

# LONDON 2022



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## NEW ACQUISITIONS AND FUTURE HIGHLIGHTS

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**Poplak, Richard**

**Fall 2023**

**PAYDIRT: What the Search for Gold Has Cost the World**

At the apex of the worldwide gold industry stands a multinational called Barrick Gold Corporation. Yet despite its manifold successes, Barrick remains a cypher. From its careful perch within the Canadian, American, and British mining establishments, it has jealously guarded its reputation, hiring public relations firms and bulldog lawyers to keep controversial stories buried. How has this company avoided scrutiny for so long? Investigative journalist [Richard Poplak](#) has followed Barrick and its subsidiaries wherever they are to be found. Told through a cast of characters who have worked for, gone up against, or been impacted by Barrick, *Paydirt* is a globetrotting corporate thriller based on deep research and on-the-ground reporting worldwide. It tells the story of Barrick from its inception to its forays into some of the most brutally contested mining properties in the developing world. As the narrative unfolds, the book becomes about much more than just a single mining company, however big and influential. It tells the story of modern multinationals and the financial, legal, and political systems in which they operate. Barrick is not uniquely awful. Instead, it is entirely representative—not just of the gold mining industry, or even of the extractive sector, but of multinationals in the 21<sup>st</sup> century. As with the work of Michael Lewis or the classic *Barbarians at the Gate*, *Paydirt* employs deeply examined characters and carefully reported situations to tell the rollicking story of a single corporate entity, and what it has to teach us about our intricate and deeply unequal economic system. In doing so, it helps articulate a possible future that is fairer, cleaner and far less brutal. 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*.

UK, Translation: Portfolio (editor Noah Schwartzberg)

Agent: InkWell Management

Canada (sold via the agent): McClelland & Stewart

**Tran, Liz**

**Fall 2023**

**KARMIC AMBITION**

Horoscopes, crystals, energy fields, and the like have become ubiquitous in professional discourse. The pandemic, which made people realize work-life balance is a myth and the corner office is not enough to sacrifice their souls, is creating a teachable moment that most books about achievement and personal transformation don't address. Liz Tran's contention is that each of us has a unique karmic ambition, and it is our responsibility to fulfill it. Her book offers relatable advice that traces "the Journey to Joy." Anyone, even those not attuned to new age concepts, can understand and appreciate her teachings. Tran is the founder of [Reset](#), a modern learning company, where she works as an executive coach to CEOs and founders. Her clients are some of the fastest-growing companies in the world, and altogether they have raised over \$500 million in funding and created \$4 billion in enterprise value. She is the creator of the popular Instagram account [@Resetnyc](#) and the [Reset podcast](#).

Translation: Portfolio (editor Merry Sun)

Agent: Lynn Johnston Literary

UK: Rider

## SPRING 2023

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**Atwater, Peter**  
**THE DECIDING FACTOR**

**March 2023**

What do feelings of certainty and control have to do with our decision making? According to [Peter Atwater](#), the answer is simple: *everything*. And once we understand how they drive what we do, we can predict trends and generate better outcomes, whether we're investing in technology stocks, designing menu items for a fast-food franchise, or running an emergency room. In *The Deciding Factor*, Atwater explores how feelings always trump facts and why events described as being unprecedented are often entirely predictable—if we know what to look for. He then shows readers how to apply his unique and simple framework to their own choices. Spanning financial, economic, political, and social trends, the book explores why we do what we do, where we can and cannot trust our natural instincts, and how we can make sense of a world that too often feels senseless. Atwater is an Adjunct Professor of Economics at William and Mary and the President of [Financial Insights](#).

UK, Translation: Portfolio (editor Noah Schwartzberg)  
Agent: Rohm Agency

**Bova, Tiffani D.**  
**THE EXPERIENCE MINDSET: The Key to Unlocking Customer Satisfaction, Employee Engagement, and Massive Business Growth**

**April 2023**

In the war for customer acquisition, businesses invest millions of dollars to improve customer experience. They deliver packages faster, churn out new products, and endlessly revamp their UI, all of which put greater strain on employees. According to [Tiffani Bova](#), this siloed focus on customer experience—without considering the impact on your staff—actually *hinders* growth in the long run. The most successful companies adopt an experience mindset to strengthen *both* employee and customer experience simultaneously. Based on exclusive research from two Salesforce-sponsored studies of thousands of employees and c-suite executives, *The Experience Mindset* details exactly how your company can adopt an experience mindset, at scale. Employees are the heart of your business. Investing in people is no longer a nice-to-have, but rather a must have. Bova is the Global Customer Growth and Innovation Evangelist at Salesforce and bestselling author of *Growth IQ*.

UK, Translation: Portfolio (editor Kimberly Meilun)  
Agent: Levine, Greenberg, Rostan

**Bowles, Nellie**  
**WALLFLOWER AT THE STRUGGLE SESSION: Dispatches From the Wrong Side of History**

**April 2023**

Nothing [Nellie Bowles](#)—card-carrying lesbian, Hillary Clinton voter, *New York Times* reporter—did shocked her San Francisco neighbors and friends, until she started asking whether the progressive movement she loved actually helped people. Gently informed that asking these questions meant she was “on the wrong side of history,” Bowles did what any reporter would do: She started investigating for herself. The answers she found were worse—and funnier—than she'd expected. In *Wallflower at the Struggle Session*, Bowles takes readers inside the world of the elite woke to paint a devastating portrait of a cultural ideology gone awry. Deliciously funny and painfully insightful, this is an unmissable debut by one of America's sharpest journalists. Bowles leaves no liberal shibboleth unchallenged, and her unsettling and unforgettable scenes will be read by readers for years to come. 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.

UK, Translation: Sentinel (editor Bria Sandford)  
Agent: Javelin

**Coleman, Joey**

**March 2023**

**NEVER LOSE AN EMPLOYEE AGAIN: The Simple Path to Remarkable Retention**

Finding and keeping quality employees is one of the biggest challenges facing businesses today. From fast food restaurants offering signing bonuses to organizations immediately placing people on the jobsite, companies are struggling to build a foundation with new hires that leads to long-term commitment. According to business consultant [Joey Coleman](#), to effectively combat this “Great Resignation” and remain competitive, business owners and managers must design a retention program that begins on day one. In *Never Lose an Employee Again*, he offers a step-by-step playbook for devising a retention plan with long-term success. With over 50 case studies from around the world, Coleman details how you can cement a relationship with new employees at each of the eight phases of the onboarding journey. *Never Lose an Employee Again* teaches you how to win hearts and commitment so employees become active contributors to their new organization. Coleman is the Chief Experience Composer at Design Symphony and the author of *Never Lose a Customer Again*.

UK, Translation: Portfolio (editor Kimberly Meilun)

Agent: Levine, Greenberg, Rostan

**Glover, Mike; with a foreword by Jack Carr**

**May 2023**

**PREPARED: A Manual for Surviving Worst Case Scenarios**

Most people think that being prepared for catastrophe means stocking up on MREs and building a bunker, but this approach leaves you vulnerable in the real world of car accidents, natural disasters, grid failures, and global pandemics. *Prepared* overturns today’s paranoid survival wisdom and teaches the foundational skills of survival, leaving you with military-grade resilience, situational awareness, mobility, and more. After twenty years in the US Army Special Forces, and as a government contractor for the CIA, Mike Glover has trained thousands of people in the art and science of survival. Drawing on his most dire experiences in combat, he shows how almost no disaster is more powerful than someone who is truly prepared. Glover is the founder and CEO of [Fieldcraft Survival](#).

UK, Translation: Portfolio (editor Helen Healey)

Agent: CAA

**Holiday, Ryan**

**May 2023**

**THE DAILY DAD**

What does it mean to be a great father? Parenting is a role filled with incredible meaning and purpose, one that men have a responsibility to take seriously. But every father needs guidance. Men need someone to inspire and challenge them to go the distance, because being a parent is something you do *every day*. *The Daily Dad* provides 366 accessible meditations on fatherhood, a manageable slice for each day. From bestselling author [Ryan Holiday](#), a father of two himself, this daily devotional will help dads old and new find inspiration and advice on a day-to-day basis in the lifelong job of being a dad. Drawing quotes from history, pop culture, literature, and psychological research, each entry will provide a memorable lesson on being the role model your child needs, rooted in timeless principles. *The Daily Dad* draws on wisdom from mothers and fathers, heroes and celebrities, ancient philosophy and contemporary figures, in order to help each dad face the daily challenges of parenting, and ultimately become the best father they can be. Holiday is one of the world's bestselling living philosophers. His books include *The Obstacle Is the Way*, *Ego Is the Enemy*, *The Daily Stoic*, *Stillness Is the Key*, and *Courage is Calling*.

Translation: Portfolio (editor Adrian Zackheim)

Agent: Level Five Media

UK: Profile

**Sears, Jamie**

**April 2023**

**HOW TO LOVE TEACHING AGAIN: Work Smarter, Beat Burnout, and Watch Your Students Thrive**

*How to Love Teaching Again* provides practical antidotes to burnout and perfectionism so teachers can reclaim their calling. As the CEO of the most popular teaching resource brand on the internet, Jamie Sears has spent years designing tools and inventing strategies that restore the joys of teaching. This book distills her hard-won advice that has helped thousands of teachers transform their relationship with work. Drawing on real-life struggles from the teachers who have used Sears' strategies to overcome burnout and make the most of their time, *How To Love Teaching Again* will inspire you to stop drowning in to-dos and do the work that inspires you. Sears is a former third grade teacher and creator of the [Not So Wimpy Teacher](#) blog and podcast.

UK, Translation: Portfolio (editor Helen Healey)

Agent: Folio Literary Management

**Steinberg, Robin**

**April 2023**

**THE COURAGE OF COMPASSION: We Are All Better Than the Worst Thing We've Ever Done**

While there is now greater reckoning with mass incarceration and systemic racism as the bedrock of our legal system, the discourse around what justice looks like for people who have committed serious crimes remains largely unchanged. Robin Steinberg has dedicated her career to defending the "undefendable." She has witnessed firsthand how blind rage and downright hatred corrupts our idealized notions of justice. Here she shares the heart-wrenching stories of her clients and asks us recognize the humanity in all people—regardless of what they've done. Writing with authenticity, vulnerability, and the wisdom of a veteran, *The Courage of Compassion* is a moving exploration of how systems of crime and punishment diminish our humanity. It is also a gritty tale about blazing your own path and taking action in the face of injustice. As Steinberg writes, the quest to reform the justice system can only end "when we can finally see in the faces of those ensnared and imprisoned in our legal system, ourselves. And when we can see our children, in their children." Steinberg is the founder and CEO of [The Bail Project](#), a national effort to combat mass incarceration by transforming the pretrial system in the United States.

UK, Translation: Optimism Press (editor Kimberly Meilun)

Agent: Author c/o Optimism Press

**Stolzoff, Simone**

**May 2023**

**THE GOOD ENOUGH JOB: Reclaiming Your Life From Your Work**

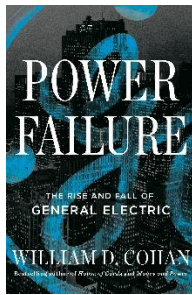
Most of us don't need to be told we have an unhealthy relationship with work. We already know. But we can't heal our relationship to work until we address the root cause of the problem: our inability to separate what we do from who we are. Blending cultural critique and insights from history with deep reporting and hundreds of interviews with Michelin star chefs, Wall Street bankers, overwhelmed teachers, and other laborers across the economy, journalist and recovering workaholic [Simone Stolzoff](#) busts the myths that our society, our employers, and we tell ourselves that keep us chained to our jobs. Your coworkers aren't your family. You aren't what you do. And above all, there is no dream job. Good enough is great. *The Good Enough Job* will teach you how to silence the voice in your head that says you are never doing enough, reject hustle and productivity culture, thoughtfully navigate your own relationship to work, and model a better path forward for those around you. Stolzoff is a design lead for the global design and innovation firm IDEO, where he designs programs for companies like Google, Microsoft, and Facebook on how to best educate, engage, and retain their employees.

UK, Translation: Portfolio (editor Merry Sun)

Agent: Levine, Greenberg, Rostan

## FALL 2022

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Cohan, William D.

November 2022

### POWER FAILURE: The Rise and Fall of General Electric

Perhaps no company reflects America's industrial fortunes, booms, and busts as well as the iconic General Electric Company. *Power Failure* limns the eventful 125-year history of GE, bringing fresh analysis and insight from rare interviews with key figures of the company's golden era. Beginning with its founding, diversification, and massive growth through acquisitions and mergers, the book explores the truth beneath GE's storied management culture and pioneering doctrine of shareholder value to trace what really caused its ultimate decline. This is not a cautionary tale of corporate overreach, but an investigation of an era-defining company and its emperors. It's an inside look at the contributions of its legendary CEOs through unsparing interviews—yielding never-told stories about Jack Welch's 22 years at the helm, in which he made GE the most valuable company in the world, and surprising insights about what really happened in the transfer of power to successor Jeffrey Immelt. Tracing the company's leaps and stumbles—and seeing them as inextricable from the personalities that defined it—*Power Failure* offers a surprising retelling of the GE story, puncturing myth for a fresh look at its legacy. [William D. Cohan](#) is the bestselling author of *The Price of Silence*, *Money and Power*, *House of Cards*, and *The Last Tycoons*. He is a special correspondent at *Vanity Fair* and writes a biweekly opinion column in the *New York Times*.

Translation: Portfolio (editor Trish Daly)

Agent: Joy Harris Literary

UK: Penguin Press

Dandapani

September 2022

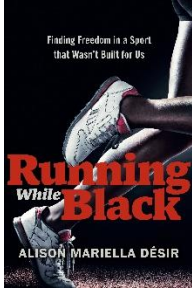
### THE POWER OF UNWAVERING FOCUS

Distraction is a disastrous, silent epidemic in our modern world. Fast-paced lifestyles with competing priorities, coupled with an unending bombardment of information plaguing our screens with pings, rings, and alerts, cause us to switch focus continuously, never allowing us to be fully engaged. Hindu priest [Dandapani](#) spent ten years in a cloistered monastery, learning invaluable lessons on the benefits of a concentrated mind. He offers the incredible wisdom he absorbed, laying out the proven method—shared through his talks at conferences around the world—that has already helped millions learn how to concentrate and control their attention. The first step on the journey to concentration is to understand the mind: If you understand the mind, you can move your awareness within it. And when you control where your awareness goes, you can control where your energy flows—manifesting the goals you are pursuing, and the person you want to be. Through clear anecdotes and practical advice, *The Power of Unwavering Focus* opens your eyes to how gaining focus will drastically change your lifestyle, relationships, productivity, and more. Dandapani is a Hindu priest, entrepreneur, and former monk. He is a sought-after speaker at events and companies worldwide, and his [Ted Talk](#) has been viewed more than five million times.

Translation: Portfolio (editor Adrian Zackheim)

Agent: Martell Agency

UK: Transworld; Dutch: Bruna; German: Heyne; Greek: Dioptra; Italian: TEA; Korean: Wisdom House; Polish: Czarna Owca; Portuguese (B): Fontanar; Portuguese (P): PRH Grupo; Russian: Eksmo; Spanish: Planeta



Désir, Alison Mariella

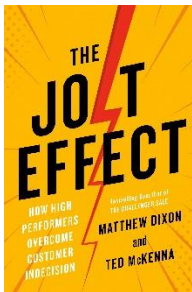
October 2022

**RUNNING WHILE BLACK: Finding Freedom in a Sport That Wasn't Built for Us**

Running saved [Alison Désir's](#) life. Searching for meaning and structure, she started marathon training, finding that it vastly improved her physical and mental health. Yet as she became involved in the community and learned its history, she realized that the sport was largely built with white people in mind. *Running While Black* draws on Désir's experience as an endurance athlete, activist, and mental health advocate to explore why the seemingly simple, human act of long distance running for exercise and health has never been truly open to Black people.

Weaving historical context—from the first recreational running boom to the horrific murder of Ahmaud Arbery—together with her own story of growth in the sport, Désir unpacks how we got here and advocates for a world where everyone is free to experience the life-changing power of movement. As we reckon with our history of white supremacy across major institutions, Désir argues that, as a litmus test for an inclusive society, the fitness industry has the opportunity to lead the charge—fulfilling its promise of empowerment. Désir is co-chair of the Running Industry Diversity Coalition and the Director of Sports Advocacy and an Athlete Advisor for Oiselle, and she is the founder of Harlem Run, an NYC-based running movement, and the Run 4 All Women. In 2020, she launched the highly successful Meaning Thru Movement Tour, featuring mental health experts and fitness professionals, with a third season planned in person for 2022.

UK, Translation: Portfolio (editor Trish Daly)  
Agent: Levine, Greenberg, Rostan



Dixon, Matthew, and Ted McKenna

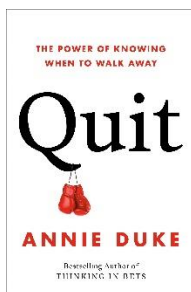
September 2022

**THE JOLT EFFECT: How High Performers Overcome Customer Indecision**

The worst thing a salesperson can hear from a customer isn't "no." It's "I need to think about it." When this happens, deeply entrenched advice says to double down on your efforts to sell—not just yourself and your business, but all the ways a customer might win by purchasing your product, switching over to your service, or acquiring your software. But this approach is insufficient because it completely gets wrong the primary driver behind customer purchasing decisions. The truth is, customers don't just want to win on a purchase. They want to not lose.

Only by addressing this fear of losing out—on money, time, resources, and opportunity—can you convince customers to go from verbally committing to actually pulling the trigger. In other words, it's not enough to *sell* to a customer. You have to *purchase* for them. Drawing on a first-of-its-kind study of over 2.5 million sales calls across industries, *Jolt* reveals the secret playbook for bridging the gap between customer intent and action. [Matthew Dixon](#) is the bestselling author of *The Challenger Sale*, *The Challenger Customer*, and *The Effortless Experience*. He is the Chief Research and Innovation Officer at [Tethr](#), an AI and machine learning venture. [Ted McKenna](#) is the SVP of Research and Innovation at Tethr.

UK, Translation: Portfolio (editor Nina Rodriguez-Marty)  
Agent: Marsal Lyon Literary



**Duke, Annie**  
**QUIT: The Power of Knowing When to Walk Away**

**October 2022**

There are obviously times in our lives where we need more persistence, but it is equally true that there are times when we need *less* persistence. *Quit* will make the case for quitting and why it is so important to be a great quitter to improve decision-making under uncertainty to achieve real success. It will explain the forces that work against good quitting behavior and present strategies to become better at quitting. It will also help readers understand how to use quitting as a strategy to be more adaptive, build better models, and execute better on the things to which they actually commit. In addition to being rich in science, *Quit* relies on narratives from a variety of fields to illustrate and apply its ideas, spanning elite athletics, business, entertainment, investment, the military, adventure and personal endurance, public policy, poker, and other games. Narrative examples will also include a range of personal decisions, including education, jobs, relationships, home ownership, New Year's resolutions, where to eat, and even which grocery line to choose. Knowing when to stick and when to quit is the key to successfully navigating the world. [Annie Duke](#) is the bestselling author of *Thinking in Bets* and *How to Decide*. She is a former professional poker player and the co-founder of the [Alliance for Decision Education](#).

Translation: Portfolio (editor Niki Papadopoulos)

Agent: Levine, Greenberg, Rostan

UK: Ebury Edge; Chinese (cc): Acme; Chinese (sc): CITIC; German: Ariston; Hungarian: Corvina; Portuguese (B): Alta Books; Romanian: Publica

**Guidara, Will**

**October 2022**

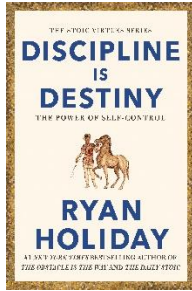
**UNREASONABLE HOSPITALITY: The Remarkable Power of Giving People More Than They Expect**

In 2006, [Will Guidara](#) and Swiss chef Daniel Humm were placed at the helm of famed New York restaurant Eleven Madison Park. A brasserie with an identity crisis, it was in desperate need of magic. In 2017, Eleven Madison Park was named the best restaurant in the world, legendary for its memorable, over-the-top, bespoke hospitality as much as its food. How did Eleven Madison Park pull off this radical transformation? The answer is simple: its world-class hospitality. Guidara's team would send a family who had never seen snow to Central Park with a sled on a snowy night or track down the cab that a guest had left their iPhone in to retrieve the device. And his hospitality extended beyond the dining room and into the kitchen, where he encouraged his team to learn continuously, tap into their own passions, and think like owners no matter their roles. We can all transform ordinary business transactions into an extraordinary hospitality experience. Through sparkling stories of Guidara's journey through the restaurant industry, featuring the industry's most famous players like Daniel Boulud and Danny Meyer, Guidara urges us to find the magic in what we do—for ourselves, the people we work with, and the people we serve. Guidara is the cofounder of The Welcome Conference and the cofounder and former co-owner of Make It Nice, a restaurant group that includes Eleven Madison Park, Made Nice, and The NoMad.

US, Translation: Optimism Press (editor Merry Sun)

Agent: David Black Agency





**Holiday, Ryan**  
**DISCIPLINE IS DESTINY: The Power of Self-Control**

**September 2022**

Bestselling author [Ryan Holiday](#) explains how we must embrace the virtue of temperance, defined in modern times as self-discipline, in order to successfully practice the other Stoic virtues. Now more than ever, we need self-discipline, willpower, and moderation as we struggle to maintain balance in a world with smartphones designed to hook us, food genetically engineered to be irresistible, and a culture that celebrates those who have and spend the most. In *Discipline is Destiny*, Holiday draws on the stories of historical figures we can emulate as pillars of self-discipline, including Lou Gehrig, Queen Elizabeth II, Toni Morrison, and John Wooden. Readers will learn the Golden Mean from Aristotle, establishing the idea that virtue is usually the midpoint between two excesses, and will discover the true meaning of ambition from Marcus Aurelius. Through these engaging examples, Holiday teaches readers the power of self-discipline and balance, and cautions against the perils of extravagance in any aspect of life. Stoicism is a philosophy for the people. At the heart of Stoicism are four simple virtues: courage, temperance, justice, and wisdom. Everything else, the Stoics believed, flows from them. This book will guide readers down the path to self-mastery, reminding us all that the key to happiness is not *more, more, more*, but having the discipline to know when you have the right amount of the right stuff. Holiday is one of the world's bestselling living philosophers. His books include *The Obstacle Is the Way*, *Ego Is the Enemy*, *The Daily Stoic*, *Stillness Is the Key*, and *Courage is Calling*.

Translation: Portfolio (editor Adrian Zackheim)

Agent: Level Five Media

UK: Profile; Bulgarian: Ciela; Dutch: Bruna; German: Finanzbuch; Hungarian: XXI Szazad; Italian: Hoepli; Korean: Dasan; Portuguese (B): Intrínseca; Romanian: Seneca; Russian: MIF; Slovene: UMco; Slovak: Eastone; Spanish: PRH Grupo



**Martell, Dan**  
**BUY BACK YOUR TIME: Get Unstuck, Reclaim Your Freedom, and Build Your Empire**

**January 2023**

How you use your free time will make or break your success. It's not about working harder or finding more time to do work. It's about designing the freedom to engage in the high-value work that brings you energy and fulfillment. This is at the heart of the message that has made [Dan Martell](#) the world's most popular SaaS (Software-as-a-Service) coach. In *Buy Back Your Time*, he teaches entrepreneurs at every level how to scale their business fast, while avoiding burnout. Trading money for time—literally buying back free space in your calendar—will give you more financial success than you ever dreamed was possible. Martell created and successfully exited three tech businesses (Clarity.fm, Spheric, and Flowtown), raised more than \$2 million in venture funding, and invested in more than 40 start-ups, such as Intercom, Udemy, and Hootsuite. In 2016, he founded the SaaS Academy and grew it to become the largest coaching business in the world for SaaS founders.

UK, Translation: Portfolio (editor Noah Schwartzberg)

Agent: Lucinda Literary

Rickards, James

December 2022

**SOLD OUT: How Broken Supply Chains, Surging Inflation, and Political Instability Will Sink the Global Economy**

The supply chain crisis is coming to a head. Today, your favorite products are missing from store shelves, caught in supply chain limbo somewhere in the Pacific Ocean. But what does this disruption look like six months, or even three years, from now? While we hope that post-pandemic recovery will absolve these issues, the reality is that digital currency, meme stocks, and social media can't solve the age-old problem of producing and moving physical goods across oceans and continents. According to [James Rickards](#), consumer frustration is only the tip of a very large, menacing iceberg that threatens global economic collapse. In *Sold Out*, Rickards shares his predictions for our post-pandemic future and outlines how consumers and business owners can get ahead of the collapse. You'll learn how energy shortages in China, fueled by a trade war with Australia, is disrupting the entire steel market and forcing factories to shut down. You'll also learn how rising inflation will ultimately lead to deflation in a few short years, as consumer spending eventually tanks due to higher taxes, excessive debt, and increased layoffs—and why such economic conditions will closely resemble the 1930s. Our global economy faces unprecedented challenges in the next few months. But whether we sink or swim depends on how prepared we are—and what we do now to thwart the coming collapse. Rickards is the bestselling author of *The New Great Depression*, *Aftermath*, *The New Case for Gold*, and others.

Translation: Portfolio (editor Niki Papadopoulos)

Agent: Janklow & Nesbit

UK: Penguin Business



Utley, Jeremy, and Perry Klebahn

October 2022

**IDEAFLOW: The Only Business Metric that Matters**

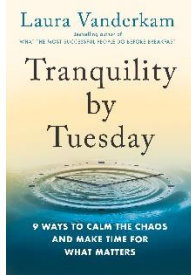
Stanford d.school professors [Perry Klebahn](#) and [Jeremy Utley](#) reveal how leaders can dramatically boost the creative output of their organizations, drawing from their popular courses. How many new ideas could you come up with if given nothing but ten minutes, a pen, and a piece of paper? Your number of ideas is a metric for your ability to generate novel solutions to any given problem, on demand. This is what Stanford d.school professors Klebahn and Utley call *ideaflow*. It is the most crucial business metric that you've never considered.

Why? Every business problem is an idea problem. How well you can solve those problems—how much your ideaflow is—is how well you and your business perform, navigate uncertainty, and develop innovations. Drawing from their decades of teaching Silicon Valley entrepreneurs and Fortune 500 executives at the world-famous Stanford d.school, Klebahn and Utley offer a battle-tested framework to exponentially boost your ideaflow. Klebahn is an Adjunct Professor and Director of Executive Education at Stanford d.school. Utley is the Director of Executive Education at the d.school and an Adjunct Professor at Stanford's School of Engineering.

Translation: Portfolio (editor Merry Sun)

Agent: Lynn Johnston Literary

UK: Ebury Edge; Chinese (sc): Cheers; Korean: Woongjin; Romanian: Publica; Spanish: Urano



**Vanderkam, Laura**

**October 2022**

**TRANQUILITY BY TUESDAY: 9 Ways to Calm the Chaos and Make Time for What Matters**

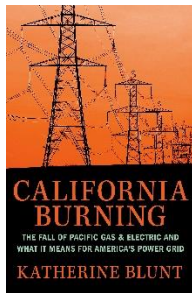
Do you perpetually hope that someday life will be less hectic? If the COVID-19 pandemic has taught us anything, it's that life is unpredictable. If we're not careful, then dull, unfulfilling tasks can quickly occupy our precious hours, derail our best-laid plans, and make life feel like a slog. In *Tranquility by Tuesday*, [Laura Vanderkam](#) explains that if you want something to happen, you need to design your life to make it happen. Work crises, childcare emergencies, and home repairs are inevitable, and the mundane tasks of life – cooking, cleaning, laundry – aren't going anywhere. To make time for what matters, you need a resilient schedule, not a perfect one. Based on a time diary study of over 150 people, Vanderkam shares nine strategies for building opportunities for joy, nourishment, and fulfillment into your week. This is more than a time management book about "how to do it all." It's a look at how real people changed their lives using Vanderkam's nine rules, and how you can do the same. It's about intentionally living the life that you want to live, and becoming an autonomous steward of life's possibilities. Vanderkam is the author of *The New Corner Office*, *Juliet's School of Possibilities*, *Off the Clock*, *I Know How She Does It*, *What the Most Successful People Do Before Breakfast*, and *168 Hours*.

UK, Translation: Portfolio (editor Kimberly Meilun)

Agent: Emilie Stewart Literary Agency

## SUMMER 2022

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**Blunt, Katherine**

**August 2022**

**CALIFORNIA BURNING: The Fall of Pacific Gas and Electric—and What It Means for America's Power Grid**

*California Burning* begins with the public reckoning after the Camp Fire that destroyed Paradise, California, and that turned the state's largest utility company, Pacific Gas & Electric, into a corporate felon. [Katherine Blunt](#) chronicles the shift from the innovators who built the first long-distance transmission lines across the Sierra Nevada mountains, to the investors controlling huge utilities to boost profits and shareholder dividends. In a deeply-reported narrative, she reveals the forces that weakened California's utility system while wildfires raged—political struggles, deregulation schemes, and market-gaming led by Enron Corp—and the symptoms of decline in power grids from California to Texas to the East Coast, as the pace of climate change increases. Blunt covers renewable energy and utilities for *The Wall Street Journal*.

UK, Translation: Portfolio (editor Trish Daly)

Agent: Stuart Krichevsky Literary Agency



**Dogen, Sam**

**June 2022**

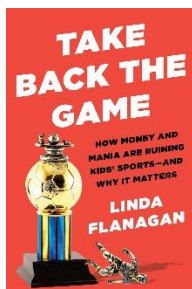
**BUY THIS, NOT THAT: How to Spend Your Way to Wealth and Freedom**

When it comes to our money, many of us believe that to acquire more we have to spend less. But the truth is that a mindset of skimping and frugality can lead you to miss opportunities for income growth and kill your dreams of early retirement. To live our best life today—while planning for an even better tomorrow—we need to make smarter, not fewer, spending decisions. In *Buy This, Not That*, Sam Dogen shares his strategies for building wealth, no matter how much money you have in the bank. With hard numbers and his signature straight talk, Dogen reveals the spending dos and don'ts for the biggest, and the smallest, purchases of your life. Dogen founded [Financial Samurai](#) in 2009. One of the pioneers of the modern-day FIRE movement, he was previously at Goldman Sachs and Credit Suisse, from which he retired at age 34.

UK, Translation: Portfolio (editor Noah Schwartzberg)

Agent: Author c/o Portfolio

Arabic: Arab Cultural Center



**Flanagan, Linda**

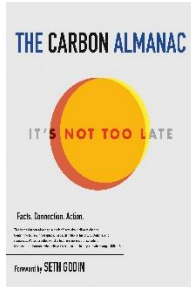
**August 2022**

**TAKE BACK THE GAME: How Money and Mania are Ruining Kids' Sports—and Why it Matters**

[Linda Flanagan](#) reveals an increasingly competitive environment and opportunistic youth sports industry that sells parents the notion that to succeed, kids must win at all costs. A provocative and timely entrant into a conversation thousands of parents are having by the sidelines, *Take Back the Game* uncovers how youth sports became big business, the consequences of raising the stakes for kids and parents alike, and the changes we need to see. Flanagan is a freelance journalist, researcher, and former cross-country and track coach. A founding board member of the NYC chapter of the Positive Coaching Alliance and 2020-21 Advisory Group member for the Aspen Institute's Reimagining Sports initiative, her writing on sports has appeared in *The Atlantic*, *Runner's World*, and NPR's education site *Mind/Shift*, where she is a regular contributor.

UK, Translation: Portfolio (editor Trish Daly)

Agent: Aevitas Creative Management



**Godin, Seth, editor**  
**THE CARBON ALMANAC: It's Not Too Late**

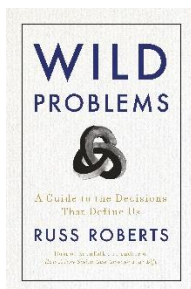
**June 2022**

The climate is the fundamental issue of our time, and now we face a critical decision. Whether to be optimistic or fatalistic, whether to profess skepticism or to take action. *The Carbon Almanac* is a once-in-a-lifetime collaboration between hundreds of writers, researchers, thinkers, and illustrators that focuses on what we know, what has come before, and what might happen next. Drawing on over 1000 data points, the book uses cartoons, quotes, illustrations, tables, and articles to lay out carbon's impact on our food system, ocean acidity, agriculture, energy, biodiversity, extreme weather events, economy, human health, and best- and worst-case scenarios. Visually engaging and built to share, it is the definitive source for facts and the basis for a global movement to fight climate change. We are in this together, and it's not too late to for concerted, collective action for change. Founding Editor [Seth Godin](#) is the author of twenty international bestsellers that have changed the way people think about work. He writes the most popular marketing blog in the world.

Translation: Portfolio (editor Niki Papadopoulou)

Agent: Author c/o Portfolio

UK: Penguin Business; Dutch: Haystack; Italian: Roi; Korean: Chaeksesang



**Roberts, Russ**  
**WILD PROBLEMS: A Guide to the Decisions That Define Us**

**August 2022**

[Russ Roberts](#) walks readers through the process of decision-making when our usual tools can't help us. He shows how to reframe the scary questions to be less about finding the "right" answer and more about answering the question, "Who do I want to be?" He draws on stories of great artists, writers, and scientists of the past who found creative ways of answering that question. Ultimately, Roberts asks us to see ourselves and our lives less as a problem to be solved than a mystery to be experienced. Working on ourselves and how we see ourselves might be a better way to face wild problems than trying to make perfect decisions in the face of uncertainty. Roberts is the John and Jean De Nault Research Fellow at Stanford University's Hoover Institution and the President of Shalem College in Jerusalem. He hosts the award-winning weekly podcast *EconTalk*, and he is the author of five books, including *How Adam Smith Can Change Your Life*.

UK, Translation: Portfolio (editor Bria Sandford)

Agent: ICM/Sagalyn

Chinese (cc): Faces; Korean: Segyesa

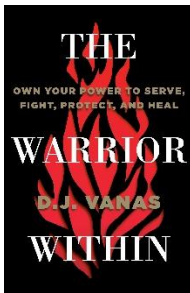


**Saunders, Julien, and Kiersten Saunders**  
**CASHING OUT: Win the Wealth Game by Walking Away**

**June 2022**

To achieve financial freedom, you're told to work hard, make money, save, and invest. Yet despite putting in twice the effort, you end up making less than your white colleagues and are routinely passed up for career opportunities, all while navigating microaggressions in the workplace, racist hiring practices, and skewed wages. It's almost as if the corporate ladder is rigged against Black Americans—and you'd be right. To get ahead, you have to walk away—and take up an entirely new model. In *Cashing Out*, Julien and Kiersten Saunders rewrite the rules for achieving financial freedom despite the broken system. Rejecting the standard that tells you to relentlessly sacrifice your time and mental health to maximize income, they show you how to build an exit strategy from your 9-to-5 and design a life that allows you to enjoy the little things now while setting yourself up for future financial security. The Saunders are the Atlanta-based co-creators of the lifestyle blog [Rich & Regular](#).

UK, Translation: Portfolio (editor Nina Rodriguez-Marty)  
Agent: Lucinda Literary



**Vanas, D.J.**  
**THE WARRIOR WITHIN: Own Your Power to Serve, Fight, Protect, and Heal**

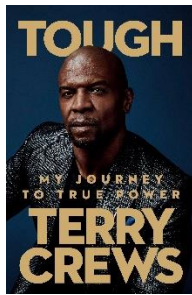
**August 2022**

For anyone who's ever felt depleted and overwhelmed yet had an important job to do and people depending on you to do it, *The Warrior Within* is a guide to getting yourself right in order to accomplish the world-changing work you were meant for. Drawing from timeless Native American warrior tradition, [D.J. Vanas](#) shows readers how to tap into their personal power, not by being the toughest or bravest person in the room, but by committing to self-mastery, transforming setbacks into opportunities for achievement, and always fighting for something bigger than the self. With stories ranging from vision quests to veterans and service providers at the front lines, this book is a call to stand strong, be resilient, and show up for both yourself and others regardless of circumstance. Vanas is an internationally acclaimed speaker for Fortune 500 companies, hundreds of tribal nations, and audiences nationwide. He is a tribally enrolled member of the Ottawa Nation and a former US Air Force officer and the author of *The Tiny Warrior* and *Spirit on the Run*.

UK, Translation: Portfolio (editor Nina Rodriguez-Marty)  
Agent: Carol Mann Agency

## SPRING 2022 HIGHLIGHTS

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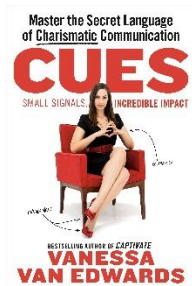


**Crews, Terry**  
**TOUGH: My Journey to True Power**

**April 2022**

When it comes to sheer muscle, anyone who has seen [Terry Crews](#) in the show *Brooklyn Nine-Nine* or his movies knows he is strong. Now Crews shares the raw, never-before-told story of his quest to find the true meaning of the word that has defined his life. In *Tough*, he examines six arenas where he desperately sought control—masculinity, religion, money, sex, racism, and friendship—and recounts the setbacks and victories he faced while uprooting toxic masculinity from his psyche and finally confronting his insecurities, painful memories, and limiting beliefs. Only by cultivating self-awareness and vulnerability was he finally able to achieve self-mastery. Crews' journey of transformation offers a model for anyone who considers themselves a “tough guy” but feels unfulfilled, anyone struggling with procrastination or self-sabotage, and anyone who admires Crews for his seeming invincibility.

UK, Translation: Portfolio (editor Trish Daly)  
Agent: UTA

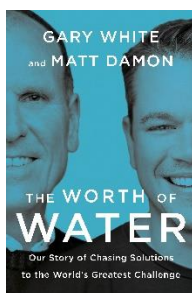


**Van Edwards, Vanessa**  
**CUES: Master the Secret Language of Charismatic Communication**

**March 2022**

Whether you like it or not, people are going to make snap judgments about your smarts, credibility, talent, and worth. Why not make sure they're good ones? As behavior researcher [Vanessa Van Edwards](#) shows in *Cues*, you actually have a great deal of control over what others make of you. Even better, you don't need to change who you are or what you value in order to make a better impression. The key is to become fluent in the language of *cues*, or tiny signals that we send to others through our body language, facial expressions, word choice, and vocal inflection. Cues are the difference between being perceived as credible or smarmy, smart or flighty, professional or a complete mess. In *Cues*, you'll learn how to control and interpret these low-res signals that have a massive impact on how you come across to others. Van Edwards is the author of the bestselling *Captivate*.

Translation: Portfolio (editor Niki Papadopoulos)  
Agent: LaunchBooks Literary  
UK: Penguin Business; Chinese (sc): Jie Teng; Korean: Book21; Portuguese (B): Sextante; Russian: MIF; Spanish: PRH



**White, Gary, and Matt Damon**  
**THE WORTH OF WATER: Our Story of Chasing Solutions to the World's Greatest Challenge**

**March 2022**

When actor Matt Damon visited Zambia in 2006, the last thing he expected was to become a champion for the battle to end the global water and sanitation crisis. He quickly realized that to make a real impact, he'd need additional expertise. Enter civil and environmental engineer Gary White, an internationally recognized water and sanitation expert. A chance encounter would set these two unlikely allies on a mission to bring safe water and sanitation to the world. Through firsthand accounts of setbacks and triumphs in projects spanning the world, *The Worth of Water* illuminates the challenges of building and scaling market-based financial solutions to the global water crisis—and ultimately, empowering communities and individuals to make long-lasting investments in their own wellbeing. White and Damon are the cofounders of [Water.org](#) and [WaterEquity](#); White is also the CEO.

Translation: Portfolio (editor Trish Daly)  
Agent: ICM. For UK rights, contact Felicity Blunt at Curtis Brown  
Chinese (cc): Heliopolis; German: Goldmann; Hungarian: Corvina; Korean: Vision B&P

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