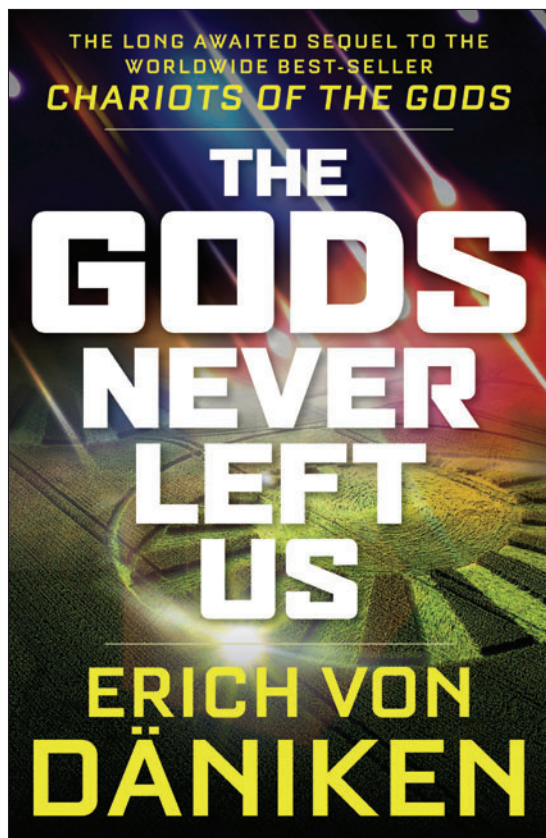
Lynn A. Robinson
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NEW PAGE BOOKS

Fall/Winter 2017



Pub Date: November 2017

U.S. \$17.99 (Can. \$22.95)

Paper

5 1/4 x 8 1/4, 256 pp. (est.)

EAN 978-1-63265-119-8

Category: Ancient Mysteries/UFOs

Rights: World except German, Polish, and Czech

Republic

8-Page Color Insert

The Gods Never Left Us

The Long Awaited Sequel to the Worldwide Best-Seller
Chariots of the Gods

Erich von Däniken

When *Chariots of the Gods* was published 50 years ago, it began a worldwide change in humanity's view of the cosmos. In an era of the military space race, Erich von Däniken boldly proclaimed that Earth had been visited by more advanced beings early in our history. But prescientific man had no concept of space ships, so he called their vehicles "chariots," and those driving the chariots became "gods."

Over the next five decades, von Däniken's 32 books built an ever-stronger case for Earth being visited by extraterrestrial visitors. And *Chariots* became an international best seller, with 30 million copies sold in more than two dozen languages. Also during that time, the case for ET visitations millennia ago was being reexamined by contemporary UFO researchers, who found evidence of modern visitations. And von Däniken expanded his perspective to encompass the present.

Now, he presents his long-awaited sequel to *Chariots of the Gods*, proclaiming that the gods never left us with all-new material to show that ancient aliens are still with us.

The Gods Never Left Us contends that recent advancements in biotechnology, astrophysics, engineering, and artificial intelligence not only give us a fresh perspective on his ancient astronaut theory but actually validates it. We are—as a race—embarking on the exact same trajectory of our own interplanetary colonization, just as von Däniken suggested Earth itself was colonized.



Erich von Däniken is arguably the most widely read and most-copied nonfiction author in the world. He published his first (and best-known) book, *Chariots of the Gods*, in 1968. The worldwide best seller was followed by 40 more books, including the recent best sellers *Twilight of the Gods*, *History Is Wrong*, *Evidence of the Gods*, *Remnants of the Gods*, and *Odyssey of the Gods* (all published by New Page Books). His works have been translated into 28 languages and have sold more than 65 million copies. Several have also been made into films. Von Däniken's ideas have been the inspiration for a wide range of television series, including the History Channel's hit *Ancient Aliens*. His research organization, the A.A.S.R.A./legendarytimes.com (Archaeology, Astronautics & SETI Research Association), comprises laymen and academics from all walks of life. Internationally, there are about 10,000 members. He lives in Switzerland but is an ever-present figure on the international lecture circuit, traveling more than 100,000 miles a year.

ETs are definitely at work today. And that affects all of us.

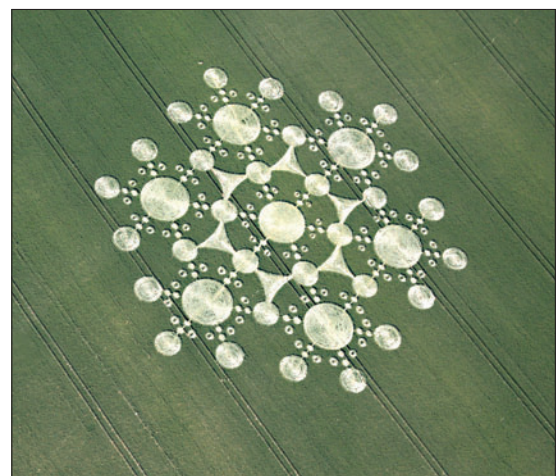
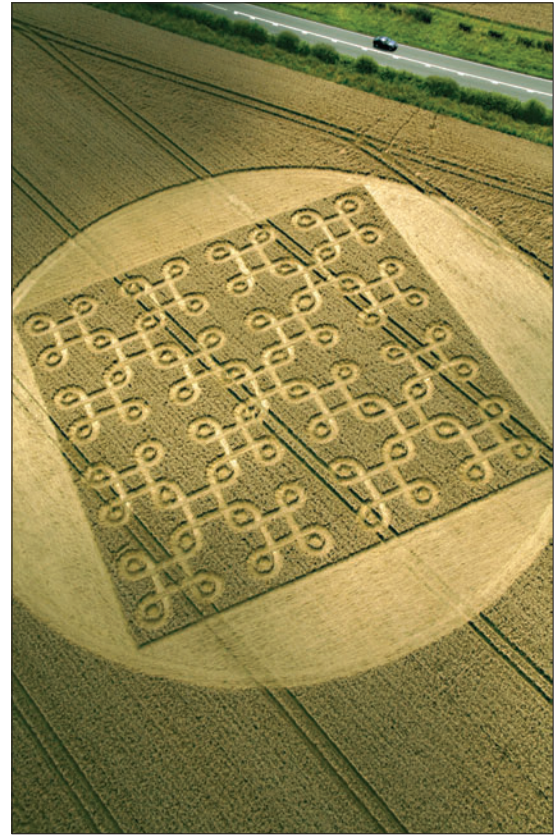
Why do they do what they do? What could an extraterrestrial species possibly gain from observing us in the same way we look at ants?

What have these strangers wanted for the past thousands of years?

Can't they leave us alone?

And what makes it so difficult for us to acknowledge the existence of these extraterrestrials?

That is what this book deals with.



Images on the page courtesy of the author

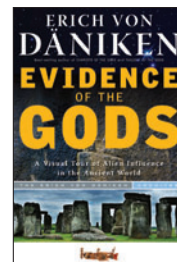
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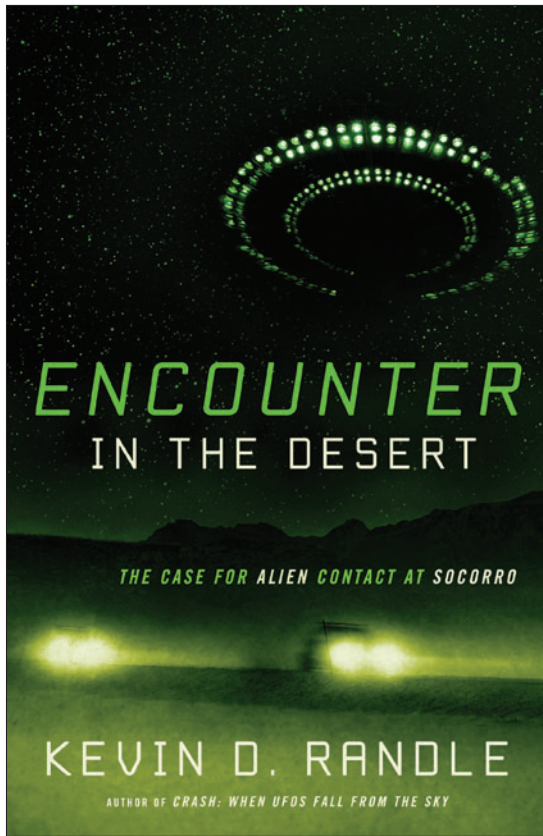
History Is Wrong
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Evidence of the Gods
Erich von Däniken
EAN 978-1-60163-247-0
\$19.99 (Can. \$25.95)



Pub Date: October 2017
U.S. \$16.99 (Can. \$21.95)

Paper
6 x 9, 288 pp. (est.)
EAN 978-1-63265-113-6

Category: Unexplained Mysteries/UFOS

Rights: World
10-15 Photos



Kevin D. Randle is a retired Army lieutenant colonel who served as a helicopter pilot in Vietnam and an intelligence officer in Iraq. He studied anthropology and journalism at the University of Iowa and holds advanced degrees from

the American Military University and California Coast University. He has been studying UFOs for 50 years and has published dozens of books about the subject, including *Crash: When UFOs Fall from the Sky*. He hosts a radio show on the X-Zone Broadcast Network and a blog, *A Different Perspective*. He has appeared on dozens of television and radio shows, including *The Today Show*, *Good Morning America*, and many others.

Encounter in the Desert

The Case for Alien Contact at Socorro

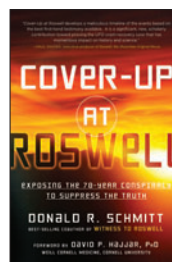
Kevin D. Randle, author of *Crash: When UFOs Fall from the Sky*

The UFO landing at Socorro has been wrapped in controversy almost from the moment that police officer Lonnie Zamora watched a craft descend and land. Zamora saw alien beings near the craft and a symbol on its side but was told that he shouldn't mention either. **Encounter in the Desert** reveals—for the first time—exactly what he saw in that arroyo in 1964 and what an examination of the landing revealed to investigators.

Socorro wasn't a stand-alone case. Other sightings, some of them nearly as spectacular as Zamora's, were reported at the time. A study of the Air Force investigation of this case reveals an effort, at first, to learn the truth that mutated into a clever attempt to hide the information from the public. **Encounter in the Desert** reveals all this and much more, including:

- ◆ The first new, in-depth look at the Zamora UFO landing in more than three decades.
- ◆ Other reports of alien creatures sighted around the country at the same time.
- ◆ An examination of the physical evidence found on the landing site.
- ◆ The revelation that there were other witnesses to the craft and the landing.

ALSO AVAILABLE:



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Donald R. Schmitt
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Stanton T. Friedman and Kathleen Marden
EAN 978-1-63265-065-8
\$16.99 (Can. \$20.95)

Ancient Aliens in the Bible

Evidence of UFOs, Nephilim, and the True Face of Angels in Ancient Scriptures

Xaviant Haze

Did a distant race of ancient aliens once inhabit the lands of the Bible?

Do the ancient writings of the Bible and other texts provide proof of their existence?

Did the “prophets” have close encounters with ancient aliens?

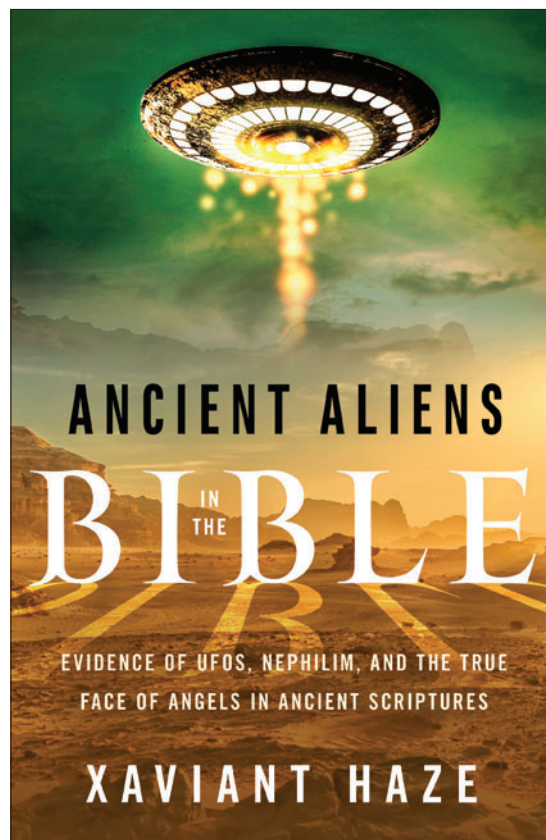
Were the “angels” physical beings sent to perform specific tasks by their alien masters?

Ancient Aliens in the Bible answers these questions and more. Analyzing the historical and archaeological evidence, and using the work of former Vatican translator Mauro Biglino as his guide, Xaviant Haze provides ample proof that what our ancestors described in ancient biblical texts were real-life events and not visions. The UFO encounters in the Bible are described as concrete experiences by flesh-and-blood beings. The angels were assigned specific duties and struggled to carry them out; some even rebelled and took earthly wives, forbidden by their superiors.

Ancient Aliens in the Bible reveals that:

- ◆ Lamech’s wife gave birth to the son of an angel with glowing eyes.
- ◆ Moses was led to the promised land by UFOs.
- ◆ Noah’s great-grandfather, Enoch, got a heavenly tour of space.

Your view of the Bible will never be the same.



Pub Date: October 2017

U.S. \$16.99 (Can. \$21.95)

Paper

6 x 9, 240 pp. (est.)

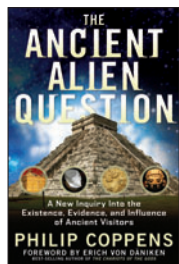
EAN 978-1-63265-115-0

Category: Ancient Mysteries

Rights: World

36-41 Photos

ALSO AVAILABLE :



The Ancient Alien Question

Philip Coppens

EAN 978-1-60163-198-5
\$19.99 (Can. \$26.95)



Ancient Giants of the Americas

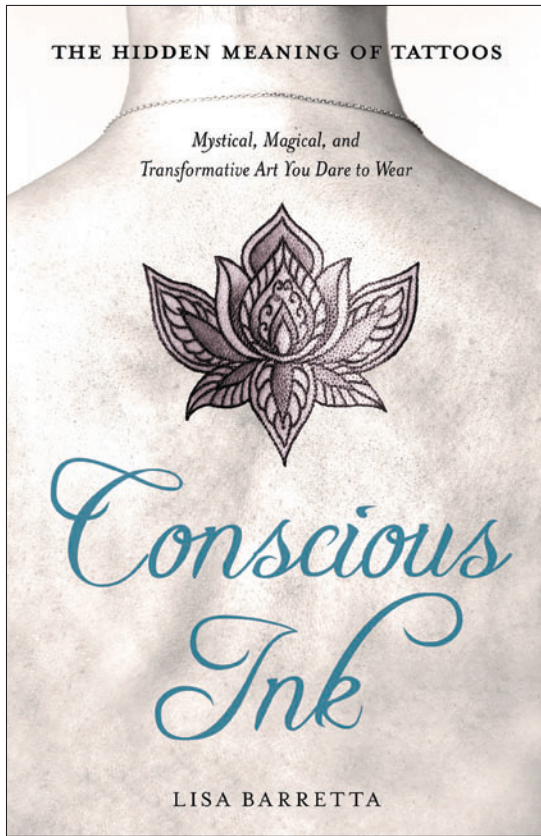
Xaviant Haze

EAN 978-1-63265-069-6
\$15.99 (Can \$17.95)



Xaviant Haze is a researcher, teacher, and archivist of ancient manuscripts with a keen interest in lost civilizations, ancient aliens, ancient giants, and the myths of the prediluvian world. He is the author of 10 books, including

Ancient Giants of the Americas and *Aliens in Ancient Egypt*. His free online library, Xaviantvision.com, is home to one of the most complete collections of metaphysical, spiritual, and alternative history books and podcasts in the world, with links and resources to all major works in the field. Haze resides in a haunted house in Sierra Vista, Arizona.



Pub Date: October 2017
 U.S. \$15.99 (Can. \$20.95)
 Paper
 6 x 9, 224 pp. (est.)
 EAN 978-1-63265-114-3
 Category: Self-Transformation
 Rights: World
 10 Photos/Illustrations



Lisa Barretta is a well-established intuitive counselor, Reiki practitioner, and astrologer. During the past 35 years, she has developed a client base that spans North America, the United Kingdom, and Europe. Barretta is an authority on consciousness, specializing in spiritual evolution and the paranormal. The executive producer of *Surviving Death: A Paranormal Debate*, she is also the author of *The Book of Transformation* and *The Street Smart Psychic's Guide to Getting a Good Reading*.

Conscious Ink: The Hidden Meaning of Tattoos

Mystical, Magical, and Transformative Art You Dare to Wear

Lisa Barretta

“Finally, a book that taps into the ‘soul purpose’ of tattooing—a metaphysical interface for healing the body/mind. As more people tune into the collective cellular broadcast of the Indigenous Mind, *Conscious Ink* serves as a guide to the power of the living sacred soulprint. Kudos to Lisa Barretta for her insight and courage to follow the golden thread cast by her intuition.”

—Daemon Rowanchilde, transpersonal tattoo artist, psychospiritual explorer and owner of Urban Primitive Tattoo Wilderness Retreat

There is hidden, powerful wisdom in tattoos. Did you ever think of your tattoo as a charged body talisman or a portal into your spiritual self? Ancient cultures practicing shamanic tattooing laid the groundwork for our modern exploration of consciousness. Tattoos are both a revelation and a proclamation of your embodied archetypes, dreams, emotions, even a hint of past-life memories.

Conscious Ink shows how this edgy skin art interfaces with our body’s subtle energy field and reveals how tattoo imagery ties into the potent energy of inner alchemy that expands our self-awareness.

Are you prepared to:

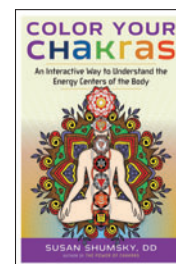
- ◆ Find out how/why intention is the moving force behind your tattoo’s vibration? Do you bring on good luck or bad juju?
- ◆ Understand why the piercing of your skin and drawing of blood forms a symbolic link into the energy field of your tattooist?
- ◆ Explore how tattoos reveal past-life/current-life emotional memory?
- ◆ Discover how tattoos can shift the emotional energy stored in certain body areas?

Mindful inking can be an amazing modality that awakens your spiritual self. Looking at tattoos beyond the lens of body art, **Conscious Ink** gives you a new perspective on tattoos and their undeniable roots in pure, magic mysticism.

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Color Your Chakras
 Susan Shumsky
 EAN 978-1-63265-041-2
 \$12.99 (Can. \$15.95)

The Elements of Spellcrafting

21 Keys to Successful Sorcery

Jason Miller, author of *Protection and Reversal Magick*

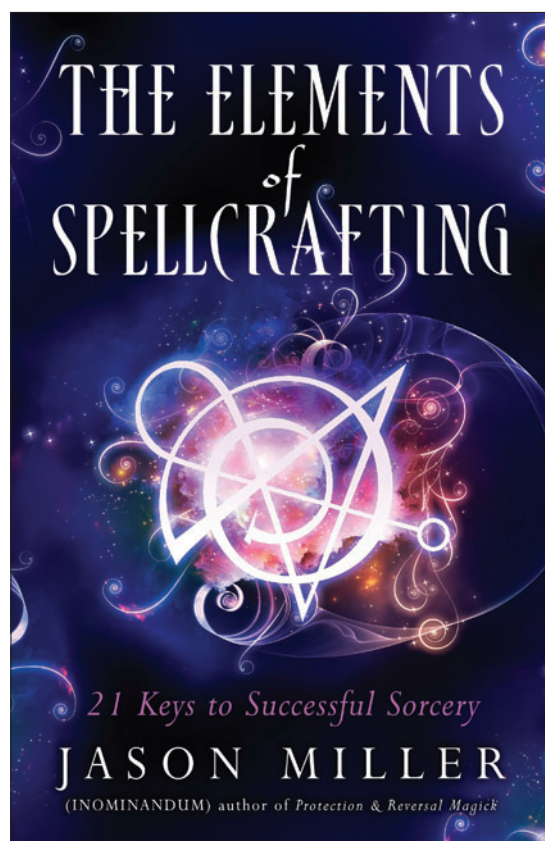
There is no shortage of spells out there. Some books highlight thousands of spells, but do any of them actually work? And how well do they work? I don't mean just getting a result—I mean getting a result that matters, a result that will impact your life or the lives of those you work for. **The Elements of Spellcrafting** provides the most effective and efficient ways to get things done with magic.

The Elements of Spellcrafting identifies and explains 21 keys to successful sorcery—a best practices of sorcery—in three sections:

- ◆ Principals and strategies for how best to apply magic before you begin.
- ◆ Methods and tactics that will ensure a positive outcome.
- ◆ How to take spells to the next level—building a life of spiritual accomplishment and material success beyond the basics.

If you have ever cast a spell that didn't work, **The Elements of Spellcrafting** will help you figure out why.

If you regularly cast spells that seem to work but you still wind up in the same circumstances, this book will definitely help you chart a new course for victorious spellcrafting.



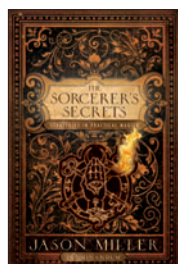
Pub Date: December 2017
 U.S. \$16.99 (Can. \$21.95)
 Paper
 6 x 9, 224 pp. (est.)
 EAN 978-1-63265-120-4
 Category: Magick Studies
 Rights: World
 21 Illustrations/Symbols

ALSO AVAILABLE:



Protection & Reversal Magick
 Jason Miller (Inominandum)

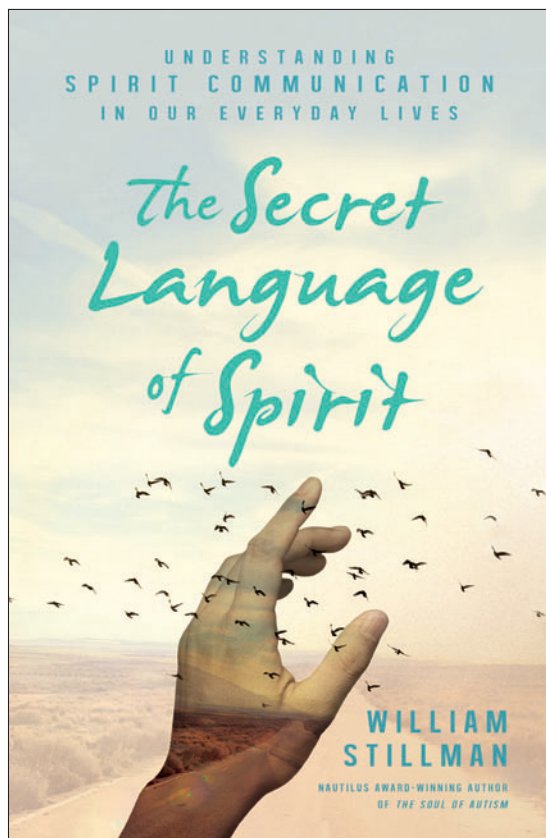
EAN 978-1-56414-879-7
 \$16.99 (Can. \$20.50)



The Sorcerer's Secrets

Jason Miller (Inominandum)
 EAN 978-1-60163-059-9
 \$16.99 (Can. \$21.95)

Jason Miller (Inominandum) has devoted 25 years to studying practical magic in its many forms. He is the author of the now classic *Protection and Reversal Magick* as well as *The Sorcerer's Secrets*, *Sex Sorcery and Spirit*, and *Financial Sorcery*. He also runs the Strategic Sorcery Training Course, Take Back Your Mind Program, and The Sorcery of Hekate Training. He lives with his wife and children in the New Jersey Pine Barrens. Find out more at www.StrategicSorcery.net.



Pub Date: November 2017
U.S. \$14.99 (Can. \$19.95)

Paper

5 1/4 x 8 1/4, 192 pp. (est.)

EAN 978-1-63265-122-8

Category: Angels & Spirit Guides

Rights: World



William Stillman is the internationally known, award-winning author of *The Soul of Autism*, among many other titles. Since 2004, Stillman has worked professionally as a psychic medium. He has been consulted on missing

person and unsolved homicide cases and volunteers as an investigative resource to the Pennsylvania Paranormal Association. Stillman has been interviewed on numerous shows including *Coast to Coast AM* and *CharVision*, with renowned psychic medium Char Margolis. He has twice been a guest on the popular YouTube series *Swedenborg and Life*. Stillman has also been a repeated guest speaker for Lily Dale Assembly near Jamestown, New York, the country's oldest and most revered spiritualist community. Stillman's website is www.WilliamStillman.com and his Facebook page is "William Stillman Psychic Medium." He makes his home in Pennsylvania.

The Secret Language of Spirit

Understanding Spirit Communication in Our Everyday Lives

William Stillman, Nautilus Award-winning author of *The Soul of Autism*

"What pleasure I took in going on this precious journey with William Stillman. *The Secret Language of Spirit* is the result of many years of dynamic mediumship. It soars with hope and conviction."

—Whitley Strieber, author of *Communion*

The Secret Language of Spirit is the culmination of award-winning author and psychic medium William Stillman's wisdom and insights in a fascinating exploration of the sometimes blatant, sometimes hidden spiritual symbolism in our everyday lives. With accessible language, easy-to-understand explanations, and fascinating anecdotes, Stillman introduces to the open-minded layperson an alternate lens through which to view daily interactions with Spirit.

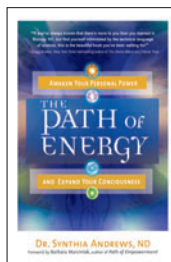
Topics unique to this compelling new work include:

- ◆ A thorough explanation of Heaven's inner workings.
- ◆ Recognizing Spirit-speak—the silent but ever-present signs and signals that surround us.
- ◆ Decoding symbolic patterns found in nature, dreams, our names, and the manifestation of "threes."
- ◆ Associative links in memory that correlate spiritually to music and scents.

Stillman's most powerful observations may be found in the chapter that correlates spiritual sensitivity with persons with autism, mental illness, and dementia—individuals whose "gibberish" is often dismissed as pathology but may actually provide glimpses into another realm.

The Secret Language of Spirit concludes with an empowering chapter that addresses the concepts of abundance and achieving authenticity with Love's Foot Rule—12 fundamental tenets. Stillman also introduces the principles of passion, pursuit, and prosperity, and how to manifest them in concert with Spirit.

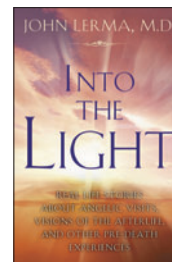
ALSO AVAILABLE:



The Path of Energy

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\$16.99 (Can. \$19.50)



Into the Light

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The Physics of God

Unifying Quantum Physics, Consciousness, M-Theory, Heaven, Neuroscience, and Transcendence

Joseph Selbie

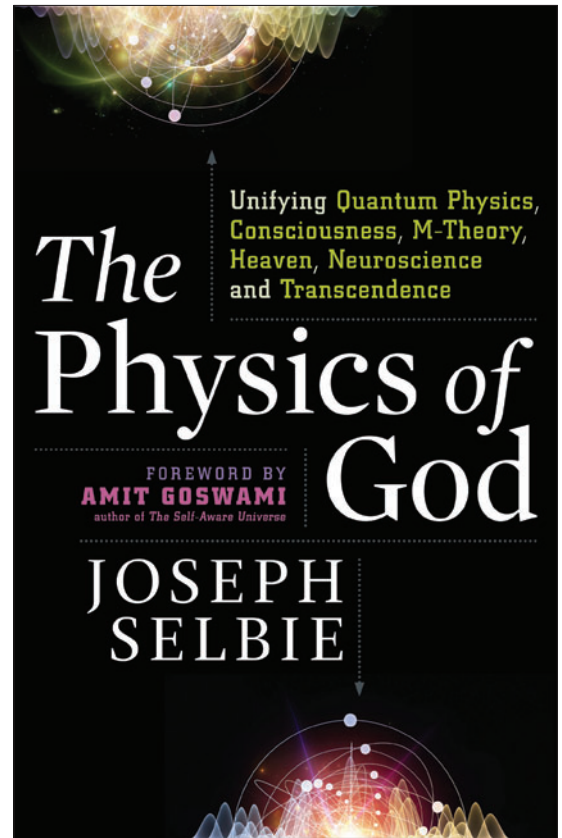
Foreword by Amit Goswami, author of *The Self-Aware Universe*

Setting aside the pervasive material bias of science and lifting the obscuring fog of religious sectarianism reveals a surprisingly clear unity of science and religion. The explanations of transcendent phenomena given by saints, sages, and near-death experiencers—miracles, immortality, heaven, God, and transcendent awareness—are fully congruent with scientific discoveries in the fields of relativity, quantum physics, medicine, M-theory, neuroscience, and quantum biology.

The Physics of God describes the intersections of science and religion with colorful, easy-to-understand metaphors, making abstruse subjects within both science and religion easily accessible to the layman—no math, no dogma. This intriguing book:

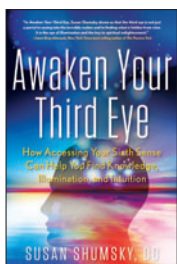
- ◆ Pulls back the curtain on the light-show illusion we call matter.
- ◆ Connects string theory’s hidden brane worlds to religion’s transcendent heavens.
- ◆ Reveals the scientific secret of life and immortality: quantum biology’s startling discovery that the human body is continuously entangled.
- ◆ Demonstrates the miracle-making power of our minds to effect instantaneous physiological changes.
- ◆ Explains how the intelligent observer effect confirms our high spiritual potential.

Compelling and concise, **The Physics of God** will make you believe in the unity of science and religion and eager to experience the personal transcendence that is the promise of both.

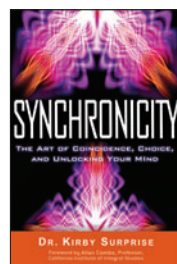


Pub Date: September 2017
 U.S. \$15.99 (Can. \$20.95)
 Paper
 6 x 9, 208 pp. (est.)
 EAN 978-1-63265-110-5
 Category: New Thought
 Rights: World
 14 Images

ALSO AVAILABLE :



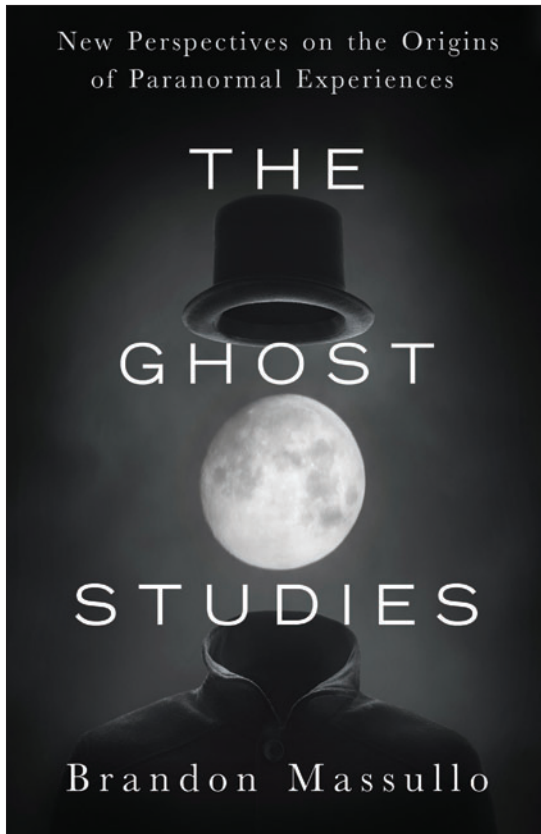
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Joseph Selbie makes the complex and obscure, simple and clear. A dedicated meditator for over 40 years, he has taught yoga and meditation throughout the United States and Europe. He is known for creating bridges of understanding between the modern evidenced-based discoveries of science and the ancient experience-based discoveries of the mystics. Selbie maintains several blogs, including *Intersections*, which explores how spirituality connects with culture and science. He also authored *The Yugas*, a factual look at India’s tradition of cyclical history; and a sci-fi/fantasy series, *The Protectors Diaries*, inspired by the abilities of mystics. Selbie is a founding member of Ananda, a meditation-based community and spiritual movement inspired by Paramahansa Yogananda. He lives with his wife at Ananda Village near Nevada City, California. For more information, go to www.PhysicsAndGod.com.



Pub Date: October 2017
 U.S. \$15.99 (Can. \$20.95)
 Paper
 6 x 9, 192 pp. (est.)
 EAN 978-1-63265-121-1
 Category: Supernatural
 Rights: World
 3 Bar Graphs



Brandon Massullo is a clinical therapist and parapsychologist residing in Medina, Ohio. Fascinated by paranormal phenomena for more than 20 years, Massullo has been a participant in and featured speaker at numerous paranormal forums and events. He studied psychology and parapsychology at the University of Edinburgh in Scotland. His research has been cited in numerous parapsychological journals, articles, and mainstream books.

The Ghost Studies

New Perspectives on the Origins of Paranormal Experiences

Brandon Massullo

“Finally, a well-organized scientific treatise on a question we still should be asking—what are ghosts? If you’re serious about approaching the paranormal like a scientist, you should own this book.”

—William J. Hall, author of *The World’s Most Haunted House*

You’ve just laid down for the night when suddenly doors slam and the curtains shift. The lights begin to flicker and a white mist forms in front of you. You shut your eyes and keep muttering, “ghosts aren’t real.” But then you open your eyes and realize that “harmless” mist has shifted into the form of a man, staring intensely at you, as he floats above your bed.

What causes ghostly experiences?

Are ghosts real?

Why do certain people report numerous ghostly encounters and others none?

For centuries these questions have intrigued, puzzled, and bedeviled science, skeptics, and even believers. Based on cutting-edge research and new theories, **The Ghost Studies** provides insight into some of life’s greatest mysteries.

This fascinating book is far more than a compilation of ghost stories. **The Ghost Studies** provides scientific explanations for paranormal occurrences, including:

- ◆ New and exciting scientific theories that explain apparitions, hauntings, and communications from the dead.
- ◆ The latest research on the role of energy and electricity in hauntings.
- ◆ The role that emotions, bioenergetics, and the environment play in supernatural phenomena.
- ◆ New research into why some individuals are more prone to ghostly encounters.

ALSO AVAILABLE:



The World’s Most Haunted Places
 REVISED EDITION
 Jeff Belanger

EAN 978-1-60163-193-0
 \$15.99 (Can. \$17.95)



The Haunted House Diaries

William J. Hall
 EAN 978-1-63265-006-1
 \$16.99 (Can. \$20.50)

The Slenderman Mysteries

An Internet Urban Legend Comes to Life

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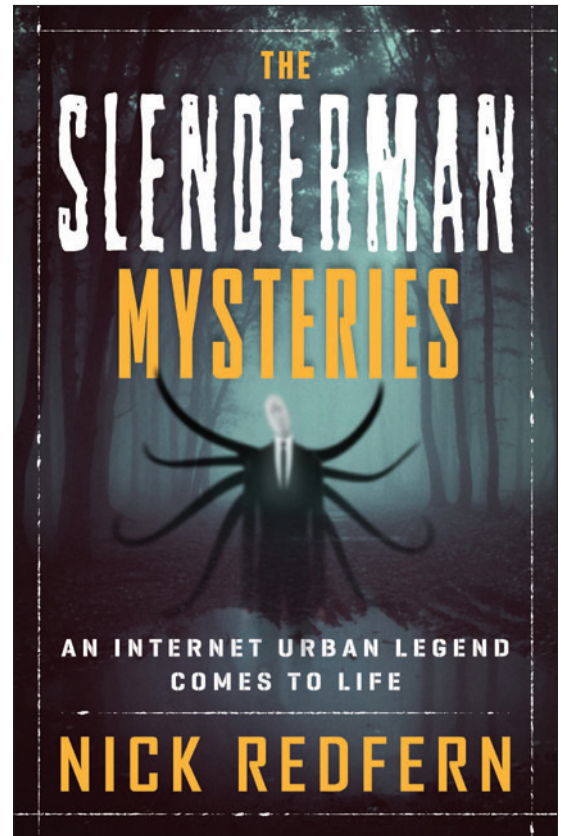
It's the dead of night; you are fast asleep. Suddenly, you are wide awake but unable to move. Hunched over you in the shadows is an eight- or nine-foot-tall gaunt entity with spider-thin limbs, dressed in an old-style black suit, its pale face missing eyes, nose, ears, and mouth. You finally manage to cry out. The monstrous thing disappears as suddenly as it appeared.

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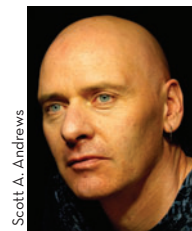
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Contactees, *The World's Weirdest Places*, *For Nobody's Eyes Only*, and *Close Encounters of the Fatal Kind*. He has appeared on many TV shows, including the BBC's *Out of This World*; the Syfy Channel's *Proof Positive*; the Space Channel's *Fields of Fear*; the History Channel's *Monster Quest*, *America's Book of Secrets*, *Ancient Aliens*, and *UFO Hunters*; Science's *The Unexplained Files*; the National Geographic Channel's *Paranatural*; and MSNBC's *Countdown with Keith Olbermann*. Originally from the United Kingdom, Redfern lives in Arlington, Texas, and can be contacted at his blog, *World of Whatever*, at www.NickRedfernFortean.blogspot.com.

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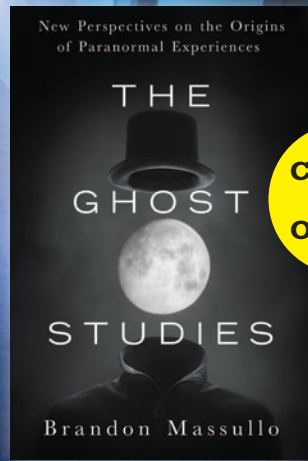
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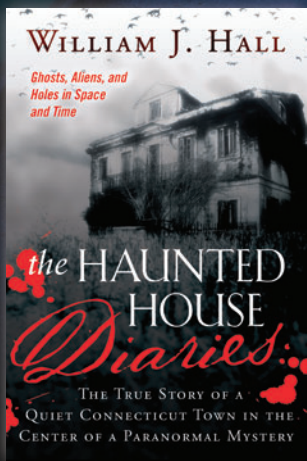
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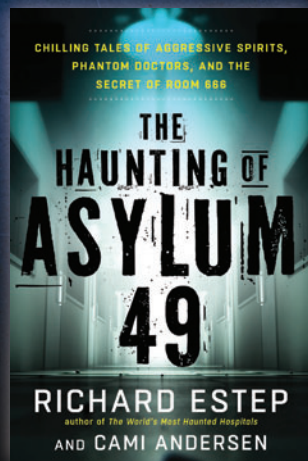
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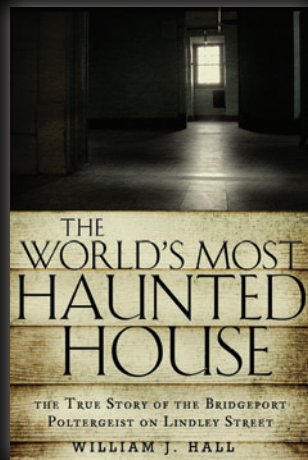
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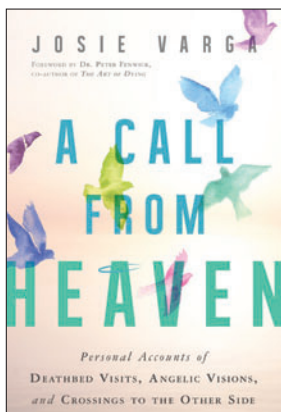
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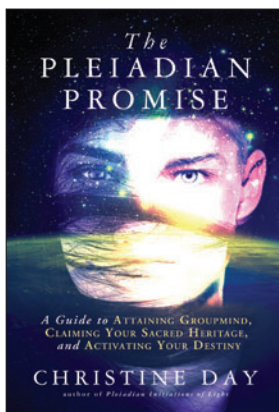
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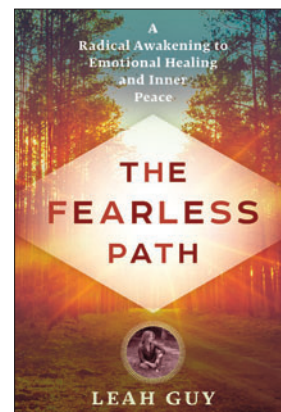
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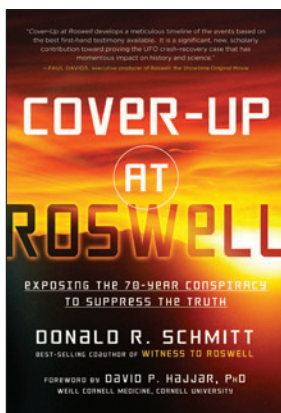
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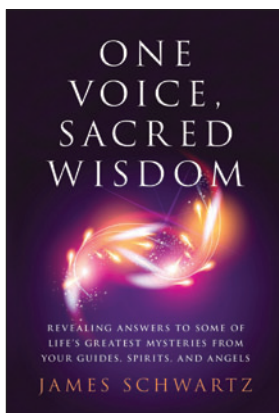
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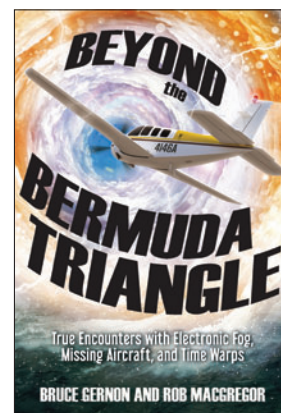
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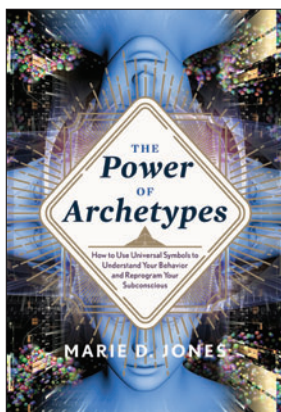
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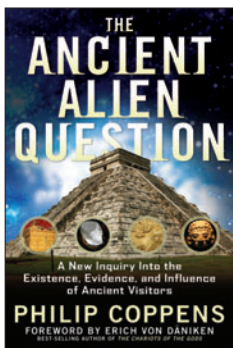
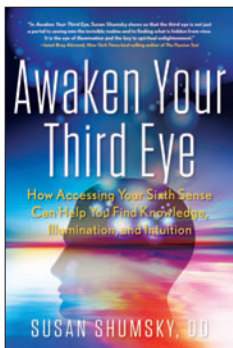
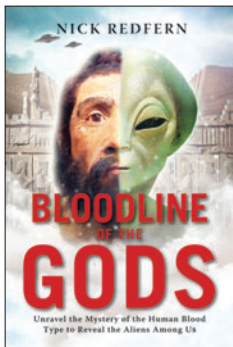
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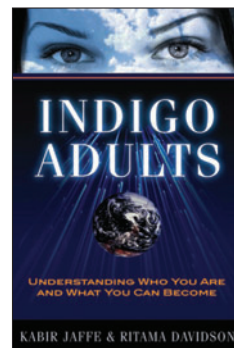
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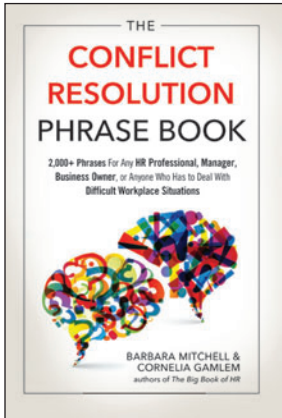
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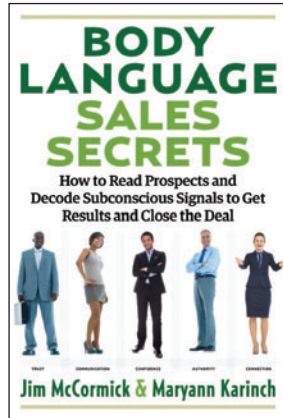
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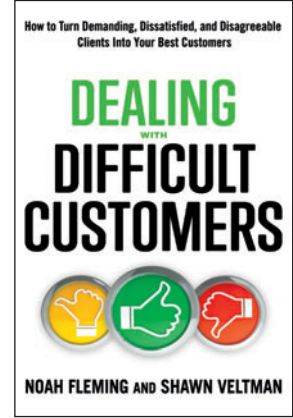
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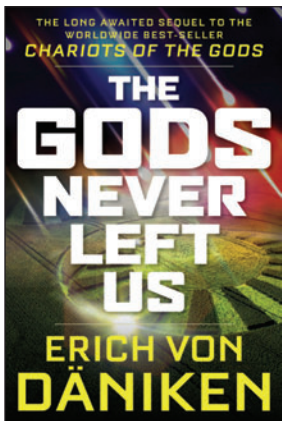
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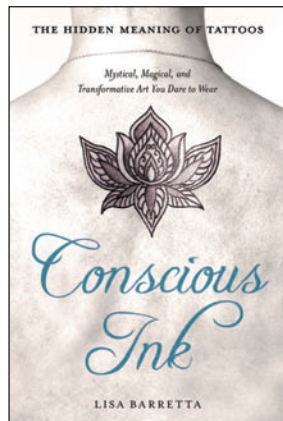
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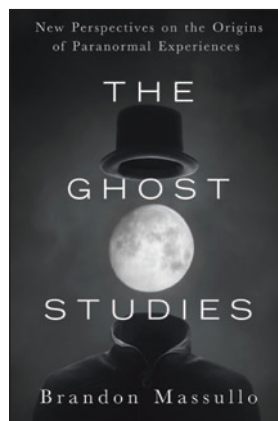
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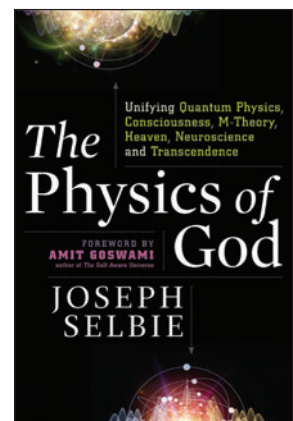
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