

# FRANKFURT 2023



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## RECENT ACQUISITIONS AND FUTURE HIGHLIGHTS

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**Bird, Mike**

**THE LAND TRAP**

**July 2025 | Economic History**

**Translation | Proposal available**

**Agent: Aevitas Creative Management UK | Editor: Noah Schwartzberg**

THE LAND TRAP is the story of the world's oldest asset and how it has sparked revolutions, fueled huge economic booms, and led to the worst financial crises in history. From ancient Babylon to seventeenth-century colonial America to modern China's perilous property bubble, this sweeping, vivid and original account shows how land came to assume the central role in the global banking system and in the finances of ordinary households and businesses around the world, all of which gives it a pivotal role in global politics. With attributes that make it profoundly different to other assets and goods, land is the missing puzzle piece in the popular understanding of how modern economies work.

**Mike Bird** is an award-winning journalist, currently based in Singapore as the Asia Business and Finance Editor for *The Economist*. Previously he reported for *Wall Street Journal* and was based in London and Hong Kong.

Rights sold: UK Commonwealth (Sceptre)

**Huang, Laura**

**WHISPERS**

**February 2025 | Personal Growth / Psychology**

**UK and Translation | Sample chapters available**

**Agent: Sanford J. Greenberger Associates | Editor: Merry Sun**

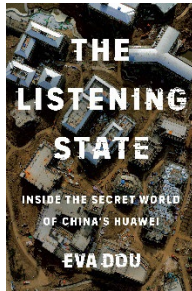
It's one of the most polarizing pieces of advice that we hear: "Go with your gut." But wouldn't it be nice to know when to just follow our gut and ignore all the data? Or alternatively, to know which situations our gut feel might be biased and leading us astray—such that we should be collecting more analytical data to cross-check our feelings? This book provides a research-backed, yet fun and practical, guide to gut feel, debunking and reconciling the varied perspectives on intuition and how people use it. Drawing from Huang's pioneering research, and interviews with fascinating characters and phenomenally successful people in their fields—including Olympic athletes, legendary investors, Pulitzer Prize winners, incarcerated individuals who have gotten back on their feet, and rock stars making comebacks after tragedy—WHISPERS reveals the art (and science) of listening to our most underestimated, misunderstood sense.

[Laura Huang](#) is a Professor of Management and Organizational Dynamics. She has held faculty positions at Harvard Business School and the Wharton School, and currently serves as Distinguished Professor and Faculty Director of the Women's Entrepreneurship Initiative at Northeastern University, and on the board of Wharton Alumni Angels. She is the author of the international bestseller *Edge*.

Rights sold: Japanese (Diamond); Korean (Book 21); Spanish (Diana/Planeta)

## FALL 2024

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**Dou, Eva**

**THE LISTENING STATE: Inside the Secret World of China's Huawei**

**August 2024 | Business History / Geopolitics**

**Translation | Proposal available; Manuscript in December 2023**

**Agent: Peter Bernstein | Editor: Noah Schwartzberg**

Acclaimed *Washington Post* reporter Eva Dou exposes the untold story of the rise of Ren Zhengfei and the mysterious family dynasty at the center of Huawei, whose connections to state apparatus reveal a deeper truth about China's surveillance web and its global ambitions. Through its technologies, Huawei has helped solidify and enforce China's growing police state, in which outspoken entrepreneurs like Jack Ma have been silenced, tycoons have disappeared, and executives must put patriotism above profit. Based on over a decade of on-the-ground reporting and an astonishing trove of confidential documents never published in English, *THE LISTENING STATE* paints an epic story of familial and political intrigue that shines a clarifying light on how business and government work together in an authoritarian state, and how companies fit into China's international ambitions under Xi Jinping.

[Eva Dou](#) is *The Washington Post's* China business and economy correspondent. A Detroit native, she previously spent seven years reporting on politics and technology for the *Wall Street Journal* in Beijing and Taipei, Taiwan. She is currently based in Washington D.C.

Rights sold: UK Commonwealth (Abacus)

**Owocki, Kevin and Puncar**

**HOW TO DAO**

**September 2024 | Bitcoin & Cryptocurrencies / Business & Economics**

**UK and Translation | Manuscript expected in January 2024**

**Agent: William Morris Endeavor | Editor: Noah Schwartzberg**

You've heard the buzz about Decentralized Autonomous Organizations (DAOs), and how they are going to redefine how we work and earn. But when you peel away the hype and tech jargon, what are they really? How do they operate, why do they matter, and how can we thrive in this brave new world of work? In *HOW TO DAO*, industry veterans Kevin Owacki and Puncar take you on an illuminating journey into the world of groundbreaking change, exploring the principles of decentralized finance, and teaching the brass tacks of setting up and managing your own DAO, from smart contracts to governance and innovation. You don't need to be a programmer or a financial whizz. DAOs are for everyone. Whether you're interested in art or commerce, building a business or crushing capitalism, there's a DAO for it. With *HOW TO DAO*, readers discover what DAOs are really about, and learn the tips and tricks they need to harness the limitless potential of this transformative new technology.

[Kevin Owocki](#) is a blockchain expert, computer scientist, co-founder of Gitcoin and CEO/founder of SuperModular, a venture studio that builds web3 projects. **Puncar** is a co-founder of Bankless Consulting, a core contributor in GitcoinDAO, and a recognized delegate in MakerDAO, the largest decentralized finance protocol.

**Poplak, Richard**

**MIDAS MEN: What the Search for Gold Has Cost the World**

**September 2024 | Business History / Globalization**

**UK and Translation | Manuscript expected in February 2024**

**Agent: InkWell Management | Editor: Noah Schwartzberg**

Since its founding, Barrick Gold Corporation has paid an estimated \$10-billion in royalties and taxes to its host nations and delivered untold wealth to its shareholders. But these riches have come at a cost: accusations of large-scale environmental devastation, brutal labor practices, collusion with third world tyrants, and widespread criminality. In MIDAS MEN, groundbreaking investigative journalist Richard Poplak traces the evolution of Barrick to its roots, conjuring a sweeping exposé of the 20th century's most rapacious industry. Spanning five continents, Barrick's history perfectly embodies our golden age of multinationalism and systematic brutality of extractive industries in the developing world, which operate freely and with impunity behind a wall of media silence.

[Richard Poplak](#) is an award-winning author, journalist, and filmmaker. He is one of the most widely read and controversial political journalists in South Africa, editing at large for the country's premier investigative journalism outfit, *Daily Maverick*.

**Taggart, Sam**

**EAT WHAT YOU KILL**

**January 2025 | Selling / Negotiation**

**UK and Translation | Manuscript expected November 2023**

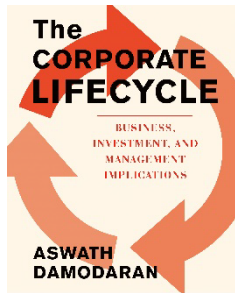
**Agent: CAA | Editor: Megan Wenerstrom**

Just ten years ago, Sam Taggart was beating the streets as a door-to-door salesman selling solar and alarm systems, getting thousands of doors slammed in his face every day. Now, Sam is the founder and CEO of D2D Experts, a seven-figure sales empire that offers training to an active userbase of 30,000 members. The secret to his success is a simple mindset shift. In EAT WHAT YOU KILL, Sam Taggart teaches readers to be sales carnivores – conquerors with limitless potential – instead of herbivores – victims who make excuses for their failures. To become a carnivore, one must hurdle the eight stumbling blocks to sales success: Mindset, Strategy, Prospecting, Pitching, Presenting, Body Language, Overcoming Objections, and Closing. From improvisational tips to take your pitches to the next level, to activating your “prey drive” to supercharge prospecting, EAT WHAT YOU KILL is the synthesis of everything Sam Taggart has learned on his way to becoming the world's best salesman.

[Sam Taggart](#) is the world's leading door-to-door sales expert. His seven-figure sales empire, D2D Experts, consults with hundreds of individuals and companies per year.

## SUMMER 2024

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**Damodaran, Aswath**

**THE CORPORATE LIFE CYCLE: Business, Investment, and Management Implications**

**August 2024 | Valuation / Organizational Behavior / Business Development**

**UK and Translation | Manuscript available**

**Agent: c/o Portfolio | Editor: Noah Schwartzberg**

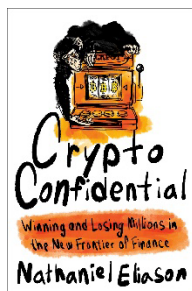
Corporations have lifecycles very much like our own, with unique stages of growth and decline. And just as we must learn to act our age, so too must companies. By better understanding how corporations age and the characteristics of each stage of their

lifecycle, we can unlock the secrets behind any businesses behavior and optimize our management and investment decisions accordingly. In THE CORPORATE LIFECYCLE, readers will learn—

- What markers tell where a company falls on its corporate lifecycle, and crucial insights for managers as they navigate the different stages
- Why the shape and timing of life cycles varies across different industries
- When transition points pose special challenges to companies—and strategies to conquer them
- How differences in investment philosophies, in particular the divide between growth and value investing, should lead investors towards companies at different lifecycle stages

This book is for anyone with skin in the corporate finance game—from managers to investors, novices to seasoned pros.

Known as “the Dean of Valuation,” [Aswath Damodaran](#) is a Professor of Finance at the Stern School of Business at New York University where he teaches corporate finance and equity valuation. He has published extensively in academic journals, written many books for practitioners, and remains the world’s foremost expert on the subject on corporate valuation.



**Eliason, Nat**

**CRYPTO CONFIDENTIAL: Making and Losing Millions in the New Frontier of Finance**

**July 2024 | Cryptocurrencies**

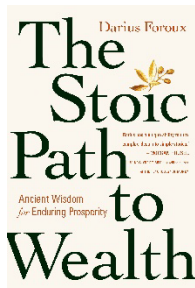
**UK and Translation | Manuscript expected end of November 2023**

**Agent: LaunchBooks Literary Agency | Editor: Noah Schwartzberg**

When Nat Eliason learned that he and his wife had a baby on the way, he realized that he needed a way to make a lot more money, and fast. So, he got into crypto—and Nat got everything he wanted and more. Within a year, he'd made millions writing code

custodying billions of dollars of other people's money He'd been hacked. He'd sold a picture of a cartoon monkey for two hundred grand. He'd become an influencer, speaking on podcasts, conferences, and writing a weekly newsletter to tens of thousands of fans. In the hyperactive, hyper-speculative, hyper-addictive, nearly unregulated, and completely insane new financial world being built on blockchain, Nat Eliason was in the eye of the hurricane. CRYPTO CONFIDENTIAL is Nat's unfiltered, insider's account of crypto's wild boom and bust, a behind-the-scenes exposé revealing exactly how the crypto-sausage gets made. It's a story of getting rich, going broke, scamming and getting scammed —and how we can all be more educated participants during the inevitable next bull run.

[Nat Eliason](#) is a dad, writer, and crypto insider with a wildly popular internet blog where he posts about topics ranging from technology to self-help to real estate. He lives in Austin, Texas with his wife and children.



**Foroux, Darius**

**THE STOIC PATH TO WEALTH: Ancient Wisdom for Enduring Prosperity**

**July 2024 | Investing / Wealth Management**

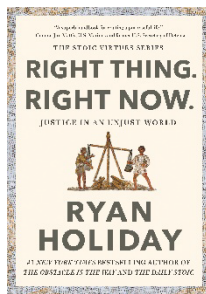
**Translation | Manuscript available**

**Agent: Massie & McQuilkin | Editor: Merry Sun**

The Stoics understood that if you can control your reactions and manage your emotions, you can achieve success. The same principles apply to our financial lives today. The greatest investors approach the markets with discipline, emotional distance, and self-mastery—lessons that the Stoics have been teaching us for thousands of years. As financial markets become increasingly unpredictable and chaotic, THE STOIC PATH TO WEALTH offers the key to weathering any economic storm while building wealth that will last a lifetime and beyond.

[Darius Foroux](#) is an investor, entrepreneur, blogger, podcast host, and writer in the personal development and personal finance space. He holds a master's degree in Business Administration, with a specialization in finance, from the University of Groningen. He currently lives in the Netherlands.

**Rights sold:** UK Commonwealth (Ebury); Chinese, complex (Global Group); Chinese, simplified (CITIC); German (Piper); Greek (Iviskos); Korean (Mirae N); Portuguese/Brazil (Benvira); Spanish (Paidós)



**Holiday, Ryan**

**RIGHT THING, RIGHT NOW: Justice in an Unjust World**

**June 2024 | Philosophy / Self-Help**

**Translation | Manuscript available**

**Agent: Level Five Media | Editor: Adrian Zackheim**

For the ancients, everything worth pursuing in life flowed from a strong sense of justice—or one's commitment to doing the right thing, no matter how difficult. In order to be courageous, wise, and self-disciplined, one must begin with justice. The influence of the modern world often tells us that acting justly is optional. Holiday argues that that's simply untrue—and the fact that so few people today have the strength to stand by their convictions explains much about why we're so unhappy. In this much-anticipated third installment of the Stoic Virtues series, Ryan Holiday draws on fascinating stories of historical figures such as Marcus Aurelius, Florence Nightingale, Jimmy Carter, Gandhi, and Frederick Douglass, whose examples of kindness, honesty, integrity, and loyalty we can emulate as pillars of upright living. RIGHT THING. RIGHT NOW. is a powerful antidote to the moral failures of our modern age, and a manual for living virtuously.

[Ryan Holiday](#) is one of the world's bestselling living philosophers. His books like *The Obstacle Is the Way*, *Ego Is the Enemy*, *The Daily Stoic*, and the #1 *New York Times* bestseller *Stillness Is the Key* appear in more than 40 languages and have sold more than 6 million copies.

**Rights sold:** UK Commonwealth (Profile); Dutch (Bruna); German (Finanzbuch); Italian (Hoepli); Korean (Dasan); Polish (Helion); Portuguese/Brazil (Intrinseca); Romanian (Seneca); Russian (MIF); Spanish (Conecta)

**Maor, Dana; Hans-Werner Kaas; and Ramesh Srinivasan**

**THE CEO WORKSHOP: From Leaders to Legends**

**August 2024 | Leadership / Organizational Behavior / Management**

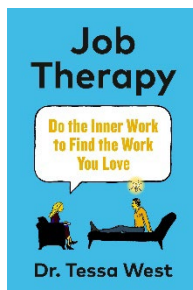
**UK and Translation | Sample material available; manuscript expected January 2024**

**Agent: Lynn Johnston Literary | Editor: Merry Sun**

Today's CEOs operate in a high-risk, high-reward environment, expected to tackle much more complexity and make big swings with no second chances. It's taken a toll: the average tenure of an S&P 500 CEO is at an all-time low of under five years. Confronted with this terrain, leaders of the world's most storied, boldest, and valuable organizations from Moderna to Microsoft have turned to an inside secret: McKinsey's Bower Forum, the prestigious, invite-only "CEO workshop." Now, THE CEO WORKSHOP distills the Forum's "lifechanging experience" into a signature process to identify and implement tenure-defining bold moves. Packed with insightful, vulnerable, never-before-heard reflections from leaders and attendees this is an invaluable resource for today's leader.

[Dana Maor](#) is a Senior Partner at McKinsey, which she joined in 1998, and is the global cohead and European leader of McKinsey's People & Organizational Performance Practice. She lives and works in Tel Aviv, Israel.

[Hans-Werner Kaas](#) is the co-dean of the Bower Forum and a Senior Partner at McKinsey, which he joined in 1991. He lives and works in Detroit, Michigan. [Ramesh Srinivasan](#) is the co-dean of the Bower Forum and a Senior Partner at McKinsey, which he joined in 1994. He lives and works in New York City. He is also actively involved with bettering education in India and is a trustee on the Board of The Akanksha Education Fund and Teach For India.



**West, Tessa**

**JOB THERAPY: Do the Inner Work to Find the Work You Love**

**July 2024 | Careers / Psychology / Self-Help**

**Translation | Proposal available**

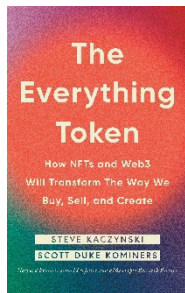
**Agent: InkWell Management | Editor: Lydia Yadi**

When we think about changing jobs, we turn to traditional career advice that focuses on skills, qualifications, and interviewing techniques. But this line of thinking doesn't get to the heart of the problem—*why* you've been so unhappy at work in the first place. What if, instead, we asked ourselves a different question: "What psychological needs aren't being met now that need to be met in my next job?" Drawing from a wealth of original research – interviews with hundreds of career go-ers and 1,500 hirers at LinkedIn, Recruiter, and McKinsey – West offers cutting-edge insights on hiring and interviewing to help you secure your new dream job. Whether you've only just entered the workplace or considering your final move, JOB THERAPY will help you identify and land your best role yet, one that's deeply rooted in a clear sense of self.

[Dr. Tessa West](#) is Professor of Psychology at New York University, where she is a leading expert on the science of social relationships. Her academic research and writing for the media focuses on how to improve communication between employees, bosses, and hiring professionals across workplace settings. She has over 100 academic publications and is a regular contributor to the *Wall Street Journal*. Her work has been covered by *Scientific American*, the *New York Times*, *Financial Times*, *The Guardian*, CNN, CNBC, ABC World News, *TIME*, *Bloomberg*, *HBR*, *Fast Company*, and the US Supreme Court. Her first book *Jerks at Work* published to rave reviews.

**Rights sold:** UK Commonwealth (Ebury); Chinese, complex (Global Group); Portuguese/Brazil (Objetiva)





**Kaczynski, Stephen; and Scott Duke Kominers**

**THE EVERYTHING TOKEN: How NFTs and Web3 Will Transform the Way We Buy, Sell, and Create**

**January 2024 | Cryptocurrencies / Information Technology / Blockchain**

**Translation | Manuscript available**

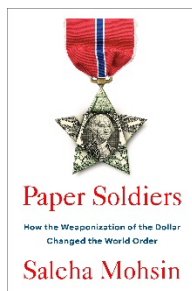
**Agent: Paul Mahon | Editor: Merry Sun**

NFTs aren't just pictures on the internet, or a fad that has come and gone. Rather, they're a new technology for creating digital assets and providing irrefutable proof of ownership.

NFTs open up markets that have never before existed, and are already revolutionizing commerce and brand-building at everything from hot startups to Fortune 500 companies. Kominers and Kaczynski have created a framework that explains what NFTs are, why they're valuable, and how businesses can leverage them to build highly engaged and intensely loyal communities around their products and brands. Through original research and industry experience, Kominers and Kaczynski describe the possibilities of this new digital frontier with clarity and rigor. THE EVERYTHING TOKEN is the essential primer on this innovation that has the potential to transform all aspects of business.

**Stephen Kaczynski** is a communications and marketing professional with 15+ years of experience, including stints in leadership at Progressive Insurance and Nestle. He is also an avid NFT collector. **Scott Kominers** is a Harvard Business School professor, a research partner at Andreessen Horowitz Crypto, and a Bloomberg Opinion columnist. He is also an avid NFT collector and advises a number of NFT companies and other crypto projects.

Rights sold: UK Commonwealth (Penguin Business); Arabic (Jarir)



**Mohsin, Saleha**

**PAPER SOLDIERS: How the Weaponization of the Dollar Changed the World Order**

**March 2024 | Monetary Policy / Government & Business**

**UK and Translation | Manuscript available**

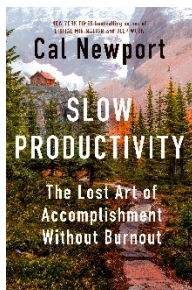
**Agent: Javelin Group | Editor: Merry Sun**

For decades, America has preferred its currency superpower-strong, the basis of a "strong dollar" policy that attracted foreign investors and pleased consumers. Meanwhile, abroad, the United States increasingly turned to the dollar as a weapon of war. In PAPER

SOLDIERS, Saleha Mohsin reveals how the Treasury Department has shaped U.S. policy at home and overseas by wielding the American dollar as a weapon, and its intended and unintended consequences from the rise of populist sentiment and trade war with China to the deployment of crippling financial sanctions against Russia. Mohsin tells the inside story of how we got here—and the future not only of the almighty dollar, but the nation's teetering role as a democratic superpower.

**Saleha Mohsin** is senior Washington correspondent for Bloomberg News covering policy, politics, and power in Washington, D.C. An Ohio native, Mohsin previously lived in Oslo, Norway and in London.

Rights sold: Korean (Wisdomhouse)



**Newport, Cal March 2024**

**SLOW PRODUCTIVITY: The Lost Art of Accomplishment Without Burnout**

**March 2024 | Time Management / Self-Help**

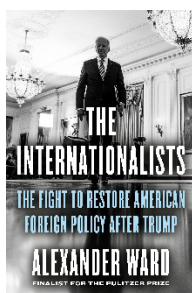
**Translation | Manuscript available**

**Agent: DeFiore & Co. | Editor: Lydia Yadi**

Long before the arrival of pinging inboxes and clogged schedules, history's most creative and impactful philosophers, scientists, artists, and writers mastered the art of producing valuable work with staying power. In this timely and provocative book, Cal Newport harnesses the wisdom of these traditional knowledge workers to radically transform our modern jobs. Drawing from deep research on the habits and mindsets of a varied cast of storied thinkers – from Galileo and Isaac Newton, to Jane Austen and Georgia O'Keefe – Newport lays out the key principles of “slow productivity,” a more sustainable alternative to the aimless overwhelm that defines our current moment. From the aggressive rethinking of workload management, to introducing seasonal variation, to shifting your performance toward long-term quality, SLOW PRODUCTIVITY provides a roadmap for escaping overload and arriving instead at a more timeless approach to pursuing meaningful accomplishment.

[Cal Newport](#) is a professor of computer science at Georgetown University and the bestselling author of seven books, including *Digital Minimalism*, *A World Without Email*, *The Time-Block Planner*, and *Deep Work*.

**Rights sold:** UK Commonwealth (Penguin Business); Arabic (Jarir); Chinese, complex (China Times); Chinese, simplified (CITIC); Dutch (Business Contact); German (Redline); Korean (Woongjin); Portuguese/Brazil (Alta Books); Portuguese/Portugal (Actual); Romanian (Publica); Spanish (Reverte); Vietnamese (1980 Books)



**Ward, Alexander**

**THE INTERNATIONALISTS: The Fight to Restore American Foreign Policy After Trump**

**February 2024 | American Government / Geopolitics**

**UK and Translation | Manuscript available**

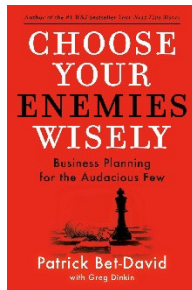
**Agent: William Morris Endeavor | Editor: Noah Schwartzberg**

When Joe Biden assumed the United States presidency, he brought with him a team of all-star talent, perhaps the most experienced ensemble of policy experts in modern U.S. history. Their mission: repair America's damaged reputation abroad and decide the course of its global future. Around the world, adversaries were consolidating power, allies were drifting away, wars were raging, and climate change was accelerating, all while Russia was disrupting democracies and China was seeking to replace the U.S. as the world's preeminent power. In *THE INTERNATIONALISTS*, acclaimed national security reporter Alexander Ward takes us behind the scenes to reveal the struggle to enact a coherent and effective set of policies in a time of global crisis. Thanks to rigorous reporting and sources in the rooms where it happened, Ward delivers the first definitive, unvarnished account of the Biden Doctrine, from the Fall of Kabul to the Rise of Kiev.

[Alexander Ward](#) is a national security reporter at *POLITICO* and the first anchor of “National Security Daily.” Previously, Ward was the White House and national security reporter at Vox. He was an associate director in the Atlantic Council's Brent Scowcroft Center on International Security where he worked on military issues and U.S. foreign policy. He has won multiple prestigious awards for his reporting and formed part of a team that was recognized as a finalist for the Pulitzer Prize. He lives in Washington, D.C.

## FALL 2023

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**Bet-David, Patrick**

**CHOOSE YOUR ENEMIES WISELY: Business Planning for the Audacious Few**

**December 2023 | Entrepreneurship / Strategic Planning**

**UK and Translation | Manuscript available**

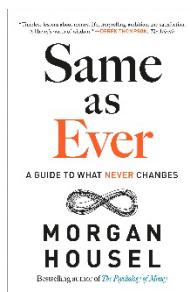
**Agent: Dupree, Miller & Associates | Editor: Megan McCormack**

Patrick Bet-David has spent years perfecting the system that led to the knockout success of his financial services company. Now, Bet-David shares the secret behind this system: his 12 Business Building Blocks, which will teach you how to seamlessly blend emotion and

logic in your business plan. Both a practical document for achieving goals and the fuel needed to fire up yourself and your team, this plan goes beyond the “how” and digs deeper into the “why”: not only how you’ll get funding, but why you need long-term vision; why you must build a culture that makes employees want to run through walls; why you have to know the enemy you’re out to prove wrong. Straightforward and simple, the steps in this book will lead you to move the levers that create exponential growth and lasting success.

[Patrick Bet-David](#) is the bestselling author of *Your Next Five Moves*. A serial entrepreneur, he founded Valuetainment, which became the number-one YouTube channel on entrepreneurship with nearly a billion views and expanded into a media and production company, as well as Bet-David Consulting. He hosts the weekly *PBD Podcast*, the number-one business podcast on Spotify.

**Rights sold:** Arabic (Jarir); Chinese, complex (Business Weekly); German (Redline); Korean (Sam & Parkers); Portuguese/Brazil (Alta)



**Housel, Morgan**

**SAME AS EVER: A Guide to What Never Changes**

**November 2023 | Decision-Making & Problem Solving / Investing / Self-Help**

**Translation | Manuscript available**

**Agent: CAA | Editor: Noah Schwartzberg**

Every investment plan under the sun is, at best, an informed speculation of what may happen in the future, based on a systematic extrapolation from the known past. SAME AS EVER reverses the process, inviting us to identify the many things that never, ever change.

Morgan Housel presents a master class on optimizing risk and seizing opportunity. Through a sequence of engaging stories and pithy examples, he shows how we can use our newfound grasp of the unchanging to see around corners, not by squinting harder through the uncertain landscape of the future, but by looking backwards, being more broad-sighted, and focusing on what is permanently true. By doing so, we may better anticipate the big stuff, and achieve the greatest success, not merely financial comforts, but a life well lived.

[Morgan Housel](#) is the worldwide bestselling author of *The Psychology of Money* and a partner at The Collaborative Fund.

**Rights sold:** UK Commonwealth (Harriman House); Arabic (I Carisma); Bengali (Jaico); Bulgarian (Era); Chinese, complex (Commonwealth); Chinese, simplified (CITIC); Croatian (Egmont); Czech (Aurora); Dutch (Kosmos); French (Valor); German (Finanzbuch); Greek (Irida); Gujarati (Jaico); Hindi (Jaico); Hungarian (A4C); Indonesian (Baca); Italian (Hoepli); Japanese (Mikasa); Kannada (Jaico); Korean (Sam & Parkers); Malayalam (Jaico); Marathi (Jaico); Nepali (Jaico); Oriya (Jaico); Polish (Helion); Portuguese/Brazil (Objetiva); Portuguese/Portugal (Presenca); Slovak (Aurora); Spanish (Planeta); Tamil (Jaico); Telugu (Jaico); Thai (Live Rich Forever); Turkish (Novel Scala Basili); Vietnamese (1980 Books)



**Kagan, Noah**

**MILLION DOLLAR WEEKEND: The Surprisingly Simple Way to Launch a 7-Figure Business in 48 Hours**

**January 2024 | Entrepreneurship / Self-Help**

**Translation | Manuscript available**

**Agent: Writer's House | Editor: Merry Sun**

Now is the best time in history for entrepreneurship. More than ever, the world needs new businesses and it's cheaper than ever to create them. But, if the barriers to starting a business are getting lower and lower, why is it so hard to do for so many people? Ask yourself:

- Do you want to work for yourself, or start a side-hustle, but it all feels too risky and unpredictable?
- Have you spent time or money on things like websites and logos, but still have no customers?
- Are you brainstorming endlessly and waiting for the perfect idea to strike?

All those Frequent Excuses are solvable. The plan is simple—so simple it can be completed in a single weekend, but so powerful that Kagan has used it to build seven businesses now worth more than \$1 million. With the Million Dollar Weekend Process you'll have a market-tested, scalable business idea by Monday and on the path to creating your dream life.

[Noah Kagan](#) is the Chief Sumo at AppSumo.com, an 8-figure company that teaches lessons on how to start a business, grow a business, and improve your marketing. Before AppSumo and Sumo.com, he was the 30th employee at Facebook, reporting directly to Mark Zuckerberg.

**Rights sold:** UK Commonwealth (Ebury Edge); Arabic (Jarir); Dutch (Business Contact); Korean (Business Books); Polish (OSMPower)



**Michalowicz, Mike**

**ALL IN: How Great Leaders Build Unstoppable Teams**

**January 2024 | Leadership / Entrepreneurship**

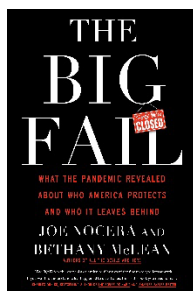
**UK and Translation | Manuscript available**

**Editor: Noah Schwartzberg**

It's never been harder to build successful teams. With challenges of work-from-anywhere, flex- schedule, work-that-matters, and generational divides, business leaders bend over backwards searching for solutions that work. They've tried everything from food perks and ping pong tables to endless team-building exercises and training—but nothing sticks. Now, in his long-awaited book for leaders at all levels, Mike Michalowicz reveals his proven formula to build an unstoppable team for any work environment: A (Ability) + F (Fit) + S (Safety) + O (Ownership) = All In. You want a thriving workforce that shines and sticks around. One that takes full responsibility for their work and outcomes. A community of employees who love your organization and are invested in its growth. With ALL IN, you will discover how to build a team where everyone flourishes—including you.

[Mike Michalowicz](#) is the bestselling author of *Profit First*, *The Pumpkin Plan*, *Clockwork*, and *Fix This Next* and is one of the world's most popular speakers on small business topics.

**Rights sold:** Arabic (Aser Al-Kotob); German (Redline); Romanian (Act & Politon); Spanish (PRH Grupo)



**Nocera, Joseph; and Bethany McLean**

**THE BIG FAIL: What the Pandemic Revealed About Who America Protects and Who It Leaves Behind**

**October 2023 | Economic Conditions / Government & Business**

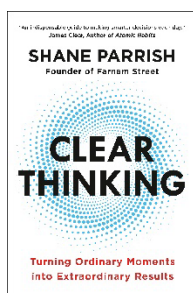
**Translation | Manuscript available**

**Agent: Darhansoff & Verrill | Editor: Adrian Zackheim**

In 2020, the novel coronavirus pandemic made it painfully clear that the US could not adequately protect its citizens. Millions of Americans suffered—and over a million died—in less than two years, while the Trump administration blundered, prize-winning economists overlooked devastating trade-offs, and elites escaped to isolated retreats, unaffected by and even profiting from the pandemic. Why and how did America, in a catastrophically enormous failure, become the world leader in COVID deaths? In this page-turning economic, political, and financial history, veteran journalists Joseph Nocera and Bethany McLean offer fresh and provocative answers. In the tradition of the authors' previous landmark exposés, *THE BIG FAIL* is an expansive, insightful account on what the pandemic did to the economy and how American capitalism has jumped the rails—and is essential reading to understand where we're going next.

**Joe Nocera** is a columnist for *The Free Press*. **Bethany McLean** is a journalist and contributing editor at *Vanity Fair*. She has co-authored multiple bestselling books, including *The Smartest Guys in the Room* with Peter Elkind and *All the Devils Are Here* with Joe Nocera.

**Rights sold:** UK Commonwealth (Penguin Business)



**Parrish, Shane**

**CLEAR THINKING: Turning Ordinary Moments into Extraordinary Results**

**October 2023 | Decision Making & Problem Solving / Cognitive Psychology**

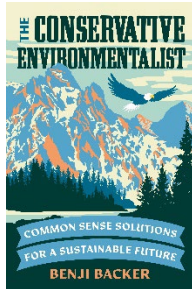
**Translation excluding China, Japan, Taiwan | Manuscript available**

**Agent: CAA | Editor: Niki Papdopoulos**

You might believe you're thinking clearly in the moments that matter most. But in all likelihood, when the pressure is on, you won't be thinking at all. At our worst, we react to events without reasoning, not even realizing that we've missed an opportunity to think. At our best, we recognize these moments for what they are, and apply the full capacity of our reasoning and rationality to them. Through stories, mental models, and more, Shane Parrish offers the missing link between behavioral science and real-life outcomes. The result is a must-have manual for optimizing decision-making, gaining competitive advantage, and living a more intentional life.

**Shane Parrish** is the founder, curator, and wisdom seeker behind Farnam Street and the host of *The Knowledge Project Podcast*. Shane's work has been featured in nearly every major publication, including the *New York Times*, *The Wall Street Journal*, *Huffington Post*, and *Forbes*.

**Rights sold:** UK Commonwealth (Cornerstone); Arabic (Jarir); Bulgarian (Hermes); Catalan (Columna); Croatian (Egmont); Dutch (Business Contact); German (Goldmann); Indonesian (Noura Books); Italian (De Agostini); Korean (RH Korea); Marathi (Madhushree); Polish (Helion); Portuguese/Brazil (Objetiva); Portuguese/Portugal (Planeta); Romanian (Litera); Spanish (Planeta); Thai (Mind & Thought); Vietnamese (1980 Books)



**Backer, Benji**

**THE CONSERVATIVE ENVIRONMENTALIST: Common Sense Solutions for a Sustainable Future**

**April 2024 | Climate Change / Environmental Policy**

**UK and Translation | Manuscript available**

**Agent: Athos Media Strategies | Editor: Helen Healey-Cunningham**

Activists, politicians, and pseudo-experts have led us to believe that there are only two viable approaches to climate change: panicked doomerism or flat-out denial. Conservative climate activist Benji Backer argues that both are failing, and that conservative values are the key to climate solutions that actually work. In this book, you'll visit the country's most diverse ecosystems and consequential manufacturing hubs—from Utah coal mines and Texas oil fields to Louisiana's wetlands and Rhode Island's off-shore wind farms—witnessing the power of individual entrepreneurship and local problem-solving. You'll learn about the inspiring, under-the-radar efforts to improve Earth's ecosystems that big government Green New Dealers don't want you to know about, like partnerships between resource-rich oil and gas companies and environmental nonprofits to preserve thousands of acres of wetlands. Fascinating, clear-headed, and full of surprises, this book is the fresh approach we need to create a sustainable future for America and the world.

**Benji Backer** is President and Founder of the American Conservation Coalition, the largest right-of-center environmental organization in the country. For his work with the ACC, he has been awarded the Fortune 40 Under 40, Forbes 30 Under 30, GreenBiz 30 Under 30, and Grist 50. He serves as a Board member for the Wisconsin Conservative Energy Forum and Mainstream Republicans of Washington. A frequent contributor to multiple national media outlets, Benji is one of the leading youth environmental voices in the country.



## THESIS FALL 2024

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**McMahon, Sharon**

**THE SMALL AND THE MIGHTY: Twelve Unsung Americans Who Changed the Course of History**

**September 2024 | History / Political Science**

**UK and Translation | Manuscript expected December 2023**

**Agent: Inkwell Management | Editor: Helen Healey-Cunningham**

Most pundits and historians sell a dangerously naive version of the American story—either praising its most consequential figures uncritically or criticizing them unfairly. Sharon McMahon believes the truth is more human. Here she tells the inspiring stories of twelve Americans—regular people with human foibles—whose extraordinary heroism in the face of mounting trials created the character of our country. With the same clarity and candor that’s earned her millions of fans, McMahon follows the daughter of formerly enslaved parents who sparked a reformation in Black education, a Japanese immigrant who nearly died in combat and became a consequential senator, and even the electrician who saved her husband’s life. The portraits of our nation’s most improbable champions, innovators, and rebels in this book celebrate the United States and reveal our common humanity.

[Sharon McMahon](#) is a former high school government and law teacher who earned a reputation as “America’s Government Teacher” amid the historic 2020 election proceedings for her viral efforts on [Instagram](#) to educate the general public on political misinformation. Through a simple mission to share non-partisan information about democracy, she has amassed hundreds of thousands of followers online, affectionately called the “Governerds.”

## THESIS SPRING 2024

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**Bowles, Nellie**

**MORNING AFTER THE REVOLUTION: 2020 and All That**

**April 2024 | Political Science**

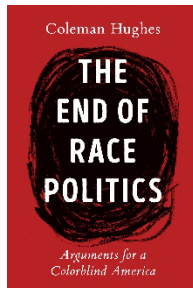
**Translation | Manuscript available**

**Agent: Javelin Group | Editor: Bria Sandford**

As a card-carrying lesbian, Hillary voter, and *New York Times* reporter, Nellie Bowles fit right in with her San Francisco neighbors and friends – until she started questioning whether the progressive movement she knew and loved actually helped people. In *MORNING AFTER THE REVOLUTION*, Bowles gives readers a front-row seat to the absurd drama of a political movement gone mad. With irreverent accounts of attending Robin DiAngelo’s multi-day course on “The Toxic Trends of Whiteness,” meeting the social justice activists who run “Abolitionist Entertainment, LLC,” and coming to figurative blows with the *New York Times*’ “disinformation czar,” she deftly exposes the more comic excesses of wealthy progressives. Deliciously funny and painfully insightful, *MORNING AFTER THE REVOLUTION* is *Slouching Towards Bethlehem* for the 21st century – a moment of collective psychosis preserved in amber. This is an unmissable debut by one of America’s sharpest journalists.

[Nellie Bowles](#) is a journalist writing about business and culture. Previously, she was a tech reporter at the *New York Times* and a correspondent for *VICE News Tonight* on HBO. As part of a team, she won the GERALD LOEB AWARD in Investigations and the Robert F. Kennedy Human Rights Journalism Award for reporting on online predators.

Rights sold: UK Commonwealth (Swift Press)



**Hughes, Coleman**

**THE END OF RACE POLITICS: Arguments for a Colorblind America**

**February 2024 | Social Science**

**UK Commonwealth | Manuscript available**

**Agent: Inkwell Management | Editor: Helen Healey-Cunningham**

Contemplative yet audacious, *THE END OF RACE POLITICS* is necessary reading for anyone who questions the race orthodoxies of our time. Coleman Hughes argues for a return to the ideals that inspired the American Civil Rights movement, showing how our departure from the colorblind ideal has ushered in a new era of fear, paranoia, and resentment marked by draconian interpersonal etiquette, failed corporate diversity and inclusion efforts, and poisonous race-based policies that hurt the very people they intend to help. Through careful argument, Hughes dismantles harmful beliefs about race, proving that reverse racism will not atone for past wrongs and showing why race-based policies will lead only to the illusion of racial equity. By fixating on race, we lose sight of what it really means to be anti-racist. A racially just, colorblind society is possible. Hughes gives us the intellectual tools to make it happen.

[Coleman Hughes](#) is a writer, podcaster and opinion columnist who specialises in issues related to race, public policy and applied ethics. Coleman’s writing has been featured in the *New York Times*, the *Wall Street Journal*, *National Review*, *Quillette*, *The City Journal* and *The Spectator*. He appeared on *Forbes*’ 30 Under 30 list in 2021.



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