

Download Ebook Wake Up And Smell The Profit  
52 Guaranteed Ways To Make More Money In  
Your Coffee Business

# **Wake Up And Smell The Profit 52 Guaranteed Ways To Make More Money In Your Coffee Business**

Wake Up and Smell the Coffee  
Wake Up and Smell The Coffin  
Coffeeland  
Wake Up and Smell the Roses  
Wake Up and Smell the Reality!  
Brewing Resistance: Indian Coffee House and the Emergency in Postcolonial India  
Wake Up and Smell The Coffee  
Wake Up and Smell the Planet: The Non-Pompous, Non-Preachy Grist Guide to Greening Your Day  
Wake Up and Smell the Shit  
Wake Up and Smell the Profit  
Wake Up and Smell the Poop!  
Generation of Idiots  
Wake Up and Smell the Hairspray  
Wake Up and Smell the Coffin  
Wake Up and Smell the Glory  
Wake Up and Smell the Truth  
Wake Up and Smell the Shit  
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Wake Up and Smell the Coffin  
IT'S TIME TO WAKE UP AND SMELL THE ROSES  
Wake Up and Smell the Coffee: Funny Motivational Inspiration  
Encouragement Journal: Makes a Perfect Inspirational and Coffee Lover's Gift for Men Or  
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Caffeinated  
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Wake

Up and Smell the Real Estate Wake Up and Smell the  
Coffee Wake up and Smell the Poop!

## **Wake Up and Smell the Coffee**

In November 2005, Bonnie Blodgett was whacked with a nasty cold. After a quick shot of a popular nasal spray up each nostril, the back of her nose was on fire. With that, Blodgett—a professional garden writer devoted to the sensual pleasures of garden and kitchen—was launched on a journey through the senses, the psyche, and the sciences. Her olfactory nerve was destroyed, perhaps forever. She had lost her sense of smell. Phantosmia—a constant stench of “every disgusting thing you can think of tossed into a blender and pureed”—is the first disorienting stage. It’s the brain’s attempt, as Blodgett vividly conveys, to compensate for loss by conjuring up a tortured facsimile. As the hallucinations fade and anosmia (no smell at all) moves in to take their place, Blodgett is beset by questions: Why are smell and mood hand-in-hand? How are smell disorders linked to other diseases? What is taste without flavor? Blodgett’s provocative conversations with renowned geneticists, smell dysfunction experts, neurobiologists, chefs, and others ultimately lead to a life-altering understanding of smell, and to the most transformative lesson of all: the olfactory nerve, in ways unlike any other in the human body has the extraordinary power to heal.

## **Wake Up And Smell The Coffin**

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Parents were here first! How did the kids suddenly take control? Sure the world has changed from the days when children were supposed to be seen and not heard but things have gotten a little out of hand. What about some quality time for the grownups? Author Christie Mellor's hilarious, personal, refreshing, and actually quite useful advice delightfully rights the balance between parent and child. In dozens of short, wickedly funny chapters, she skewers today's parental absurdities and reminds us how to make child-rearing a kick. With recipes, helpful hints, and illustrations, this high-spirited book is the only book parents will really need and enjoy.

### **Coffeeland**

Witty, authoritative, comprehensive and fun, Wake Up and Smell the Profit is the ultimate guide to making more money in your coffee business. In this book you'll find the sharpest insights and the best ideas from two of the UK's top Coffee Business Gurus. Together 'The Coffee Boys' have 40 years' experience in how to make money in the coffee selling business. Whether you operate a single site espresso bar, a Michelin starred restaurant or chain of hotels, there is something in this book for everyone. With 52 motivating tips and suggestions (plus an extra bonus idea for good measure), all you need to do is apply one initiative a week for a year and you could have a much more profitable and easier to manage business within twelve months. With this book you'll be able to:

- A\* Make more money and work less
- A\* Have happier customers who spend more money
- A\* Win

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more customers without spending a fortuneA\* Enjoy running your business moreA\* Create customers who rave about your business and consequently generate more customers through word of mouthWhat are you waiting for? Contents: Introduction; 1. It's all about the money - the good news; 2. It's all about the money - the bad news; 3. It's all about the money - a little story; 4. Focus on coffee for profit; 5. Great coffee (profits) come from great training; 6. Great coffee sales come from one thing - great taste; 7. It's all about the food; 8. There are three ways and only three ways to grow your business; 9. Be brave about your prices; 10. Know your figures and have a plan - a plan that works for you!; 11. Get accountable and know your figures; 12. Know your food cost for every single item; 13. Know your labour/wage cost and stay accountable; 14. It's your fault - get this and then get it again; 15. A coffee shop is all about people - and people need clear rules; 16. Make sure your employees understand the numbers; 17. Every pound is not equal. A pound earned is worth a lot less than a pound saved; 18. View your coffee business as if you were a customer; 19. View the business every day as if you were an employee; 20. Break the whole selling process down and make it better; 21. Keep your toilets spotless; 22. Treat lunch like a restaurant; 23. Create food stories about your star products and sell, sell, sell; 24. Get crafty with your menu and signage; 25. Watch your language; 26. Say hello; 27. Don't point and watch your body language; 28. Nod your head when asking a customer if they would like something; 29. Thank them; 30. The Granny Rule; 31. Keep the kids occupied; 32. Sell more coffee with cake and more cake with coffee Up selling and cross

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### **Wake Up and Smell the Roses**

The world is flooded with so-called dog training experts, paraphernalia, and information. Cupboards and drawers are bursting with dog biscuits, devices and gadgets. Yet more dog owners than ever are desperately trying to create some semblance of peace and order within their homes amidst their out-of-control canines. Something is clearly afoul in the world of dog ownership and training! In his new book Don Sullivan inspires readers to wake up and recognize the insidious forces undermining the realization of dog owners' dreams, and he empowers

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them with an unprecedented array of knowledge and understanding to launch them to instant success with their own dogs. At times controversial and continually enlightening, Wake Up and Smell the Poop! proves that Don Sullivan's approach to training dogs is far from ordinary.

### **Wake Up and Smell the Reality!**

The Ultimate Wake Up And Smell The Coffee Blank Lined 6X9 100 Page Journal For: Anyone that loves an Inspirational Quote, Encouraging Sayings or Just likes Motivational Proverbs. Funny Wake Up And Smell The Coffee Journal Gift Gift For Women Empowerment American annual anonymous blessed blue brave celebrating ceremonious civic committed constant courageous decorated devote earnest Funny Wake Up And Smell The Coffee Journal To Write Things in.

### **Brewing Resistance: Indian Coffee House and the Emergency in Postcolonial India**

WAKE UP AND SMELL THE COFFEE is an unapologetic look at what it takes to become successful in today's hyper-competitive society. From your mindset, to your daily routine, to your emotional management, WAKE UP AND SMELL THE COFFEE shows you both the right way and the wrong way to climb the success ladder.

### **Wake Up and Smell The Coffee**

This book is concerned with the rapid and varied

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changes in the nature of work and work relationships which have taken place in recent years. While technological innovation has been a key contributor to the nature and pace of change, other social and market trends have also played a part such as increasing workforce diversity, enhanced competition and greater global integration. Responding to these trends alongside cost pressures and the need for continued responsiveness to the environment, organizations have changed the way in which work is organized. There have also been shifts in product markets with growing demand for authenticity and refinement of the customer experience which has further implications for how work is organized and enacted. At the same time, employees have sought changes in their work arrangements in order to help them achieve a more satisfactory relationship between their work and non-work lives. Many have also taken increased responsibility for managing their own work opportunities, moving away from dependency on a single employer. The implications of these significant and widespread changes are the central focus of this book and in particular the implications for workers, managers, and organizations. It brings together contributions from an international team of renowned management scholars who explore the opportunities and challenges presented by technological and digital innovation, consumer, social and organizational change. Drawing on empirical evidence from Europe, North America and Australia, *Work, Working and Work Relationships in a Changing World* considers new forms of service work, technologically enabled work and independent professionals to provide in-depth insight into work

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experiences in the 21st Century.

## **Wake Up and Smell the Planet: The Non-Pompous, Non-Preachy Grist Guide to Greening Your Day**

This new collection by one of America's premier performers and most innovative and provocative artists includes 100 monologues from his acclaimed plays and solo shows including: Drinking in America; Men Inside; Pounding Nails in the Floor with My Forehead; Sex, Drugs, Rock & Roll and more. Also included are additional pieces from Talk Radio and Notes from Underground.

## **Wake Up and Smell the Shit**

## **Wake Up and Smell the Profit**

Not a guide about guilt, but about making little choices throughout the day that improve the planet. We all have our morning routines, whether it's making coffee, walking the dog, feeding the kids, a shower and a shave, the office commute, or some combination thereof. And at each of these morning moments -- in fact, at any given time throughout the day -- we're making choices. What to eat, what to wear, how to dispose of dog poop or diapers, how to travel from point A to point B, where to have a post-work cocktail, and on, and on -- this compact and resourceful handbook takes a look at how to simplify and "green" our daily choices, from the moment we

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get up in the morning, until we finally lay our heads down at night. Grist's news about green issues and sustainable living is far from predictable. A self-proclaimed "beacon in the smog," it provides some of the most refreshing and knowledgeable voices on how to live wisely and promote a healthy world. Consider this guide an off-line beacon, bringing Grist's edgy authority, impeccable research, and planetary cheerleading to a broader audience.

### **Wake Up and Smell the Poop!**

This hot and spicy devotional for teens from humor writers Todd and Jedd Hafer is available for take-out. It includes 52 key ingredients for a tasty life, a daily slice of advice from God's Word, and a delivery challenge for the reader to chew on throughout the week. "Time to Reheat" checkpoints ensure that none of the slices will be left to grow mold in the teen's mind. Heavy on the meaty content, easy on the cheese, each devotional can be enjoyed and digested quickly--ideal for the on-the-go teen. It's sure to satisfy the spiritual hunger of Christians and non-Christians alike. Bon appetit!

### **Generation of Idiots**

Enough with the upbeat books filled with hopeful thoughts. The time has come for meditations on reality. In the same humorous tradition as Jack Handy's irreverent observations on life (Deep Thoughts), this collection offers 365 days of cynical, earthbound non-inspiration--a perfect antidote to

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today's feel-good culture.

## **Wake Up and Smell the Hairspray**

Innovation is being proven around the world to be the best path to stability and growth for businesses. However, the path to building an Innovation Culture is often very muddy and confusing. Wake Up and Smell the Innovation is a new book that combines a real-life story of a service company pursuing innovation competency building by visiting some of the most innovative companies in the U.S. and a How-To guide on steps to take to create a culture of innovation in any type of organization. This tale of how to create a desired future by embracing innovation is a must-read for C-Suite leaders and business owners. The story is set in one of the most unlikely places for an innovation revolution to begin the health care industry. Sit back and enjoy this unique story while you receive a thorough business course in how to chart your path to being an innovative leader in an innovation-rich organization.

## **Wake Up and Smell the Coffin**

The perfect coffee notebook/journal/diary for you, your family member or your friend! This unique and beautiful looking notebook is a great gift for anyone! The perfect way to: Take notes Celebrate your life Make your shopping list 'TO DO' things Reminders Goals and Habits This blank lined and personalized coffee lovers journal comes in a matte finish, with 108 pages of blank lines. It comes with a white interior

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and dark lines with coffee personalization throughout.

### **Wake Up and Smell the Glory**

In this award-winning cookbook series, innkeepers share their favorite breakfast and brunch recipes. Travel info also included!

### **Wake Up and Smell the Truth**

An examination of how our thoughts and emotions are manipulated by politicians, media, and celebrities. "Generation of Idiots" was written to expose the persuading forces that move Americans today and distort the young minds of tomorrow. Great men such as Ben Franklin and Thomas Jefferson used to inspire young minds, not use them for their own personal gain. Our country hangs in the balance, unless we find great patriots like that again to lead us back into prosperity. This book may raise your blood pressure or make you laugh, but it will also make you think-and that's the objective.

### **Wake Up and Smell the Shit**

In this hilarious volume, Samson proves "the older you get, the better you were." He blows the lid off memory loss, moisturizers, menus with microscopic lettering, male pattern baldness, receding gums, crows feet, and inflamed hemorrhoids.

### **Wake Up and Smell the Coffee**

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LIVE IN PEACE AS BROTHERS AND SISTERS BY CHRISTMAS EVE, OR THERE WILL BE NO CHRISTMAS MORNING. END ALL DEATH AND DESTRUCTION, AND DESTROY ALL WEAPONS OF MASS DESTRUCTION.

## **Wake Up and Smell the Coffin**

The popular newspaper advice columnist shares anecdotes, advice, answers, and columns dealing with such issues as marital infidelity, AIDS, and homosexuality

## **IT'S TIME TO WAKE UP AND SMELL THE ROSES**

This Vent Journal Contains 120 blank lined pages where you can release your Stress! EASY to USE! Just LET GO! This book looks pretty so no one will know what you're up to! Vent Away!

## **Wake Up and Smell the Coffee: Funny Motivational Inspiration Encouragement Journal: Makes a Perfect Inspirational and Coffee Lover's Gift for Men Or**

The world is flooded with so-called dog training experts, paraphernalia, and information. Cupboards and drawers are bursting with dog biscuits, devices and gadgets. Yet more dog owners than ever are desperately trying to create some semblance of peace and order within their homes amidst their out-of-control canines. Something is clearly afoot in the

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### **Three Moments of an Explosion**

The epic story of how coffee connected and divided the modern world Coffee is an indispensable part of daily life for billions of people around the world--one of the most valuable commodities in the history of global capitalism, the leading source of the world's most popular drug, and perhaps the most widespread word on the planet. Augustine Sedgewick's *Coffeeland* tells the hidden and surprising story of how this came to be, tracing coffee's five-hundred-year transformation from a mysterious Muslim ritual into an everyday necessity. This story is one that few coffee drinkers know. It centers on the volcanic highlands of El Salvador, where James Hill, born in the slums of Manchester, England, founded one of the world's great coffee dynasties at the turn of the twentieth century. Adapting the innovations of the Industrial Revolution to plantation agriculture, Hill helped to turn El Salvador into perhaps the most intensive monoculture in modern history, a place of extraordinary productivity, inequality, and violence.

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Following coffee from Hill family plantations into supermarkets, kitchens, and workplaces across the United States, and finally into today's ubiquitous cafés, Sedgewick reveals how coffee bred vast wealth and hard poverty, at once connecting and dividing the modern world. In the process, both El Salvador and the United States earned the nickname "Coffeeland," but for starkly different reasons, and with consequences that reach into the present. This extraordinary history of coffee opens up a new perspective on how the globalized world works, ultimately provoking a reconsideration of what it means to be connected to faraway people and places through the familiar things that make up our day-to-day lives.

### **Wake Up and Smell the Dollars! Whose Inner-city is this Anyway!**

NAMED ONE OF THE BEST BOOKS OF THE YEAR BY The Washington Post • NPR • The Guardian • Kirkus Reviews • The fiction of multiple award-winning author China Miéville is powered by intelligence and imagination. Like George Saunders, Karen Russell, and David Mitchell, he pulls from a variety of genres with equal facility, employing the fantastic not to escape from reality but instead to interrogate it in provocative, unexpected ways. London awakes one morning to find itself besieged by a sky full of floating icebergs. Destroyed oil rigs, mysteriously reborn, clamber from the sea and onto the land, driven by an obscure purpose. An anatomy student cuts open a cadaver to discover impossibly intricate designs

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carved into a corpse's bones—designs clearly present from birth, bearing mute testimony to . . . what? Of such concepts and unforgettable images are made the twenty-eight stories in this collection—many published here for the first time. By turns speculative, satirical, and heart-wrenching, fresh in form and language, and featuring a cast of damaged yet hopeful seekers who come face-to-face with the deep weirdness of the world—and at times the deeper weirdness of themselves—*Three Moments of an Explosion* is a fitting showcase for one of literature's most original voices. Praise for *Three Moments of an Explosion* “China Miéville is dazzling. His latest collection of short stories, *Three Moments of an Explosion*, crowds virtuosity into every sentence.”—*The New York Times* “You can't talk about [China] Miéville without using the word 'brilliant.' . . . His wit dazzles, his humour is lively, and the pure vitality of his imagination is astonishing.”—Ursula K. Le Guin, *The Guardian* “[A] gripping collection . . . Miéville expertly mixes science fiction, fantasy and surrealism. . . . Amid the longer stories are more cerebral, poetic flash pieces that will haunt the reader beyond the pages of this exceptional book.”—*The Washington Post* “The stories shine . . . with a winking brilliance.”—*The Seattle Times* “Mind-bending excursions into the fantastic.”—NPR “Bradbury meets Borges, with Lovecraft gibbering tumultuously just out of hearing.”—*Kirkus Reviews* (starred review) “*Three Moments of an Explosion* is a book filled with fabulous oddities.”—*Entertainment Weekly* “Miéville moves effortlessly among realism, fantasy, and surrealism. . . . His characters, whether ordinary witnesses to extraordinary events or lunatics

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operating out of inexplicable compulsions, are invariably well drawn and compelling.”—Publishers Weekly (starred review) From the Hardcover edition.

## **Wake Up and Smell the Coffee**

Favorite breakfast and brunch recipes from the Upper Midwest's best bed & breakfast inns.

## **100 (monologues)**

Every choice you have made in your life has led you to where you are at present. This text is about looking at where you are, what you are doing, where you are going, and then doing something constructive about it.

## **Wake Up and Smell the Coffee**

This book details the movement against India's Emergency based on newly uncovered archival evidence and oral histories.

## **Wake Up and Smell the Profit**

This book will take you from 'Sunday Christian' to being a vital member of the body of Christ in your local Church, understanding why you are who you are, and Who for. Matthew started writing this book, not after he'd been in the ministry for twenty years or more, nor after he'd built a 'mega-Church'. He hadn't even started Bible college yet! He began writing this book less than a year after becoming a Christian, so

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he literally takes you with him, from discovering the difference between how and why things are as they are, all the way to clearly hearing the voice of God and effectively standing up against the devil and his drones, in your life. When the idea was introduced to Matthew, that Christians can actually hear the voice of God, they didn't tell him that most people don't, or that it's a rare occurrence. At least not until the prophetic was already flowing, and by then it was too late to squeeze him into the box so many accept. So as a new Christian, with the child like faith that Jesus requested for salvation, Matthew decided early on that if God is who He says He is, and you have a question, what's stopping Him from answering you? The Bible says; You have not because you ask not. So he asked and he asked and he asked some more. Why Would You Read This Book? I'm just like you, no more, no less. I believe God is raising up His people. Any of His people, to finish the work He started and left us with, two thousand years ago. I've written this book to show you that God can and will use anyone who is ready and everyone who is willing. Don't read this book because you know who I am (nobody knows who I am), read this book because you want to know what God has to say, directly to you!

### **Wake Up and Smell the Coffee!**

Sustainability is the new "bling," and Grist knows how to wear it. Not a guide about guilt, but about making little choices throughout the day that improve the planet. Grist is the hottest online magazine covering sustainability and popular culture. Like Grist, this is a

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quirky, humorous, entertaining, and sometimes irreverent read. We all have our morning routines, whether it's making coffee, walking the dog, feeding the kids, a shower and a shave, the office commute, or some combination thereof. And at each of these morning moments-in fact, at any given time throughout the day-we're making choices. What to eat, what to wear, how to dispose of dog poop or diapers, how to travel from point A to point B, where to have a post-work cocktail, and on, and on-this compact and resourceful handbook takes a look at how to simplify and "green" our daily choices, from the moment we get up in the morning, until we finally lay our heads down at night. Grist magazine's news about green issues and sustainable living is far from predictable. A self-proclaimed "beacon in the smog," it provides some of the most refreshing and knowledgeable voices on how to live wisely and promote a healthy world. Consider this guide an off-line beacon, bringing Grist's edgy authority, impeccable research, and planetary cheerleading to a broader audience.

### **Wake Up And Smell The CampFire**

This is a definitive reference to economic opportunities within black communities and nationally--where to go, what to do and how to get there in the billion-dollar public offering and stock investment industry. This internationally acclaimed book has a complete listing of investment institutions, foundations, philanthropic organizations, and government agencies.

## **Work, Working and Work Relationships in a Changing World**

Exposes the truth about caffeine, the unregulated, addictive drug found in common drinks and pain medications and explains how it affects mood and athletic performance, how it is used to cement buying patterns and its role in obesity and anxiety.

### **Wake Up and Smell the Planet**

100% pure high octane Bogosian.

### **Wake Up and Smell the Planet**

In a single lifetime, which moment mattered the most? Son, brother, husband, father. hero, alcoholic, wife-beater, musician, friend. At the moment of his death Wullie McAvoy confronts everything he's been, everything he could've been and the people he loved, lost, saved and destroyed along the way. An innovative novella from the author of the Lanarkshire Strays series, the dEaDINBURGH series and On The Seventh Day. Praise for Wake Up And Smell The Coffin: "Powerful little novel." "Wonderful, complex characters." "Truly shocking in places but also really moving and redemptive." "It hits home how easily we can start to become people we really don't want to be. But, as always, Wilson gives his readers hope."

### **Wake Up and Smell the Innovation!**

Witty, authoritative, comprehensive and fun, Wake Up

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and Smell the Profit is the ultimate guide to making more money in your coffee business. In this book you'll find the sharpest insights and the best ideas from two of the UK's top Coffee Business Gurus. Together 'The Coffee Boys' have 40 years' experience in how to make money in the coffee selling business. Whether you operate a single site espresso bar, a Michelin starred restaurant or chain of hotels, there is something in this book for everyone. With 52 motivating tips and suggestions (plus an extra bonus idea for good measure), all you need to do is apply one initiative a week for a year and you could have a much more profitable and easier to manage business within twelve months. With this book you'll be able to:

- A\* Make more money and work less
- A\* Have happier customers who spend more money
- A\* Win more customers without spending a fortune
- A\* Enjoy running your business more
- A\* Create customers who rave about your business and consequently generate more customers through word of mouth

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## **Caffeinated**

This RV camping journal makes a perfect camping gift for the campers in your life who desire a camping diary to keep track of exciting camping adventures, track campground locations and dates of where they have been, a camping meals planner to include fun activities like making smores and roasting marshmallows, a weekly camping activities planner, a camping journal for recording highlights of each camping trip such as fishing, hiking and other camping memories plus more. Includes 150 high-quality pages with carefully crafted camping journal and camping planner layouts that cover everything from daily, weekly and monthly camping adventure calendars with color in camping dates, camping tracker charts for campground reservations, locations and dates, campground amenities chart to log in what each campground offers, camping shopping list, detailed family camping supplies checklist, weekly camping meal planner, camping activities chart, my camping journal and camping memories pages for posting notes, fishing expedition chart, family camping adventures chart, hiking checklist, hiking journal and more. Sized at 8x10, it's the perfect size that provides plenty of space. Professionally printed on high quality interior stock with white interior pages. This RV Travel Journal is perfect for: Camp Gifts Gifts for Campers Camper Gifts for Women Camper Gifts for Men Birthday Gifts Camper Novelty Gifts Camper Theme Gifts RV Camper Gifts Thank You

Gifts RV Retirement Gifts

## **Remembering Smell**

This hairdresser stylist themed blank lined notebook journal features funny humorous saying on cover. Perfect for taking notes, journaling, making to do lists, or doodling. Makes a great gift for Mothers Day, Birthdays, Graduation, Friend, Coworker or Christmas. Order Today!!

## **Wake Up and Smell the Pizza**

Stand back! The tales in this raunchy round-the-world romp might get you dirty. We've all had unspeakable experiences while traveling that we're ashamed to admit, but these often become our best stories in the retelling. The writers in this collection cast inhibition aside and reveal their weirdest and worst moments and how they made the best of them. And memorable moments in exotic destinations come in all shapes and sizes: insects as big as Pam Anderson's left tit, regrettable sex, stink-eyed officials, horrible healers, Lady Gaga's shoes and Madonna's special meal, trigger-happy militants, and peeping Tom rock stars. Adventure vicariously as: Spud Hilton (not Monty Python) finds the Holy Grail by accident. Meghan Ward squats, and then the toilet grunts back, in Goa. Kasha Rigby proved how tough she is on National Geographic's Ultimate Survival Alaska, but is she a match for a 90-year-old bone breaker in Guatemala? Namibians stereotype Chinese men as Bruce Lee—Gerald Yeung wonders if attacking baboons will

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do the same. Keph Senett (hoping not to follow in the footsteps of Pussy Riot) braves bombs, police and a Soviet-era sofa bed to play soccer at the LGBT games in Putin's Russia. Jabba-the-Turd versus Shannon Bradford in an epic showdown in Argentina. And many more....

### **The Three-Martini Playdate**

Tom began building his real estate fortune with the purchase of his first property at age 19. Despite having no credit or money of his own, a deal presented itself and Tom was able to see the incredible potential profits in real estate. This was his wake-up call. He realized deals are born every day in nearly every city, big or small. The circumstances that create opportunities for buyers are not unique, but rather commonplace. Deals arise from divorce, disasters, death, bankruptcy, bad decisions, inheritances, and retirement. These are the roots of all deals and they happen everywhere in the world. Tom was lucky to learn at an early age that real estate investing is a business where everyone is equal, rich or poor. The person who has the deal in his hands-the contract-is the person who will make the money. Today, Tom owns and manages over 150,000 square feet of property rentals, houses, commercial centers, offices, industrial and flex properties. In this book, you will learn Tom's methods and see links to the top videos on his YouTube channel, FlipAnythingUSA, where he elaborates on exactly how to make money as a real estate investor. You will also learn how Tom developed tools to find the best deals

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in any community and how to out-negotiate the competition. This knowledge comes from years of experience and hundreds of wins and losses. All of Tom's lessons are explained here in a very conversational and easy-to-understand manner. This is your chance to learn from a friend. The book is based on real stories: the opportunities, decisions, success and-yes, even failures-that have made Tom McKay one of the shrewdest and savviest investors in the country. Tom takes you from the beginning, where he started out with nothing, looking for a deal first and the money second. Because as Tom would explain, when you have the deal you hold all the cards. Even if you are broke, as long as you have a contract to buy a property at a great price, the rest is simple. Getting a deal on what someone has and what someone wants is where the easiest money is found. If you adopt Tom's method and attitude, you can follow in his footsteps, making millions on land, commercial and industrial buildings, apartments and houses. Regardless of whether you are a teenager, a senior citizen, or anywhere in between, it's not too late to change your life. You can make thousands-sometimes even tens or hundreds of thousands of dollars. Tom knows age and income are not a factor with his methods. Taking action is what is important. So, now is the time to wake up and smell the real estate! You'll be glad you did.

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### **Wake Up and Smell the Coffee**

Not a guide about guilt, but about making little choices throughout the day that improve the planet. We all have our morning routines, whether it's making coffee, walking the dog, feeding the kids, a shower and a shave, the office commute, or some combination thereof. And at each of these morning

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moments -- in fact, at any given time throughout the day -- we're making choices. What to eat, what to wear, how to dispose of dog poop or diapers, how to travel from point A to point B, where to have a post-work cocktail, and on, and on -- this compact and resourceful handbook takes a look at how to simplify and ""green"" our daily choices, from the moment we get up in the morning, until we finally lay our heads down at night. Grist's news about green issues and sustainable living is far from predictable. A self-proclaimed ""beacon in the smog,"" it provides some of the most refreshing and knowledgeable voices on how to live wisely and promote a healthy world. Consider this guide an off-line beacon, bringing Grist's edgy authority, impeccable research, and planetary cheerleading to a broader audience.

### **Wake up and Smell the Poop!**

A guide to losing weight features the 9-to 5 diet, the night owl's diet, the New Year's resolution diet, the surf and turf diet, the early bird's diet, the snacker's diet, and other diets. Reprint.

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