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### KEY=READERS - KENNEDI DEVIN

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**Mining Your Client's Metaphors A How-To Workbook on Clean Language and Symbolic Modeling, Basics Part II: Facilitating Change** BalboaPress If you've completed Campbell's first workbook of this pair, you know without a doubt that personal metaphors matter. Resourceful ones can empower and sustain clients. Problematic ones can prevent clients from making the internal shifts they desire. Is there more you can do to help your clients when they want to change such metaphors? Absolutely! As a helping or healing professional, you will find this second workbook a welcome continuation of what you learned of David Grove's Clean Language and James Lawley and Penny Tompkins' Symbolic Modeling in Basics Part One: Facilitating Clarity. Step-by-step, Basics Part Two: Facilitating Change teaches you how to help your clients transform the mind/body metaphors that color their perceptions and guide their life choices to support healthier and happier living. Coaching, Performing and Thinking EDUCatt - Ente per il diritto allo studio universitario dell'Università Cattolica How to Give Clients the Skills to Stop Panic Attacks Don't Forget to Breathe Jessica Kingsley Publishers How to Give Clients the Skills to Stop Panic Attacks shows how it is possible to prevent and abort a panic attack through lifestyle change and mind-body relaxation. Presenting an effective approach rooted in the philosophy of functional medicine, this book proposes using calming breathing techniques as the foundation to controlling the anxiety that causes panic. Breathing is then combined with positive imagery, rational thinking, body awareness, nutrition and yoga to provide further support for sparking the real, positive change in clients that will guide them along the road to recovery. The practical tools, step-by-step exercises and motivational scripts within this book will provide an incomparable resource for mental health professionals, psychologists, counselors, and coaches. Blackwell's Five-Minute Veterinary Practice Management Consult John Wiley & Sons Provides a quick veterinary reference to all things practice management related, with fast access to pertinent details on human resources, financial management, communications, facilities, and more Blackwell's Five-Minute Veterinary Practice Management Consult, Third Edition provides quick access to practical information for managing a veterinary practice. It offers 320 easily referenced topics that present essential details for all things practice management—from managing clients and finances to information technology, legal issues, and planning. This fully updated Third Edition adds 26 new topics, with a further 78 topics significantly updated or expanded. It gives readers a look at the current state of the veterinary field, and teaches how to work in teams, communicate with staff and clients, manage money, market a practice, and more. It also provides professional insight into handling human resources in a veterinary practice, conducting staff performance evaluations, facility design and construction, and managing debt, among other topics. **KEY FEATURES:** Presents essential information on veterinary practice management in an easy-to-use format Offers a practical support tool for the business aspects of veterinary medicine Includes 26 brand-new topics and 78 significantly updated topics Provides models of veterinary practice, challenges to the profession, trends in companion practices, and more Features contributions from experts in veterinary practice, human resources, law, marketing, and more Supplies sample forms and other resources digitally on a companion website Blackwell's Five-Minute Veterinary Practice Management Consult offers a trusted, user-friendly resource for all aspects of business management, carefully tailored for the veterinary practice. It is a vital resource for any veterinarian or staff member involved in practice management. **Just One More Question Answers and Insights from a Psychic Medium** Penguin In this astonishing memoir, the medium who was hailed by Hans Holzer as “probably the best in the world” offers extraordinary insight to readers to help them tap into their own psychic strengths, fulfill their destinies, and answer that “one more question” on their own. For more than twenty-five years, Yolana has used her remarkable gifts to give hope, guide the careers of celebrities and politicians, connect loved ones who have passed on, solve medical mysteries, and even crack some of New York’s most high-profile criminal cases. Here she finally reveals the facts behind those illuminating readings, divulges the truths of her experiences with ghosts and the beyond, and most importantly, inspires readers everywhere to trust in themselves and in their own intuitive and spiritual powers. **A Time to Kill** Longman "Ten-year-old Tonya Hailey is attacked and raped by two local men. Carl Lee, Tonya's father, shoots them. Now only his lawyer and friend, Jake Brigance, stands between him and the electric chair. Is there a legal defense for Carl Lee's actions?" - back cover. **Lawyer and Client Who's in Charge** Russell Sage Foundation To what extent can and should people participate in dealing with the personal problems they bring to consulting professionals? This book presents two alternative models for the conduct of such professional-client relationships as those between lawyers and clients and doctors and patients. One model, called the traditional, prescribes a role of minimal participation for the client. The other, called the participatory, prescribes a role of decision-making shared by the client and the professional. After presenting the two models and their implications, the book systematically tests their validity in a case study of the lawyer-client relationship in the making of personal injury claims. The distinctive feature of this work is a sophisticated and objective test of the traditional proposition that passive clients get better results than active clients. Evidence drawn from a sample of actual cases of personal injury claimants reveals that active clients in fact fare significantly better

than passive clients. The book is important and novel in four respects: it offers the first clear and realistic proposal for increasing the control people can have over the complex problems they bring to professionals; it presents concrete evidence that lay participation in complex decision making need not be inefficient; it gives practical advice to clients and to lawyers for dealing with each other more effectively and it presents a comprehensive picture of the actual and often dramatic experiences of accident victims, and what it is like to make a personal injury claim. *A Safe Place for Change*, 2nd Ed. Skills and Capacities for Counselling and Therapy Interactive Publications Pty Ltd Unlike most texts, *A Safe Place for Change* focusses squarely on the therapeutic relationship. Well-written, insightful and accessible, this textbook speaks directly to students of counselling and psychotherapy, recognising their needs and their challenges. The authors' real-world experience is evident throughout the book, as is their skill in teaching complex concepts in clear language.

**Penguin Readers Level 5: Doctor Who: Borrowed Time (ELT Graded Reader)** Penguin UK Penguin Readers is an ELT graded reader series. Please note that the eBook edition does NOT include access to the audio edition and digital book. Written for learners of English as a foreign language, each title includes carefully adapted text, new illustrations and language learning exercises. Titles include popular classics, exciting contemporary fiction, and thought-provoking non-fiction, introducing language learners to bestselling authors and compelling content. The eight levels of Penguin Readers follow the Common European Framework of Reference for language learning (CEFR). Exercises at the back of each Reader help language learners to practise grammar, vocabulary, and key exam skills. Before, during and after-reading questions test readers' story comprehension and develop vocabulary.

**Doctor Who: Borrowed Time**, a Level 5 Reader, is B1 in the CEFR framework. The text is made up of sentences with up to four clauses, introducing present perfect continuous, past perfect, reported speech and second conditional. It is well supported by illustrations, which appear regularly. Andrew Brown works at a big international bank. He makes lots of money every day, but he never has enough time. Now, he might have found a way to borrow some. But, instead of making his life easier, more time might just give him more problems. Maybe the time-travelling Doctor can help! Visit the Penguin Readers website Register to access online resources including tests, worksheets and answer keys. Exclusively with the print edition, readers can unlock a digital book and audio edition (not available with the eBook).

**Death Is Not the Answer Understanding Suicide and the Ways to Prevent It** Random House India Did you know that India is the world's suicide capital with over 2.6 lakh cases reported every year? But what we know about the causes of suicide lags far behind our knowledge of many other life-threatening illnesses, partly because the stigma surrounding suicidal behaviour has limited society's investment in suicide research. It is said that more than 50 per cent of all those who attempt suicide tell someone about their intention. So how do you recognize suicidal symptoms in people around you and get help? From insights into the mind of a suicidal patient and understanding why one is driven to suicide to the right kind of intervention when suicide has been attempted, and a list of suicide hotlines, this book is an attempt to help thousands who are questioning the motive of their life. It is just as useful to anyone who has lost a loved one to suicide and is looking for a way to overcome grief.

**Handbook of Expressive Arts Therapy** Guilford Publications "Expressive arts therapy—the purposeful application and integration of art, music, dance/movement, dramatic enactment, creative writing and imaginative play—is an action-oriented and sensory-based form of psychotherapy. This timely volume helps mental health clinicians incorporate different expressive modalities into practice with children, adults, and groups. Expert contributors present in-depth descriptions of their respective therapies, including art, music, dance/movement, drama, poetry, play, sandtray, and integrative approaches. In addition to reviewing the theoretical and empirical bases of each modality, chapters detail the process of assessment and intervention with people experiencing specific clinical problems and life challenges. A wealth of concrete examples and case vignettes are featured throughout to bring key concepts to life. Giving particular attention to strategies for integrating expressive work with other forms of psychotherapy and counseling, this is an eminently practical resource for clinicians of any orientation"—

**How to Be an Alien** Longman 'Penguin Readers' are simplified texts designed in association with Longman to provide a step-by-step approach to the joys of reading for pleasure. **The Emotional and Sexual Lives of Older People** A Manual for Professionals Springer **Aspects of Contemporary Book Design** University of Iowa Press In this manifestly practical book, Richard Hendel has invited book and journal designers he admires to describe how they approach and practice the craft of book design. Designers with interesting and varied careers in the field, who work with contemporary technology in today's publishing environment, describe their methods of managing the challenges presented by specific types of books, presented side by side with numerous images from those books. Not an instruction manual but a unique, on-the-job, title page-to-index guide to the ways that professional British and American designers think about design, **Aspects of Contemporary Book Design** continues the conversation that began with Hendel's 1998 classic, **On Book Design**. Contributing designers who focus on solving problems posed by nonfiction, fiction, cookbooks, plays, poetry, illustrated books, and journals include Cherie Westmoreland, Amy Ruth Buchanan, Mindy Basinger Hill, Nola Burger, Ron Costley, Kristina Kachele, Barbara Wiedemann, and Sue Hall, as well as a host of other designers, typesetters, editors, and even an author. Abbey Gaterud attempts to define the conundrum that the e-book presents to designers; Kent Lew describes the evolution of his Whitman typeface family; Charles Ellertson reflects upon the vital relationship between the typesetter and the designer; and Sean Magee writes about the uneasy alliance between designers and editors. In an extended essay that is as frank and funny as it is illuminating, Andrew Barker takes the reader deep into the morass—excavating the fine, finer, and finest details of working through a series design. At the heart of this copiously illustrated book is the enduring need for design that clarifies the way for the reader, whether on the printed page or on the computer screen. Blending his roles as designer, author, interviewer, and editor, Hendel reaches across both sides of the drafting table—both real and virtual—to create a book that will appeal to aspiring and seasoned book designers as well as writers, editors, and readers who want to know more about the visual presentation of the written word.

**Rethinking Feminist Ethics** Care, Trust and Empathy Routledge The question of whether there can be a distinctively female ethics is one of the most

important and controversial debates in gender studies, philosophy and psychology today. **Rethinking Feminist Ethics; Care, Trust and Empathy** marks a bold intervention in these debates and bridges the ground between women theorists disenchanted with aspects of traditional ethics and traditional theories that insist upon the need for some ethical principles. **Reflective Practice in Counselling and Psychotherapy Learning Matters** A good understanding of reflective practice is essential for good practice in counselling and psychotherapy, and is a criterion for accreditation with the British Association for Counselling and Psychotherapy. This book takes students on a step-by-step journey through the history of reflective practice, from its origins with Donald Schon through to ideas of knowledge and power and how the counsellor or psychotherapist deals with issues surrounding the 'self'. A central theme of the book is the concept of self-reflection and what motivates a therapist to do an often difficult and sometimes emotionally complex job. **The Christian Therapist's Notebook Homework, Handouts, and Activities for Use in Christian Counseling** Routledge Christians are faced with the same range of problems as everyone else. However, Christian therapists understand deeply the unique issues involved with their therapy. **The Christian Therapist's Notebook** is a single source for innovative, user-friendly techniques for connecting the everyday world of the client with Christian principles and Scripture. This creative, timesaving guide assists therapists in helping clients achieve therapy goals through professionally sound and principled exercises while always maintaining a positive, supportive connection with Christian beliefs. Helpful features include Scripture references relevant to common problems, case studies, vignettes, professional resource lists, client resource lists, in-session exercises, homework exercises, and handouts. **Coaching for Careers: A practical guide for coaches** McGraw-Hill Education (UK) How can coaches help clients navigate the changing world of work? This book offers a step-by-step, practical guide to running a complete career coaching programme: assessing the present; looking at motivation, skills and 'personal brand'; writing the most powerful CV/résumé; getting through a job interview or assessment centre successfully; and negotiating terms for a new job. Career coaching has never been needed more now that jobs for life have disappeared, being made redundant is common, the 'gig economy' is here to stay, and young people often must start in unpaid roles. The principles of career coaching are much the same whether you are a professional executive coach or a volunteer working for a charity whose aim is to get people back into work. But how do you do it most effectively? The focus must be on the whole career coaching cycle and building a holistic understanding of how a client's personal and professional life has influenced the person they are today, who they want to be, and how to set successful goals. Important reading for any coach who wants to understand and improve their career coaching. "This is a must-have resource for all coaches to support clients in career and job transition." Terry H. Hildebrandt, PhD, MCC, MCEC, Director of Evidence Based Coaching, Fielding Graduate University, USA "The clearest, wisest guide I have yet read on coaching towards success in the complex world of work." Sarah Gillett CMG CVO, Former ambassador, and coach in-training "Jenny continues to set the bench mark for what it means to be a great coach. An inspiring read for anyone interested in coaching." Kate Stephens, CEO, Smart Works Charity "The wealth of Jenny's own experience and the depth of her expertise gives her the authority to teach us all and we are grateful to her for the extent of our continued learning." Catherine Devitt CEO, Meyler Campbell "This is far more than a superbly comprehensive set of tools and techniques for career coaching - although it definitely is that. This is a masterful narration of the whole story of career coaching at a much deeper level." Jane Cook, Head of Leadership and Coaching, Linden Learning "An experiential step-by-step guide to working with clients who are exploring real issues around their work, career, and life, to bring out their best selves. One of the best in furthering your learning and growth as a coach." Diane Brennan, DBH, MCC, Director of Leadership & Organizational Development University of Arizona and Past President of the International Coach Federation (2008) "A thorough overview of the skills and knowledge required by career coaches. This not only defines the coach's professional toolkit, but reveals the very best practice in career coaching." John Lees, author of *How to Get a Job You Love The Love Key How to Unlock Your Psychic Powers to Find True Love* Penguin UK Read your date's mind and unlock the secret to true love . . . The Love Key is the first book to combine psychic love advice with dating know-how, in a friendly, funny and accessible way that has mass market appeal. It shows you how to use your psychic intuition to date the right people and find true love. Joanna Scott, psychic counsellor on Sky's *Psychic and Soul* channel, teaches you to: \* Discover your psychic abilities and master your romantic psychic skills \* Mind-read your dates and discover exactly how they feel about you \* Use your sixth sense to break negative patterns \* Identify Mr Wrong before he breaks your heart, and attract a loving partner who is perfect for you *Law Institute Journal* The Official Organ of the Law Institute of Victoria **The Complete Idiot's Guide to Career Advancement A Personalized Plan for Reaching Your Ultimate Potential** Penguin The step-by-step guide for everyone who ever said, "I really need a new career." People change jobs to advance their careers, earn more money, or escape a dead end. But often they're responding to misleading signals that aren't reliable indicators for job change. Now a human resources expert helps readers evaluate the reasons they may want to change jobs and careers - an enlightening process that can result in a brand-new career or a better appreciation of the one at hand. - Explore the job-search sources most people ignore - Career-profile comparisons and salary and compensation information - Develop short - and long-term goals - Move up, over, or out **G2: Building the Next Generation** John Wiley & Sons Vital guidance to ensuring the future of your firm **G2: Building the Next Generation** provides financial advisory firms with a clear roadmap to management succession. Based on the author's 17 years of experience with over 1,000 firms, this book provides a systematic process to help you identify, develop, and install the new leadership that will guide your firm's future. Extensive statistical research backs proven strategies for structuring management and succession, overcoming obstacles, selling equity, and more, while expert guidance walks you through the process and warn you of potential pitfalls along the way. A generation of entrepreneurs used their talent and ambition to build an industry; to ensure that their success lives on, those leaders now face the formidable challenge of succession. With the future of your firm at stake, how do you recruit, train, mentor, and develop the next generation of professionals, owners, and leaders? This book shows you how to find the people you need, and develop them into the

leadership your firm deserves. Identify and develop future leaders from the pool of existing and upcoming talent  
 Structure management and management succession to ensure successful transition Begin selling equity to your firm's  
 next generation of leaders Learn smart strategies for dealing with setbacks along the way The next generation of  
 leaders will shape the future of your firm, but collectively, they will define the future of the entire advisory industry.  
 Firms who succeed in developing their best talent will continue to thrive—those who fail will be left with a great car,  
 but no driver. Getting this right may be one of the most critical points of your career, and it isn't something that  
 should be left to chance or "gut feeling". **G2: Building the Next Generation** gives you a solid, grounded, systematic  
 approach for ensuring your firm's long-lived success. **The Elderly Uncooperative Patient** Routledge An invaluable  
 resource for the mental health professional who must deal with the uncooperative and difficult elderly patient.  
 Copyright **Illuminated Refocusing the Diffuse US Statute** Kluwer Law International B.V. For several decades now David  
 Nimmer has maintained a steady flow of insightful, witty, and deeply-informed commentary on copyright in the law  
 journals. His well-earned reputation as a major authority and theorist on copyright law is unassailable. In this new  
 volume and a companion to his very well received **Copyright: Sacred Text, Technology, and the DMCA**, published by  
 Kluwer in 2003 and Nimmer once again tackles some of the thorniest issues that arise in the practice of copyright law,  
 including the following and much more: and the work for hire doctri? and repeat infringers; and fair use  
 determination; and substantial similarity of computer programs. Although the volume collects articles originally  
 published between 1988 and 2006 (mostly in the past few years), Nimmer has scrupulously updated the texts and  
 woven them together into a unified whole. What the book offers as a result is a microscopic scrutiny of the U.S.  
 Copyright Act of 1976 and all its amendments, with an immeasurable abundance of interpretation grounded in the  
 author's unmatched familiarity with the law and its application. This is a work that no lawyer handling copyright  
 cases and indeed no student or scholar of any branch of intellectual property law will want to be without. **An A-Z  
 of Counselling Theory and Practice** Nelson Thornes The broad perspective, multidisciplinary approach of the second  
 edition makes it invaluable in the counselling context at any level. It is comprehensive enough for full-time counsellors  
 and students but it is also a resource for health care professionals for whom counselling is an intrinsic component of  
 their practice. **Ohio State Journal on Dispute Resolution Funny You Should Ask Mostly Serious Answers to Mostly  
 Serious Questions About the Book Publishing Industry** Penguin There is a certain perception from the outside that the  
 publishing industry is a near insurmountable fortress, with gatekeepers and naysayers manning the turrets looking for  
 any way to fire a flaming arrow at the dreams of an aspiring writer. **Funny You Should Ask**, based on the popular  
**Writer's Digest** column of the same name, assists to deconstruct, inform, and illuminate the path to publication and  
 beyond, all while dispelling the rumor that those in the industry are better than thou. And even though each writer's  
 publishing journey is like a game of PLINKO--you can drop the chip in the same slot every time and get a different  
 result--there are still common constructs and confusions that can be shared and explored together in order to help  
 inform all writers. From understanding the nuts and bolts of a query letter, to learning how to process the soul-searing  
 envy of watching someone else's career flourish, to how to talk to your editor, veteran literary agent Barbara Poelle  
 covers the approach and execution of the common and uncommon bumps along the traditional publishing path.  
 Includes • More than 100 questions answered including expanded answers to topics that didn't get the full treatment  
 in a column • Writing exercises, submission checklists, and publishing BINGO for every publishing milestone **When One  
 Wants Out And The Other Doesn't Doing Therapy With Polarized Couples** Routledge Published in the year 1989, **When  
 One wants Out and the Other Doesn't** it a valuable contribution to the field of Family Therapy. **Digital Play Therapy A  
 Clinician's Guide to Comfort and Competence** Routledge The newly updated **Digital Play Therapy** focuses on the  
 responsible integration of technology into play therapy during and after the COVID-19 pandemic. With respect for the  
 many different modalities and approaches under the play therapy umbrella, this book incorporates therapist  
 fundamentals, play therapy tenets, and practical information for the responsible integration of digital tools into play  
 therapy treatment. All chapters have been updated, and new chapters discuss strategies for using teletherapy  
 effectively during and beyond the pandemic. This revised edition provides a solid grounding both for clinicians who are  
 brand new to the incorporation of digital tools as well as for those who have already begun to witness digital play  
 therapy's power. **TRANSLATING Coaching Codes of Practice - Leading the way into the personal knowledge bases of  
 everyday practitioners** Lulu.com **New York Herald Tribune Book Review Social Structure and Forms of Consciousness,  
 Volume 1 The Social Determination of Method** NYU Press This new work (the first in a two-volume series) by the  
 leading Marxian philosopher of our day is a milestone in human self-understanding. It focuses on the location where  
 action emerges from freedom and necessity, the foundation of all social science. Today, as never before, the  
 investigation of the close relationship between social structure—defined by Marx as "arising from the life-process of  
 definite individuals"—and the various forms of consciousness is particularly important. We can only perceive what is  
 possible by first identifying the historical process that constrains consciousness itself and therefore social action. The  
 relationship between social structure and forms of consciousness discussed in this volume is multifaceted and  
 profoundly dialectical. It requires the presentation of a great wealth of historical material and the assessment of the  
 relevant philosophical literature, from Descartes through Hegel and the Liberal tradition to the present, together with  
 their connections with political economy and political theory. István Mészáros moves beyond both abstract solutions to  
 the surveyed methodological questions and one-sided structuralist evaluation of the important substantive issues,  
 bringing the process of our understanding of social structure and consciousness to a level not previously attained.  
 Above all, in the spirit of the Marxian approach, even the most complicated problems are always analyzed in relation to  
 the major practical concerns of our time. The primary aim of this work is to outline the dialectical intelligibility of  
 historical development toward a viable societal reproductive order. **Social Structures and Forms of Consciousness** is of  
 the highest importance as both a political and philosophical work, illuminating the place from where we must act,  
 today. **How to Become a Successful IT Consultant** Routledge 'How to Become a Successful IT Consultant' is a practical

book for anyone considering setting themselves up as an IT consultant. It is essential reading for those contemplating such a career change. Today IT consulting has become a major opportunity for many IT professionals who want to work for themselves. It is no longer only the domain of the high-flying international organization. In fact tens of thousands of IT professionals are leaving their regular jobs to set up as IT consultants on their own. Although there are many consulting opportunities available it is quite a challenge to make a success of your own IT consulting business. There are a lot of things to think about and many decisions to be made. For those who get it right there is a very exciting and highly lucrative business career ahead. This book takes the IT professional through all the key issues which have to be understood and explains how to optimize your chances of developing a long-term IT consulting business of your own. This practical book explains what is involved in setting up your own business as an IT Consultant. It explains the opportunities involved and gives practical advice as to how to take advantage of them. The book looks at the full range of issues concerned with getting started and maintaining your business and gives practical guidelines about how to face the many challenges which you will encounter if you leave your job and set up on your own. Amongst the many issues involved this book specifically addresses: how to find clients; how to get more business and the opportunities areas available; how to price your services; the funding you will require; how to plan your consulting assignments And much more... This book is an essential reading for anyone who is seriously thinking about taking this big career step.

**Commercial Contract Disputes The Client Turtleback Ich Werde Ein Perfekter Künstler In 26 lessons in englischer Sprache / John H. Miller ... Reinhard Welz Vermittler Verlag e.K. Teaching Racial, Ethnic, and Cultural Diversity in Social Work A Collection of Model Course Outlines Beyond the Courtroom Resolving Disputes through Agreement. Collected Articles and Essays by Hal Abramson Academic Studies PRes Beyond the Courtroom provides a compilation of articles and chapters by a dispute resolution scholar who has made remarkable contributions over his thirty-year career. Professor Abramson has focused his research and practice on parties trying to resolve their own disputes. This book includes publications that have contributed to launching the then new field of mediation representation with special attention on how attorneys, as gate keepers to mediation, can effectively represent clients. The book also includes his original publications that have contributed to the emerging field of intercultural and international mediation and the already robust and mature field of negotiations. JPMorgan's Fall and Revival How the Wave of Consolidation Changed America's Premier Bank Springer Nature This book tells the untold story of how JPMorgan became a universal bank in the 1980s-1990s and the events leading to it being acquired by Chase in 2000. It depicts the challenges Morgan's leaders - Lew Preston and Dennis Weatherstone - confronted when the firm's business model was disrupted by the developing country debt crisis and premier corporate borrowers increasingly accessing capital markets, up to its current management with Jamie Dimon. It depicts what happened to Morgan in the larger story of U.S. banking consolidation. As Morgan sought to re-enter the world of securities and navigate around Glass-Steagall barriers, their overriding goal was to ensure it would remain a pre-eminent wholesale bank serving multinational corporations. Opportunities to grow through acquisition were presented and considered, including purchasing a stake in Citibank in the early 1990s. However, Preston and Weatherstone were reluctant to integrate areas unfamiliar to Morgan such as retail banking or to assimilate cultures that were disparate from the firm's. This first-hand account explores whether Morgan could have stayed independent had its leaders pursued the strategic plan that called for it to make targeted acquisitions in areas where it had well-established businesses. Instead, in the mid-1990s, it went from being the hunter to the hunted. Rival banks that had been burdened by bad loans to developing countries and commercial real estate capitalized on rising share prices during the tech boom to acquire other institutions. Meanwhile, Morgan's profits and share price lagged, which left it vulnerable. During this time, all of the leading financial institutions struggled to change their business models. In the end, no U.S. money center bank was able to become a universal bank on its own. What ensued was a growing concentration of financial assets in a handful of institutions that was the precursor to the 2008 financial crisis, which is explored further using Morgan as a lens, in a book that is sure to interest banking and Wall Street professionals and business readers alike. *Writer's Guide to Book Editors, Publishers, and Literary Agents, 1998-1999 Who They Are! What They Want! and How to Win Them Over! Prima Lifestyles "A real find for the aspiring writer."--"The Associated Press "In-depth information."--"The Writer Who are they? What do they want? How do you win them over? Find the answers to these questions and more in the 1998-1999 edition of the "Writer's Guide to Book Editors, Publishers, and Literary Agents by Jeff Herman. Filled with "the information authors and aspiring authors need in order to avoid having a manuscript end up in the "slush pile," this comprehensive listing is organized in an easy-to-use format. It includes in-depth information about publishing houses and literary agents in the United States and Canada. The specifics include the names and addresses of editors and agents, what they're looking for, comission rates, and other key information. In addition, readers will discover the most common mistakes people make while attempting to solicit an agent (and how to avoid them) as well as numerous suggestions designed to increase the chances of getting representation. "Writer's Guide to Book Editors, Publishers, and Literary Agents also includes dozens of valuable essays giving readers insight and guidance into such topics as: - How to Write the Perfect Query Letter - The Knockout Nonfiction Book Proposal - How to Thrive After Signing a Publishing Contract - Mastering Ghostwriting and Collaboration - Free Versus Fee: The Issue of Literary Agency Fees About the Author "Jeff Herman is the founder of The Jeff Herman Literary Agency, a leading New York agency. He has sold hundreds of titles and represents dozens of top authors. Herman frequently speaks to writer's groups and at conferences on the topic of getting published.***