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Ian Berry's Recommended Reading List

Enns, Blair; The Win Without Pitching Manifesto, Gegen Press 2010/2018 Farber, Steve; The Radical Leap, Dearborn Trade Publishing, 2004 Farber, Steve; Greater Than Yourself, Broadway Books, 2009 Farber, Steve; Love is Just Damn Good Business: Do What You Love in the Service of People Who Love What You Do, McGraw-Hill Education, 2019

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series: PART 2 The Pros & cons of Published Agency Pricing

Blair Enns, agency consultant and author of The Win Without Pitching Manifesto, puts it this way: Would you charge the Chevrolet division of General Motors the same for a logo redesign as you would charge Bob's Chevrolet Dealership in Des Moines, Iowa? The answer is no Or it should be no The reason the answer should be no

AMC Business Trends

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