

Nextgear Capital

Mark Coggins

Marketing Above the Noise Linda J. Popky, 2016-11-03 Marketing today is out of control. With all the new marketing techniques accessible to the masses, it's becoming harder and harder to stand out from the crowd. The result is more and more messages, hitting us more often in new and more intrusive ways. For customers, it's a lot of noise. Through her work with a wide range of organizations from small companies to professional service providers to Fortune 500 companies, Linda Popky has developed Dynamic Market Leverage(TM), an approach to help cut through the clutter, stand out, and effectively build business. Marketing Above the Noise takes a contrarian approach by not focusing on social media, digital marketing, or other new tactics, and instead helping organizations understand: * The critical upfront work needed to really understand customers, markets and unmet needs * The value of consistent, focused messaging * Why empowering employees to effectively represent the brand is so critical * How to thrive in an age of user-generated content and customer driven marketing * Why it's key not to confuse selling with installing The book introduces the Dynamic Market Leverage Model, which measures marketing clout by looking at eight core marketing disciplines and five additional Leverage Factors that can help an organization focus on key aspects of their marketing function that will provide the most significant return on their marketing investment. Today's businesses need to stop trying to keep pace with the latest and greatest marketing tactics and instead focus on developing those long term strategies that build customer loyalty and convince prospects to buy. Yes, businesses need to be aware of and integrate new media and new approaches, but they need to do it in a way that makes sense for the business. They need to maintain a clear focus above the din of the roaring crowd--above the marketing fray. Most organizations don't have the luxury of being able to start from a clean slate to develop new marketing strategies. They have existing customers, existing channels and relationships, existing ways of doing business. With limited resources, they're not able to integrate every new tactic as it appears and they're not sure how to prioritize all of these options. What's needed is a timeless framework--a way of looking at marketing as tied to both business growth and the building and nurturing of ongoing customer engagement. It's time to move the focus from social media and evangelists, sales and marketing alignment, and the latest hot cloud-based marketing tools, to what really counts: convincing customers to trust you with their business--not just once, but time and time again.

The Merger Mindset Constance Dierickx, Linda Henman, 2018-09-15 *Breaking Up Is Hard to Do* offers a unique perspective for leaders--those executives whose companies, reputations, and futures will thrive or fail because of a deal or a series of deals. This book for leaders helps decision-makers deal with the powerful undercurrents and interpersonal dynamics at play in every deal, and no one is more qualified to write it than Constance Dierickx and Linda Henman. Other books on mergers, acquisitions, and divestitures overwhelmingly have one characteristic in common: they're technical. Attorneys write books about the legal and contractual aspects of deals; project management experts write from the point of view of managing tasks and schedules; and investment bankers write about valuation and negotiation. *Breaking Up Is Hard to Do* presents an amalgamation of what Drs. Dierickx and Henman have observed--and in many cases, helped to create--in more than 65 cumulative years of

consulting with Fortune 500 companies, privately-held firms, family-owned businesses, and military organizations. Their in-the-trenches experiences spurred them to arrive at this premise: To position their organizations for more success, leaders can't shy away from the high stakes, tough decisions about their futures. This book maps the key steps in the M & A journey. It takes the reader through how to make the decision to grow acquisitively, identify roadblocks and typical wrong turns, and ultimately shows how to unlock their decision-making potential while navigating an increasingly uncertain world. Through compelling stories and surprising research findings, readers will discover that there's much more to the decision-making that drives M & A deals than they ever imagined, and they will come away with tools to help them deepen their understanding of what it takes to succeed. A fascinating read, the text weaves lessons that surface from the stories with highly pragmatic advice about suggested mindset, checklists, processes, and diagnostic tools. Readers will understand that while M & A deals aren't simple, leaders don't have to overly complicate them either. Instead, they can simplify the process if they remember hope shouldn't serve as a strategy, and they can't abdicate or delegate their leadership responsibilities. The lessons from mergers and acquisitions are critical to those considering a deal, but applied elsewhere, they have equal value, even though noticing them takes more effort. This is the essence of leadership: doing the hard work of ensuring that the gulf between strategy and tactics does not lead to either over simplification or needless complexity.

First in the Field Robin Lea Pyle, 2019-07-15 *First in the Field: Breaking Ground in Computer Science at Purdue University* chronicles the history and development of the first computer science department established at a university in the United States. The backdrop for this groundbreaking academic achievement is Purdue in the 1950s when mathematicians, statisticians, engineers, and scientists from various departments were searching for faster and more efficient ways to conduct their research. These were fertile times, as recognized by Purdue's President Frederick L. Hovde, whose support of what was to become the first "university-centered" computer center in America laid the foundation for the nation's first department of computer science. The book pulls together strands of the story from previously unpublished texts and photographs, as well as published articles and interviews, to provide the first complete historical account of the genesis of the Department of Computer Sciences at Purdue, and its continued growth up to the present. It is a fascinating story with parallels to the "space race," involving many players, some of whose contributions have gone previously unacknowledged in the heat of the race. Filled with unique historical anecdotes detailing the challenges of legitimizing the new academic field, these stories bring to life the strong convictions of a group of pioneering thinkers that continue to resonate for us today. The raw determination required to transform a computing laboratory that offered early programming courses into a full-fledged computer center and a department offering degrees in computer science characterizes this story of interest to anyone intrigued by the pathways creativity takes in scientific endeavors. It is a story that matters because it was, and is, an ongoing achievement of leadership in education and research in a field that has totally revolutionized our society.

High-Stakes Leadership Constance Dierickx, 2017-09-22 What makes some

leaders so effective when the stakes are high, while others fall short? Why are some able to not only survive but to lead their organizations to new heights even in risky, fast-changing times? The answer is succinct but multi-layered: such leaders display courage, judgment, and fortitude. High-stakes leadership does not require unnatural powers, nor is it predicated on a dangerous situation. The three signature character traits can be cultivated by anyone at any level in any organization, big or small. Organizational and leadership consultant Constance Dierickx describes high-stakes leadership in a simple, three-part model that illuminates the mindsets, strategies, and tactics leaders must draw upon to make tough decisions, take an unpopular stand, or ignore convention, providing real-world examples across a range of sectors and industries. Dierickx developed her model of high-stakes leadership to help her clients—executives at organizations ranging from start-ups to nonprofits to large, global companies—better define what they need to bring strategy to life. This, she found, is the great gulf in business, the vast space between idea and results. High-Stakes Leadership helps leaders sharpen their ability to: act decisively, with clarity and focus test ideas using reason, and course correct as needed be resolute and inspire others to continue, even in the face of challenges Leading requires the courage to make conscious decisions about what to do, the judgment to separate information from short-term trends, and the fortitude to remain true to oneself and one's mission. When leaders do these things, they also become teachers, leading their teams by example, often without realizing it. The essential aspects of good leadership endure even as the environment and tactics change. Indeed, courage, judgment, and fortitude are not merely tools for survival, they are the means by which we sculpt the future.

The Customer Centricity Playbook Peter Fader, Sarah E. Toms, 2018-10-30 A 2019 Axiom Business Award winner. In *The Customer Centricity Playbook*, Wharton School professor Peter Fader and Wharton Interactive's executive director Sarah Toms help you see your customers as individuals rather than a monolith, so you can stop wasting resources by chasing down product sales to each and every consumer.

The Restatement and Beyond Paul B. Stephan, Sarah A. Cleveland, 2020-09-18 Reflecting on the Fourth Restatement of the Foreign Relations Law, these essays provide a comprehensive survey of the most significant issues in contemporary U.S. foreign relations law. They review the context and assumptions on which that work relied, critique its analysis and conclusions, and explore topics left out of the published work that need research and development. Collectively the essays provide an authoritative study of the issues generating controversy today as well as those most likely to emerge in the coming decade. The book is organized in three parts. The first provides a historical context for the law of foreign relations from the beginning of the twentieth century to the present. The second and largest part looks at contested issues in foreign relations law today, from the status of international law as federal domestic law to presidential authority to make, unmake, and apply international agreements; and to the immunity of international organizations and foreign government officials from domestic lawsuits. The last part considers how foreign relations law might develop in the future as well as the difficulties raised by using the Restatement process as a way of contributing to the law's development. These essays for the most part concentrate on U.S. law, but the problems they face are common

to all democratic republics that seek to reconcile international relations with the rule of law.

West's Indiana Law Encyclopedia ,2020

High-Stakes Leadership Constance Dierickx,2017-09-22 What makes some leaders so effective when the stakes are high, while others fall short? Why are some able to not only survive but to lead their organizations to new heights even in risky, fast-changing times? The answer is succinct but multi-layered: such leaders display courage, judgment, and fortitude. High-stakes leadership does not require unnatural powers, nor is it predicated on a dangerous situation. The three signature character traits can be cultivated by anyone at any level in any organization, big or small. Organizational and leadership consultant Constance Dierickx describes high-stakes leadership in a simple, three-part model that illuminates the mindsets, strategies, and tactics leaders must draw upon to make tough decisions, take an unpopular stand, or ignore convention, providing real-world examples across a range of sectors and industries. Dierickx developed her model of high-stakes leadership to help her clients—executives at organizations ranging from start-ups to nonprofits to large, global companies—better define what they need to bring strategy to life. This, she found, is the great gulf in business, the vast space between idea and results. High-Stakes Leadership helps leaders sharpen their ability to: act decisively, with clarity and focus test ideas using reason, and course correct as needed be resolute and inspire others to continue, even in the face of challenges Leading requires the courage to make conscious decisions about what to do, the judgment to separate information from short-term trends, and the fortitude to remain true to oneself and one's mission. When leaders do these things, they also become teachers, leading their teams by example, often without realizing it. The essential aspects of good leadership endure even as the environment and tactics change. Indeed, courage, judgment, and fortitude are not merely tools for survival, they are the means by which we sculpt the future.

Capital Kenneth Goldsmith,2016-03-08 Acclaimed artist Kenneth Goldsmith's thousand-page homage to New York City Here is a kaleidoscopic assemblage and poetic history of New York: an unparalleled and original homage to the city, composed entirely of quotations. Drawn from a huge array of sources—histories, memoirs, newspaper articles, novels, government documents, emails—and organized into interpretive categories that reveal the philosophical architecture of the city, Capital is the ne plus ultra of books on the ultimate megalopolis. It is also a book of experimental literature that transposes Walter Benjamin's unfinished magnum opus of literary montage on the modern city, The Arcades Project, from nineteenth-century Paris to twentieth-century New York, bringing the streets and its inhabitants to life in categories such as "Sex," "Central Park," "Commodity," "Loneliness," "Gentrification," "Advertising," and "Mapplethorpe." Capital is a book designed to fascinate and to fail—for can a megalopolis truly ever be captured in words? Can a history, no matter how extensive, ever be comprehensive? Each reading of this book, and of New York, is a unique and impossible project.

BioScan ,2009

Capital Instincts Richard L. Brandt,2003-03-14 An insider's view of the investment banking world from someone who is actually shaping it Powerful, controversial and determined, Thomas Weisel is known for his unwavering focus

on winning the race, whether he is competing in a national cycling championship, sponsoring Tour de France winner Lance Armstrong or negotiating with business competitors. For twenty-seven years he ran one of the major investment banks on the West Coast, bringing public companies such as Applied Materials, Siebel Systems and Yahoo! and was instrumental in establishing San Francisco as an alternative financial center to Wall Street. In 1997 he sold his company to NationsBank, which later merged with Bank of America. Unhappy with his treatment after the merger, Weisel trumped Bank of America by negotiating a separation package that included \$500 million in stock options and the ability to hire away crucial Bank of America management. Within two years, the investment bank he started, Thomas Weisel Partners, reached half a billion dollars in revenues and negotiated high-profile deals such as Yahoo!'s merger with Geocities. Power Investor weaves Weisel's approach to success, his competitive nature and love of cycling into a fascinating inside account of the cutthroat world of investment banking. Thomas Weisel (San Francisco, CA) is the founder, CEO and Chairman of the Executive Committee of Thomas Weisel Partners, a research-driven merchant bank exclusively focused on the growth sectors of the U.S. economy. He is founder and president of Tailwind Sports, which manages the U.S. Postal Service cycling team, and was an Olympic-class speed skater and the former chairman of the U.S. Ski Foundation. Richard Brandt (San Francisco, CA) has twenty years' experience as a leading business journalist. He was a senior reporter for BusinessWeek for fourteen years and editor in chief of the technology business magazine Upside for four years.

Vulture Capital Mark Coggins, 2007-08 Mystery novel which involves high tech companies

Loop Capital Gregory White, Jeff Borden, Scott T. Whitaker, 2016 Jim Reynolds Jr. founded Loop Capital in 1997 as an investment bank specializing in bond sales for municipalities. Ten years later, with thirteen offices and almost 100 employees, Loop Capital was a national company and had brokered more than \$800 billion of underwritings in equity, tax-exempt, and taxable fixed income markets. In the process of building its municipal finance and equity trading businesses, Loop Capital had developed close relationships with a number of government officials, large institutional money managers, and corporate executives. These customers began asking Loop Capital for help with other financial services, leading the firm to build corporate finance, tax-exempt, and taxable fixed-income platforms so it could offer a wider array of investment services. Municipal and corporate finance as well as equity, taxable, and tax-exempt trading were generating positive cash flow. In a field where failures were frequent, Loop Capital was thriving, and Reynolds saw great but untapped potential in the company's future. Over the past several years, Loop Capital had served as financial advisor to several municipalities that wanted to lease or sell public assets such as airports, toll roads, and seaports. Now he confronted several intriguing questions: Should he launch a \$700 million infrastructure fund to invest in the types of deals the firm had helped structure? Did it make sense to invest in order to staff, market, and support the start-up of this new fund? If the fund was launched, should Loop Capital commit to the 1% investment likely to be required as the fund's general partner? Learn how to start a new financial services firm/investment bank venture. Learn how an investment banking firm becomes successful at doing a few things well. Assess risks of expanding into

a new line of business with a different business model. Examine differences between investment banking and fund management, and between high-growth entrepreneurship and lifestyle entrepreneurship. Examine the significance, if any, of being a minority entrepreneur.

Make Them Smile Dr. Sulman Ahmed, 2024-05-07 Learn to scale your organization to grow your impact and create sustainable wealth with this inspiring book from the Founder of DECA Dental Group. Highly specialized service providers—such as doctors, lawyers, dentists, physical therapists, and consultants—are often limited in their growth and earning potential by their notoriously difficult-to-scale industries. As a dental student at Tufts University School of Dental Medicine in Boston just four years after leaving Zimbabwe for America, Dr. Sulman Ahmed was already looking ahead to an alternative future to private practice, determined to help as many people as possible, innovate within a stagnant industry by putting the customer experience first, and maximize his earning potential. In *Make Them Smile*, Dr. Ahmed shows readers how he scaled his customer-centric services and built a national brand—known as the “Starbucks of dentistry”—and offers guidance on how to: Identify the ideal gap to fill in your market Leverage your expertise as your competitive advantage Become a compassionate, highly capable leader Standardize operations and scale Navigate the various financing vehicles available at different stages of growth Build sustainable wealth while creating a legacy of improving customers’ lives For hardworking and dedicated professional service providers, *Make Them Smile* offers a way out of the grind of living hour to billable hour, providing a road map for how to build a scalable, standardized brand that provides a consistent, repeatable, and high-quality customer experience.

Proceedings of the American Electric Railway Accountants' Association ... Containing a Complete Report of the ... Annual Convention Held at ...
American Electric Railway Accountants' Association. Convention, 1911

Proceedings of the American Electric Railway Engineering Association
American Electric Railway Engineering Association, 1911

Startup Ecosystems Fabio Greco, 2023-07-25 This book analyzes the components of the startup ecosystem, including the characteristics that can favor or disadvantage the development of new innovative ventures. The author believes it is essential to identify crucial variables of start-up ecosystems that have a context-specific influence on the well-being and development of startups. In this regard, the book analyzes the concept of the start-up ecosystem both from the point of view of scholars and professionals. The author then deals with the diverse approaches to studying startup ecosystems, which have over the years become increasingly complex, and less linear, making systematization indispensable. The author provides therefore a classification with a transversal logic with respect to this diversity of contributions in the literature. The main theoretical contributions to start-up ecosystems are grouped according to the attention they place on three different variables: territorial contexts, resources, and actors. The author also presents qualitative, interview-based, research using narrative analysis mode to understand the three variables. The work provides, on the one hand, the proposal of a framework as a theoretical interpretative model useful both for the description of the fundamental components of the start-up ecosystem, and also useful for giving a boost to future research. On the other hand, the book also presents evidence of a practical nature useful to support and guide

the choices of startup founders and of managers of companies and institutions that orbit within start-up ecosystems.

Chief Officer: Principles and Practice David Purchase, 2015-12-18 Chief officers need to know how to make the transition from company officer to chief officer. Chief Officer: Principles and Practice is designed to help make the transition from company officer to chief officer a smooth evolution. Covering the entire scope of Levels III and IV from the 2014 Edition of NFPA 1021, Standard for Fire Officer Professional Qualifications, Chief Officer: Principles and Practice is your complete Fire Officer III & IV training solution

Get Big Fast and Do More Good Ido Leffler, Lance Kalish, 2013 Stories, inspiration, and practical advice on how entrepreneurs can grow their companies rapidly without sacrificing their ethics (or Mother Earth), from the founders of Yes To, the #2 natural beauty brand in the U.S. after only a few short years.

Canadian income tax Bryan Pontifex,

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