



Harriman House Rights Catalogue Autumn 2023

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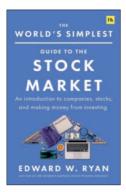
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New and coming soon

The World's Simplest Guide to the Stock Market

An introduction to companies, stocks, and making money from investing

By Edward Ryan



Also by the same author:



The World's Simplest Guide to the Stock Market provides a crash course on the essentials of stocks and the stock market. This new book is the ideal first read for anyone new to stocks, but is also useful for someone looking for a refresher on the basics.

A new title from the author of *The World's Simplest Stock Picking Strategy*. In plain language the book gives clear answers to key questions such as:

- What is a company, how do companies grow, how do companies raise money, and how does a company go public?
- What is a stock, what causes stock prices to move, and what do investors experience when they own a stock?
- What are stock exchanges and how do they work, how do investors interact with exchanges, and what is an index?

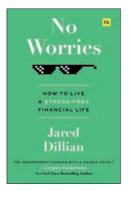
Author Edward W. Ryan brings life to what can be complex and daunting topics. By drawing on his own experiences as both a personal investor and a professional in the investment industry, he provides real-world context that makes the material relatable and memorable.

ISBN 9781804090206 | Paperback £15.99 Publication date: 16/04/2024

No Worries

How to live a stress-free financial life

By Jared Dillian





No Worries is a book for people who don't want to agonise over money. This comprehensive personal finance guide is designed to help the reader avoid stress and manage their own finances to ensure a happier, more fulfilling financial life. Dillian argues that, if you get the big decisions right, then you don't have to worry about the small decisions.

With practical, everyday principles, this book is a one-stop shop for dealing with a variety of financial problems.

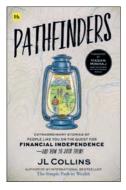
Jared Dillian is the editor of The Daily Dirtnap, a popular market newsletter for investment professionals. He was a trader for Lehman Brothers, specializing in index arbitrage and ETF trading. Jared is an investment strategist at Mauldin Economics and has contributed to Bloomberg Opinion, Forbes and TheStreet.com. He tweets @dailydirtnap.

ISBN: 9781804090558 | Paperback: £14.99 Publication date: 23/01/2024

Pathfinders

Extraordinary stories of people like you on the quest for financial independence — and how to join them

By JL Collins





A new book from JL Collins, the international bestselling author of *The Simple Path to Wealth. Pathfinders* is designed to be a companion book to *The Simple Path to Wealth* and explores the journeys of people who had taken the message from *The Simple Path to Wealth* to heart and adapted it to their own unique life situations.

This new book is a practical guide, divided into chapters with contributions from fans and followers of JL Collins, each opening with an essay from the author.

The book features perspectives from USA, UK, Canada, Australia, New Zealand, Japan, Switzerland, Austria, Belgium, Taiwan, Russia, Ukraine, Portugal, India, Italy, Nigeria and the Philippines. *The Simple Path to Wealth* has been translated into many languages including Japanese, Korean, Russian, German, Spanish, Arabic, Simplified and Traditional Chinese, Thai, Vietnamese, Polish, Romanian, Portuguese (Portugal only and Brazil), Marathi, Bulgarian and Dutch.

ISBN: 9781804090015 | Paperback: £14.99 Publication date: 31/10/23

Trend Following Masters – Volume two

Trading psychology conversations By Michael Covel



This second volume of *Trend Following Masters* features Michael's conversations with great psychologists and behavioral scientists, including Annie Duke, Alexander Elder and Daniel Kahneman.

Encouraged by Michael's skilled and knowledgeable questions, the legendary guests reveal the best of their wisdom, guidance, and ideas to help you manage your trading mindset. It is the ultimate mentorship circle serving one goal: to give everyone the chance to learn how to profit in the markets.

Michael Covel's Trend Following podcast has delivered millions of listens across 80+ countries for over a decade. On the podcast, Michael invites you to take a seat next to him as he interviews the world's top experts in investor psychology.

Covel is the bestselling author of many books including *Trend Following, The Complete Turtle Trader, Trend Commandments, The Little Book of Trading* and *Trend Following Mindset.* He tweets @Covel and has over 41,000 followers. His previous books have been translated into many languages including: Arabic, Traditional and Simplified Chinese, French, German, Hungarian, Korean, Japanese, Polish, Portuguese, Romanian, Russian, Thai, Turkish and Vietnamese.

ISBN: 9780857199997 | Hardback: £30 Publication date: 19/09/23

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Also by the same author:

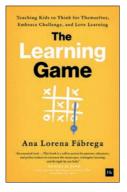




The Learning Game

Teaching kids to think for themselves, embrace challenge, and love learning

By Ana Lorena Fábrega





Ana Lorena Fábrega is an award-winning edupreneur, writer, and Chief Evangelist at Synthesis. Growing up, she attended 10 schools in seven different countries. She earned her BS in Childhood Education and Special Education from New York University and taught elementary school. Today, Ana writes a newsletter to nearly 200,000 readers about the promise of alternative education and has over 160,000 X followers @anafabrega11.

In *The Learning Game*, Fábrega maps the school lessons we need to unlearn and challenges us to rethink education: instead of telling kids what to believe, what if we helped them learn how to think for themselves? What if we encouraged them to take risks and tackle projects of their own?

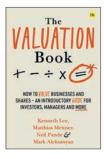
The author considers how in the real world, the people who succeed are the ones who know how to teach themselves anything. *The Learning Game* will appeal to parents and anyone whose job involves helping others learn, including managers, consultants and people looking to master their craft, learn a new job skill, earn a promotion, or become an entrepreneur.

ISBN: 9781804090510 | Paperback: £14.99 Publication date: 05/09/2023

The Valuation Book

How to value businesses and shares – an introductory guide for investors, managers and more

By Kenneth Lee, Matthias Meitner, Neil Pande and Mark Aleksanyan



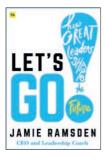
The Valuation Book contains the tools needed to make a robust valuation of a business. No detailed prior knowledge of business valuation is required – the book covers everything you need to know, including how to read relevant parts of company accounts and the valuation tools that are used by professionals. Written by academics who are also practitioners, the book is a comprehensive introductory valuation guide for investors, managers, accountants, lawyers and anyone else who needs to value a business.

ISBN: 9780857199492 | Paperback: £29.99 | Publication date: 13/08/24

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Lets Go!

How great leaders shape the future By Jamie Ramsden



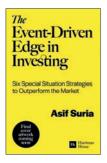
Author Jamie Ramsden has thrived in the leadership world as a successful executive, an elite coach, and an academic. *Let's Go!* lays out his own powerful leadership framework, which merges hands-on business knowledge with profound insights into human motivations. The effective leader is a role model, a community builder, a sense maker, and a future shaper. *Let's Go!* empowers executives and leaders to elevate their game, better understand themselves and their world, and live to their fullest potential.

ISBN: 9781804090756 | Paperback: £17.99 | Publication date: 14/05/24

The Event Driven Edge in Investing

Six special situation strategies to outperform the market

By Asif Suria



Every investor wants a dependable advantage that enables them to beat the market. Every investor wants an edge. One such edge, long thought to be accessible only to institutional investors, can be found in eventdriven investing strategies. These strategies allow you to recognise and take advantage of the effect of corporate events on the price of stocks: events including mergers and acquisitions, stock buybacks, and spinoffs. Accomplished multi-strategy investor Asif Suria provides a simple, in-depth introduction to these highly profitable strategies, making them available to all investors.

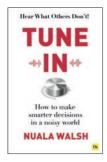
ISBN: 9781804090497 | Paperback: £24.99 | Publication date: 21/05/24

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Tune In

How to make smarter decisions in a noisy world

By Nuala Walsh

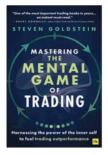


Your decisions matter more than you think. Despite popular belief, the most underestimated risk facing our generation is not economic, political, cyber or even climate risk. It's human decision risk. And it's rising. In today's noisy, fast-paced world, it's hard to hear what really matters – amplifying a rush to misjudgement. Behavioural scientist and award-winning Fortune-500 advisor, Nuala Walsh understands how to master the art of judgement. She explains why decision-makers tune out at milestone moments and champions an underestimated source of power, influence and relative advantage – tuning in to what matters when it matters most.

ISBN: 9780857199959 | Paperback: £15.99 | Publication date: 26/03/24

Mastering the Mental Game of Trading

Harnessing the power of the inner self to fuel trading outperformance By Steven Goldstein



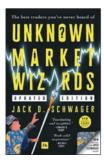
The biggest hurdle in trading can be the trader's inability to take ideas based on sound analysis and trade them effectively in the financial markets. Far too often traders look back with regret at what they could have achieved if only they had done what they intended to do, and not what they actually did. This book is an exploration into the inner world of trading, and the inner reaches of the trader's mind, soul and heart. The book is based on the experience of the author who spent nearly a quarter of a century as a professional trader, plus over a decade coaching traders at many of the world's leading trading firms. Steven Goldstein is one of the leading coaches in the financial markets industry.

ISBN: 9781804090077 | Paperback: £26.99 | Publication date: 16/01/2024

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Unknown Market Wizards (new paperback edition)

The best traders you've never heard of By Jack D. Schwager





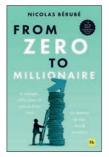
A revised and updated edition of *Unknown Market Wizards* with new material in every chapter. Jack Schwager returns to interview the traders from the 2020 book, asking how they navigated the unprecedented markets of 2020–2022, including the pandemic bear market, rising inflation, and the emergence of another bear market. All chapters have been updated with exclusive new interviews. An invaluable collection of trading wisdom, brimming with insights that will help all traders improve their outcomes. Over one million *Market Wizards* have been sold and over 72,000 copies of the 2020 Hardback book have been sold since publication in 2020.

ISBN: 9780857198716 | Paperback: £19.99 | Publication date: 07/11/2023

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From Zero to Millionaire

A simple, effective and stress-free way to invest in the stock market By Nicolas Bérubé



At a time when a record number of people are investing in the stock market, this book by award-winning financial writer Nicolas Bérubé reveals how any investor can get rich and beat the professionals at their own game by investing less than an hour a year of their time. Admitting that he felt like a 'zero' after his first mistakes as a beginner investor, Bérubé never stopped trying to understand what separates the winners from the losers. He observes how the greatest investors around the world think and act, meeting and interviewing many of them. Using the latest research, he identifies proven and accessible ways to invest, and offers concrete advice on how to get started or take control of your investments today.

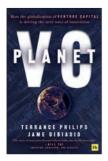
ISBN: 9781804090268 | Paperback: £14.99 | Publication date: 10/10/2023

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Planet VC

How the globalization of venture capital is driving the next wave of innovation

By Terrance Philips and Jame DiBiasio



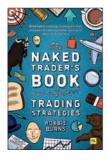
A unique framework for understanding the future of global innovation and venture capital, *Planet VC* uncovers the story of how VC went global, transforming cities from Beijing to Bangalore into the techno-hubs of tomorrow. The authors follow the money to understand how VC helped enable the rise of America's global competitors, and where the world of innovation is headed next. Through in-depth interviews *Planet VC* provides a unique and useful framework for understanding the future of innovation. The book will appeal to finance professionals, those interested in the VC industry, investors, entrepreneurs and corporate strategists.

ISBN: 9780857199973 | Paperback: £21.99 | Publication date: 22/08/2023

The Naked Trader's Book of Trading Strategies

Profitable trading strategies that anyone can use to make money in the stock market

By Robbie Burns



From the author of the best-selling *Naked Trader*, this new book reveals Robbie Burns' latest and most profitable trading strategies. Readers will learn the best places to find great shares, how to plan trades properly, what it takes to make massive profits and approaches to put trading plans into action. Perfect for experienced traders as well as those new to the markets.

ISBN: 9780857199782 | Paperback: £18.99 | Publication date: 18/07/23

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The Secret Wealth Advantage

How you can profit from the economy's hidden cycle By Akhil Patel



The Secret Wealth Advantage guides the reader through the financial markets and their cycles to help them make better investment decisions. A unique take on property and stock market cycles using data and historical analysis drawn from over two hundred years and multiple countries, the book provides practical guidance on the times to be in and out of the markets. It will help readers secure their financial futures by taking advantage of wealth building periods or preserving their capital during periods when markets tank.

ISBN: 9780857198570 | Paperback: £19.99 | Publication date: 11/07/2023

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Four Ways to Beat the Market

A practical guide to stock-screening strategies to help you pick winning shares

By Algy Hall



Investors in stocks are faced with two major problems: how to find and interpret the most useful data from company accounts and how to whittle down the list of thousands of public companies into a smaller pool of candidates for further research. In *Four Ways to Beat the Market*, financial journalist Algy Hall provides the solution to both problems and helps investors in their quest to pick winning shares. The book contains many other hints, tricks and tactics for investors and will help readers spot the best stocks and avoid the duds.

ISBN: 9780857199416 | Paperback: £24.99 | Publication date: 16/05/2023

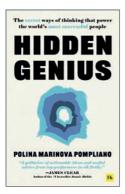
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Hidden Genius

The secret ways of thinking that power the world's most successful people

By Polina Marinova Pompliano





Hidden Genius is based on Polina Marinova Pompliano's popular Substack writings – The Profile – where she studies the most successful and interesting people and companies in business, entertainment, tech and sports.

The author routinely profiles influential figures and has interviewed The Rock, Melinda Gates, Danny Meyer, Steve Case, Chamath Palihapitiya and Alexis Ohanian. Polina tweets @polina_marinova and has over 130,000 followers. Her @ProfileRead account has over 16,000 followers.

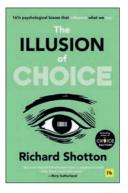
Polina previously spent five years at Fortune where she wrote more than 1,300 articles and earned the trust of prominent investors and entrepreneurs. *Hidden Genius* will appeal to a broad audience including self-improvers, business leaders, creatives and all smart thinking readers.

ISBN: 9781804090046 | Paperback: £14.99 Publication date: 20/06/23

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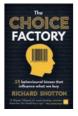
The Illusion of Choice

16¹/₂ psychological biases that influence what we buy By Richard Shotton





Also by the same author:



A new book from the bestselling author of *The Choice Factory*, *The Illusion of Choice* explores how behavioural science can be practically applied to advertising.

Drawing on a wide range of behavioural biases, *The Illusion of Choice* identifies the 16½ most important psychological quirks – from the peak-end rule to the power of precision – that anyone in business needs to be aware of. The author focuses on how each should be practically applied to advertising.

Richard Shotton has worked in the advertising industry for 20 years. He has over 39,000 followers on X and over 267,000 followers on LinkedIn. He regularly writes for *Campaign*, The Drum, WARC, Mediatel, AdMap, Market Leader, Huffington Post and *Media Guardian. The Choice Factory* was the Winner of the Sales and Marketing Category at the 2019 Business Book Awards and has been translated into Chinese (Simplified and Traditional), Czech, Hungarian, Italian, Korean, Portuguese, Russian, Spanish, Turkish and Vietnamese.

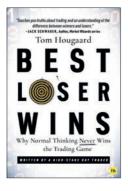
ISBN: 9780857199744 | Paperback: £14.99 Publication date: 28/03/2023

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Best Loser Wins

Why normal thinking never wins the trading game – written by a high-stake day trader

By Tom Hougaard



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In *Best Loser Wins*, respected trader Tom Hougaard explains how his high-stake approach to trading allowed him to make millions. He is the winner of multiple trading competitions and on one occasion traded $\pounds 25,000$ into more than $\pounds 1$ million over the course of a year.

Best Loser Wins is about mindset psychology and self knowledge. The book explains how traders by thinking differently can elevate their game from mediocre and sporadic to excellent and consistent. Normal thinking leads to normal results. For exceptional results, traders must think differently.

Tom is followed by 13,000 people on Telegram where he posts his live trades, including live entries and exits, leaving him nowhere to hide.

Over 37,000 copies sold worldwide since publication in April 2022.

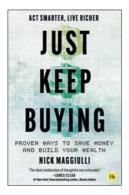
ISBN: 9780857198228 | Paperback: £24.99 Publication date: 16/08/22

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Just Keep Buying

Proven Ways to save money and build wealth

By Nick Maggiulli





Everyone faces big questions when it comes to money: questions about saving, investing, and whether you're getting it right. Many answers provided by the financial industry have been based on belief and conjecture... until now.

In *Just Keep Buying*, Data Scientist and popular blogger Nick Maggiulli uses real data and evidence to answer the biggest questions in personal finance. You will learn why you need to save less than you think, why saving up cash to buy market dips isn't a good idea and how to survive during a market crash.

Nick is the creator of the popular OfDollarsAndData.com blog and has over 148,000 engaged X followers. He tweets at @dollarsanddata. Over 100,000 copies sold worldwide since publication in April 2022.

"*Just Keep Buying* is the ideal combination of thoughtful and actionable. Maggiulli not only uses evidence to guide his suggestions, but he is also among the best at boiling everything down into ideas that are easy-to-understand and apply."

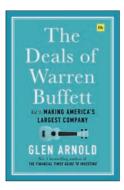
- James Clear, #1 New York Times bestselling author of *Atomic Habits*

ISBN: Hardback: 9780857199713 Paperback: 9780857199256 Hardback: £22.00 Paperback: £14.99 Publication date: 12/04/22

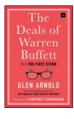
Brazilian (Portuguese), Thai, Arabic, Romanian, Estonian, German, Indonesian, Vietnamese, Japanese, Traditional and Simplified Chinese, Indian English Language Reprint rights sold. All other rights available.

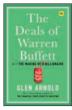
The Deals of Warren Buffett: Volume 3

Making America's largest company By Glen Arnold



Also by the same author:





The third volume of *The Deals of Warren Buffett* traces Warren Buffett's journey as he made Berkshire Hathaway the largest company in America.

The book covers detailed analysis of the deals of the world's greatest investor, Warren Buffett, in the years when Berkshire Hathaway became the largest company in America.

This third volume in a series of four books follows Buffett's journey from 1989 to 1998 as Berkshire shares jump 14-fold from \$4,700 to \$68,000 and its market cap grew from \$5bn to \$100bn.

It covers the period Buffett made investments in companies including: Wells Fargo, USAir, American Express, The Shoe Group, Helzberg Diamond Shops, RC Willey, FlightSafety International, Dairy Queen, NetJets, and General Re.

ISBN: 9780857196491 | Hardback: £25 Publication date: 23/11/2021

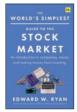
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The World's Simplest Stock Picking Strategy

How to make money investing in the companies in your life By Edward Ryan



Also by the same author:



At a time when interest in stock investing is surging, *The World's Simplest Stock Picking Strategy* provides a simple and successful strategy – showing how to invest in companies that stand out in everyone's daily life.

Technology and user-friendly apps like Robinhood have given people easy access to the markets through their mobile devices but many people have no guidance or plan. This book provides a practical strategy to pick stocks and invest in a more disciplined way for greater success.

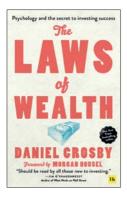
Wall Street equity adviser Edward Ryan describes the investment strategy he has used for his own personal investments for the last ten years and shows you, step by step, with full practical guidance, how to put it into practice yourself.

ISBN: 9780857199430 | Paperback: £14.99 Publication date: 16/11/2021

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The Laws of Wealth

Psychology and the secret to investing success By Daniel Crosby





Also by the same author:



New York Times bestselling author Dr Daniel Crosby brings the insights of behavioural finance to investors and traders everywhere, in this applied and accessible book.

Throughout, anecdotes, research, and graphics illustrate the lessons in memorable ways and Crosby provides clear, concise direction on what to think, ask, and do next to become a better investor.

This new, updated 2021 edition features a foreword from bestselling author of *The Psychology of Money*, Morgan Housel.

An accessible and practical guide to investing psychology, *The Laws of Wealth* provides the reader with a unique perspective on investing, written by a clinical psychologist who also works as an asset manager.

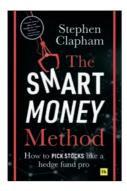
The Laws of Wealth (original hardback) was awarded a gold medal in The Axiom Business Book Awards 2017.

ISBN: 9780857197832 | Paperback: £14.99 Publication date: 30/03/2021

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The Smart Money Method

How to pick stocks like a hedge fund pro By Stephen Clapham





In *The Smart Money Method*, the stock-picking techniques used by top industry professionals are laid bare for investors. This is the inside track on how top hedge funds pick stocks and build portfolios to make outsize returns.

Written by one of the leading commentators on fraud and aggressive accounting, Stephen Clapham spent 20 years as an equity analyst at different investment banks and is the founder of Behind the Balance Sheet, a leading investment research and investor training consultancy.

Clapham highlights the techniques to beat the market – he shows where to find great stock ideas, teaches how to access the quality of the business and explains his process to formulate the final decision to purchase. Split into 14 digestible chapters, the author shows how to monitor your portfolio and how to decide when to sell.

ISBN: 9780857197023 | Paperback: £19.99 Publication date: 24/11/2020

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How I Invest My Money

Finance experts reveal how they save, spend, and invest By Brian Portnoy and Joshua Brown





An insightful collection of short essays from 25 of the most thoughtful and interesting leading finance professionals on how they manage their own money.

Taken as a whole, these essays powerfully demonstrate that there is no single 'right' way to save, spend, and invest. We see a kaleidoscope of perspectives on stocks, bonds, real assets, funds, charity, and other means of achieving the life one desires.

Very few financial professionals have ever written about their own personal finances and investments until now. Inspired by a hugely popular blog post by Josh Brown, an on-air contributor to CNBC television each week for the past decade. Josh Brown has one of the largest social media followings in the industry with over one million X followers.

With contributions from high-profile experts including Morgan Housel, Christine Benz, Brian Portnoy and Joshua Brown.

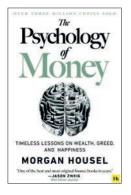
ISBN: 9780857198082 | Paperback: £18.99 Publication date: 17/11/2020

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The Psychology of Money

Timeless lessons on wealth, greed, and happiness

By Morgan Housel





An international bestseller with over 3.5 million combined copies sold and over 39,000 Amazon.com customer reviews.

Award-winning writer and social media sensation Morgan Housel shares short stories exploring the strange ways people think about money. Inspired by a blog post read by over one million people, the book takes a unique look at misconceptions and common flaws that take place when people think about money and investing, arguing that finance is not just about what you know. It's about how you behave.

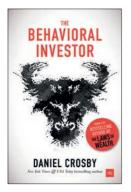
Writer and high-profile financial blogger Morgan Housel has over 470,000 highly engaged X followers and *The Psychology of Money* won the gold medal at the Axiom 2021 Business Book Awards in the Personal Finance/Retirement/Investing category. Housel is a former columnist at The Motley Fool and *Wall Street Journal* and has a huge international fan base. He regularly speaks at events, appears on podcasts, television and radio shows.

ISBN: 9780857197689 | Paperback: £14.99 Publication date: 08/09/2020

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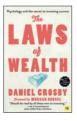
The Behavioral Investor

By Daniel Crosby





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The Behavioral Investor takes an applied look at how psychology ought to inform the art and science of investment management.

Psychologist and asset manager Dr. Daniel Crosby examines the sociological, neurological and psychological factors that influence investment decisions and offers practical solutions for improving both returns and behavior.

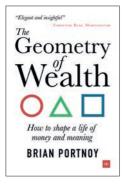
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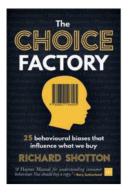
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The Choice Factory

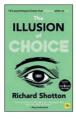
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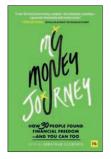
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Michael Covel is the voice behind the hugely successful Trend Following TM Radio. This first volume of *Trend Following Masters* features Michael's conversations with great trend following traders, including: Bill Dreiss, Harold de Boer, Jerry Parker, Tom Basso, Larry Hite, Martin Bergin, Niels Kaastrup-Larsen, Eric Crittenden, Donald Wieczorek, and Robert Carver. Covel is the bestselling author of many books including *Trend Following*, *The Complete Turtle Trader*, *Trend Commandments*, *The Little Book of Trading* and *Trend Following Mindset*.

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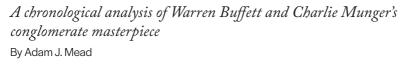
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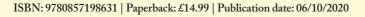
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