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Has Arrived!\b" from Keynote
Speaker **Scott McKain** ~~Scott~~

~~McKain — Create Distinction~~

1177 BC: The Year

Civilization Collapsed (Eric

Cline, PhD) \"Collapse of

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**Bestselling Author and
Keynote Speaker Scott McKain**

\ "Collapse of Distinction\ "

*A Message from Author and
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*Scott McKain Ray Dalio: THE
COLLAPSE Of The STOCK MARKET
And The ECONOMIC CRISIS Are*

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~~Choose to Fail or Succeed~~

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Will All End Badly! Prepare
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your competition fails.

[Scott McKain] -- It's not that we can't see the forest for the trees, it's just that these days, every tree looks exactly alike. From big box retail to fast food to insurance-no one stands

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Distinction: Stand Out and
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complete summary of the
ideas from Scott McKain's
book "Collapse of
Distinction" shows that
instead of standardised

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products, customers crave distinction. They want products that stand out for all the right reasons because they are delivered by companies which are fanatical...

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Collapse of Distinction
contains many more examples
and steps to take yourself

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to "Stand out from the crowd" - beginning with the three dangers every business faces when competing: 1. incremental differences, 2. new competition and 3. familiarity does not breed contempt it breeds

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**The Collapse of Distinction:
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...

According to McKain, the
"collapse of distinction,"
copycat uniformity, or
overwhelming sameness is a
product of capitalism,

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Affecting individuals and organizations to the extent that it results from incremental advancements, new competitors, and familiarity that breeds complacency and boredom in an individual's and/or

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organization's customers.

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recognized, adventure as
capably as experience not
quite lesson, amusement, as
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your ...**

In conclusion, Collapse of
Distinction is a business

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marketing manual that should
inspire contemplation,
reflection and the desire to
take immediate action.

Except for a minor editorial
error in the final Executive
Summary on page 205, which I
suggest is irrelevant, I

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Assign McKain's work an overall rating of 7, on a scale 1-10.

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According to McKain,

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distinction in the marketplace has collapsed into beige uniformity, which results in the death of businesses. Businesses need to differentiate themselves to survive, and thrive. The Collapse of Distinction

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discusses the reasons for
the collapse and provides
action-steps for businesses
to make themselves distinct.

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the forest for the trees,
it's just that these days,
every tree looks exactly
alike. From big box retail
to fast food to insurance-no
one stands out. Distinction
has collapsed into beige

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uniformity. And in today's
tough economic times, this
copycat uniformity is
resulting in the death of
businesses in every
industry, says author Scott
McKain. If a business is
going to thrive, it has to

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rise above the fray. In this book, the author will help you understand the reasons behind the current quagmire of stifling sameness, and will give you the tools your company needs to step away from the competition.

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"Collapse of Distinction:
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This complete summary of the
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book "Collapse of
Distinction" shows that
instead of standardised
products, customers crave
distinction. They want
products that stand out for
all the right reasons
because they are delivered

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by companies which are fanatical about creating a great customer experience.

And this is especially true when the economy is down. If you can create distinction, you lift yourself above your competition and create the

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conditions which will allow
you to charge more for your
products and services. This
summary teaches how to
differentiate from the
competition, even in tough
economic times. Added-value
of this summary: • Save time

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- Understand the key concepts
- Increase your business knowledge To learn more, read "Collapse of Distinction" and discover how to differentiate from the competition.

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to fast food to insurance-no
one stands out. Distinction
has collapsed into beige
uniformity. And in today's
tough economic times, this

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resulting in the death of
businesses in every
industry, says author Scott
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McKain will help you understand the reasons behind the current quagmire of stifling sameness, and will give you the tools your company needs to step away from the competition.

Endorsements "In challenging

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economic times, this is the one book every business owner MUST read. Collapse of Distinction is further evidence that Scott McKain is the premiere business communicator of our time. Not only has Scott produced

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extraordinary results in his own businesses by adhering to these principles, but he makes it simple for you to do so as well. By following the easily applied concepts from Collapse of Distinction, you will set

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the standard of excellence
for your industry and make
your competition

irrelevant." -- Joseph
Michelli, PhD, speaker,
consultant, and author of
The Starbucks Experience,
The New Gold Standard, and

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When Fish Fly

"Differentiation is not an
option in business. In a

world where the word

'commodity' has become the
norm, Scott McKain clarifies
the all-important (and all-
profitable) strategy to

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become different, become
distinct, and become
dominant in your
marketplace. Buy this book.
Read it. And put it into
practice." -- Jeffrey
Gitomer, author of The
Little Red Book of Selling

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"The primary need today is to constantly present ourselves as different from—and better than—those we compete with! Scott McKain's latest book, *Collapse of Distinction*, is a must-read for any professional or

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Organization attempting to
creatively differentiate
from the competition. I
predict this book will be a
massive hit!" -- Don Hutson,
co-author of the #1 New York
Times bestseller The One
Minute Entrepreneur, and CEO

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of U.S. Learning "In these uncertain economic times, we need new and refreshing ideas about how to move forward. Scott McKain's Collapse of Distinction may just save our sanity and common sense with his

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positive approach to
business and life itself."

-- Joe Bonsall, thirty-five
year member of legendary
music group, The Oak Ridge
Boys, and author of the best-
selling book G.I. Joe and
Lillie "I could not stop

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reading...making
notes...writing our staff
and our suppliers...about
the ideas I've learned! (And
this was just by the end of
Chapter One!) With superb
style, storytelling, and
rationale, Collapse of

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Distinction is a distinctive
piece of business and
personal literature." --Ty

Boyd, Founder and Chairman,
Executive Learning Systems

"If I can't tell the
difference between you and
your competitor, why should

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I spend my money with you?
The answer to that question
is the key to your survival
and success. Scott McKain's
new book teaches how to
answer that question—the
right way!" --Larry Winget,
television personality and

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New York Times best-selling
author of People Are Idiots
and I Can Prove It

In engaging, story-fille
prose, McKain explains the
four cornerstones of
distinction, ending each

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chapter with a helpful
executive summary.

Have you taken your business
from good to great, only to
find that “great” still

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Isn't cutting it? Are you making all the right moves in your career and still not receiving the recognition you have earned? Why do companies like Apple get all the attention, when you have difficulty getting anyone to

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focus on your efforts? In our homogenized world, companies in every sector—from big-box retail to financial services; from fast food to entrepreneurs—appear more and more alike, as do the

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tweets and LinkedIn pages of professionals across the country. But if people see you or your company as nothing more than a carbon copy of the competition, how can you expect to attract attention? Scott McKain's

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original approach to this problem, first captured in his book *Collapse of Distinction*, was conceived and written in the direct aftermath of the 2008 financial meltdown. His forceful case for the

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importance of
distinction-finding success
by setting yourself apart
from the crowd-resonated
with thousands of readers.
To reflect the changing
reality since that book's
publication-and to

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incorporate new research and up-to-date examples—McKain, an internationally recognized expert on business distinction, has retitled and revised it as Create Distinction. Within these updated pages

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(including one entirely new chapter) you'll find a potent cure for similarity and uniformity—the primary killers of businesses and careers. In engaging, story-filled prose, McKain lays out the cornerstones of

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distinction and equips you with the specific tools and knowledge you need to stand out. Whether you're in the "C-suite" of a multinational company or just vying for your next promotion, you'll learn how to rise above the

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fray and make up your work
unmistakable. With this
practical advice, you'll
feel confident stepping up
from the competition—and
toward success.

The definitive guide to

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Architectural practice
Business, legal, and
technical trends in
architecture are constantly
changing. The Architect's
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Professional Practice has
offered firms the latest

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guidance on those trends since 1920. The Fifteenth Edition of this indispensable guide features nearly two-thirds new content and covers all aspects of contemporary practice, including updated

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material on: Small-firm
practice, use of
technologies such as BIM,
and project delivery methods,
such as IPD and architect-
led design-build Career
development and licensure
for emerging professionals

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and state-mandated continuing education for established architects Business management topics, such as organizational development, marketing, finance, and human resources Research as an integrated

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practice, featuring such
topics as evidence-based
design and research in
a small-firm context The
Fifteenth Edition of The
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of Professional Practice

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and trends in the industry,
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the star sales speaker and
author of The Sales Blog
that reveals how all
salespeople can attain huge

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sales success through
strategies backed by
extensive research and

experience. Anthony
Iannarino never set out to
become a salesman, let alone
a sales manager, speaker,
coach, or writer of the most

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prominent blog about the art
and science of great
selling. He fell into his
profession by accident, as a
day job while pursuing rock-
and-roll stardom. Once he
realized he'd never become
the next Mick Jagger,

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Tannarino turned his focus to a question that's been debated for at least a century: Why are a small number of salespeople in any field hugely successful, while the rest get mediocre results at best? The answer

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is simple: it's not about
the market, the product, or
the competition—it's all
about the seller. And
consequently, any
salesperson can sell more
and better, all the time.
Over twenty-five years,

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Tannarino has boiled down everything he's learned and tested into one convenient book that explains what all successful sellers, regardless of industry or organization, share: a mindset of powerful beliefs and

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a skill-set of key actions,
including...

- Self-discipline: How to keep your commitments to yourself and others.
- Accountability: How to own the outcomes you sell.
- Competitiveness: How to embrace competition

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rather than let it
intimidate you.

- Resourcefulness: How to blend your imagination, experience, and knowledge into unique solutions.
- Storytelling: How to create deeper relationships by

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presenting a story in which the client is the hero and you're their guide.

·Diagnosing: How to look below the surface to figure out someone else's real challenges and needs. Once you learn Iannarino's core

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strategies, picking up the
specific tactics for your
product and customers will
be that much easier. Whether
you sell to big companies,
small companies, or
individual consumers, this
is the book you'll turn to

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again and again for proven
wisdom, strategies, and tips
that really work.

When part of a person's body
is separated from them, or
when a person dies, it is
unclear what legal status

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the item of bodily material
is able to obtain. A 'no
property rule' which states
that there is no property in
the human body was first
recorded in an English
judgment in 1882. Claims
based on property rights in

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the human body and its parts
have failed on the basis
that the human body is not
the subject of property.

Despite a recent series of
exceptions to the 'no
property rule', the law
still has no clear answer as

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to the legal status of the
body or its material. In
this book, Wall examines the
appropriate legal status of
bodily material, and in
doing so, develops a way for
the law to address disputes
over the use and storage of

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bodily material that, contrary to the current trend, resists the application of property law. Wall assesses when a person ought to be able to possess, control, use, or profit from, his or her own bodily

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material or the bodily
material of another person.
Bodily material may be
valuable because it retains
a functional unity with the
body or is a material
resource that is in short
supply. With this in mind,

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Wall measures the extent to which property law can represent the rights and duties that protects the entitlement that a person may exercise in bodily material, and identifies the limits to the appropriate

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application of property law.
An alternative to property
law is developed with
reference to the right of
bodily integrity and the
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