



# Harriman House

**Trade Catalogue**  
January - June 2025

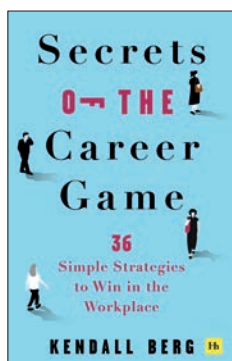
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**New and coming soon**

## Secrets of the Career Game

*36 simple strategies to win in the workplace*

By Kendall Berg



Kendall Berg, aka That Career Coach, reveals the hidden methods that will accelerate your ascent through the ranks. Learn how to evaluate your own competencies, navigate the workplace hierarchy, and establish a network that will compound career growth.

Kendall has a substantial and engaged following on social media (113,000 TikTok followers and 264,000 Instagram followers) which she has used to refine her material by identifying what is most impactful for her audience.

Tactical, practical, and useful, *Secrets of the Career Game* solves the widespread problem of career stagnation by arming the reader with the rarely taught soft skills needed to get ahead. The book empowers readers to build the knowledge base they need to find success in an easily digestible way, distilling the benefits of (otherwise expensive) career coaching into an affordable and durable format. It cuts through the fallacies of traditional views on career progression and gets to the heart of the problems that workers are facing today.

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ISBN: 9781804091111 | Paperback £16.99

Publication date: 13/05/2025

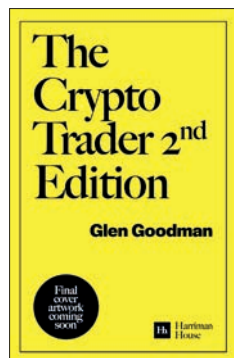
**New and coming soon**

**Fh**

# The Crypto Trader 2<sup>nd</sup> Edition

*How anyone can make money trading Bitcoin and other cryptocurrencies*

By Glen Goodman



Glen Goodman's goal was to retire young and wealthy, escaping the daily grind. He taught himself how to trade everything from shares to Bitcoin and made enough money to realise his dream and quit his day job while still in his 30s.

In *The Crypto Trader*, Glen shows you exactly how he made huge profits trading Bitcoin, Ethereum, Ripple and more, so that you can do it too. Glen publicly called the top of the market in December 2017 and took his profits before the crash. But there are still tons of trading opportunities out there and Glen continues to trade crypto successfully.

The author reveals all his trading strategies, the proven methods and rules that make him one of the most followed traders in the world on social media. It took Glen years of study and trial and error to become a consistent money maker. He learnt his trading lessons the hard way – so you don't have to.

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ISBN: 9781804091357 | Paperback £19.99

Publication date: 10/06/2025

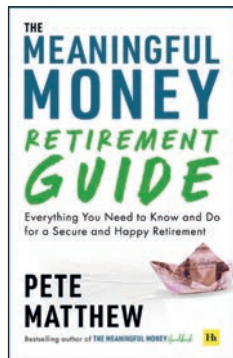


**New and coming soon**

# The Meaningful Money Retirement Guide

*Everything you need to know and do for a secure and happy retirement*

By Pete Matthew



A comprehensive and plain language guide to all aspects of retirement which will help people prepare for retirement financially and emotionally.

*The Meaningful Money Retirement Guide* answers the common questions facing people who are about to retire: Have I saved enough? Can I afford to retire? How do I access my pension and avoid messing it up? Will I be fulfilled without work in my life?

Pete Matthew is one of the UK's most recognisable financial planners and experts with 111k YouTube subscribers where his videos regularly receive tens of thousands of views. He has released over 500 podcast episodes and has achieved over 7 million downloads.

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ISBN: 9781804090657 | Paperback £14.99

Publication date: 06/05/2025

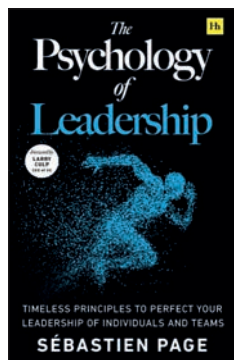
New and coming soon

Hh

# The Psychology of Leadership

*Timeless principles to perfect your leadership of individuals and teams*

By Sébastien Page



*The Psychology of Leadership* blends research, fascinating true stories, humour, and self-improvement advice to deliver 18 simple yet powerful principles to master the mental game of leadership. Sébastien Page offers a revelatory fresh take on business leadership through the lens of groundbreaking research in positive, sports, and personality psychology.

Leaders will develop what feels like mind-reading abilities for interpreting workplace personalities, hidden motivations, and group dynamics. They will learn how to inspire their organization to move mountains, improve their ability to listen, communicate and, when necessary, persuade. Along the way they will dramatically improve their own mindset and resilience.



**Future  
bestseller**

Sébastien Page manages the division responsible for managing Multi-Asset portfolios at T. Rowe Price.

He has written two finance books: *Beyond Diversification: What Every Investor Needs to Know*, and the co-authored Factor *Investing and Asset Allocation*, and he has won six annual research-paper awards: two from *The Financial Analysts Journal* and four from *The Journal of Portfolio Management*. He appears regularly on CNBC and Bloomberg TV, and in 2022 was named a Top Voice in Finance by LinkedIn. He has been quoted extensively in *The New York Times*, *The Wall Street Journal*, and *Barron's*.

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ISBN: 9781804091234 | Paperback £15.99

Publication date: 15/04/2025

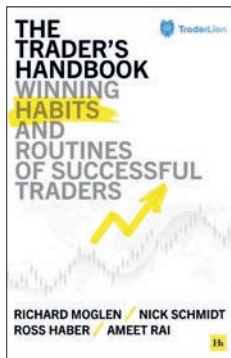


**New and coming soon**

# The Trader's Handbook

*Winning habits and routines of succesful traders*

By Richard Moglen, Nick Schmidt, Ross Haber, and Ameet Rai



*The Trader's Handbook* is the definitive guide to what it actually takes to trade like a professional. The authors provide a road map, guide, and resource that will allow you to progress as quickly as possible on your trading journey. They present multiple edges and frameworks that are precisely relevant to the current markets. These edges come from their collective studies of setups and analysis of the best performing stocks over the past few decades.

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ISBN: 9781804090183 | Hardback £28.99

Publication date: 15/04/2025

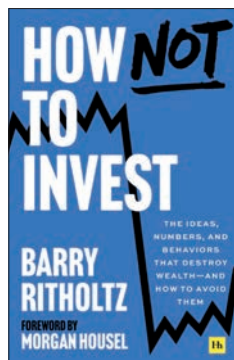
New and coming soon

1h

# How Not To Invest

*The ideas, numbers, and advice that destroy wealth – and how to avoid them*

By Barry Ritholtz



Barry Ritholtz is one of the most recognized commentators on investing and finance in America. Barry is a former Bloomberg columnist, a former *Washington Post* columnist and regularly appears on on CNBC.

*How Not Invest* is designed to help investors reduce mistakes. The secret, Barry argues, is not taking extreme risks or excessive gambles. Barry reveals his favorite mistakes, including the lessons we can learn from some of the wealthiest and most error-prone investors.

Barry Ritholtz is co-founder, chairman, and chief investment officer of Ritholtz Wealth Management, a financial planning and asset management firm, with over \$3 billion dollars in assets under management. Barry is often called the “blogfather” for his long-standing finance weblog, The Big Picture, the site generates half a million page views per month and has been covering everything investing-related since 2003. Barry's blog has amassed ~275 million visitors over that 20 year period. Barry is the creator and host of Masters in Business, the most popular podcast on Bloomberg Radio. He has over 220,000 followers @Ritholtz.

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ISBN: 9781804091197 | Paperback £14.99

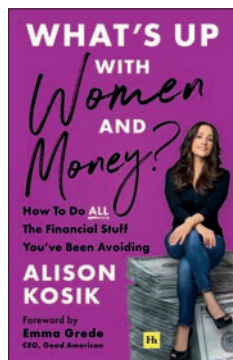
Publication date: 18/03/2025



# What's Up With Women and Money?

*How to do all the financial stuff you've been avoiding*

By Alison Kosik



Former CNN/CNN International Anchor and Business Correspondent Alison Kosik found herself trapped in a failing marriage, terrified to leave her husband as she didn't have the confidence to take on big financial decisions on her own. It turns out plenty of educated and high-achieving women avoid getting involved with managing their financial lives.

In *What's Up With Women and Money?* Alison gives a step-by-step action plan on a variety of money topics and interviews of women who share their cautionary tales of why avoiding money decisions can lead to bad outcomes. Alison talks one on one with inspirational women like Sheryl Sandberg, Rebecca Minkoff, Jessica Alba, Barbara Corcoran, and Deepica Mutyala — women who inspire other women and help them gain confidence — to take control of their financial lives.

Alison simplifies complicated financial topics of investing, car buying and paying down debt, breaking them down into easy to follow steps, with practical tidbits that make each page accessible, digestible and fun.

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ISBN: 9781804090534 | Paperback £14.99

Publication date: 04/03/2025

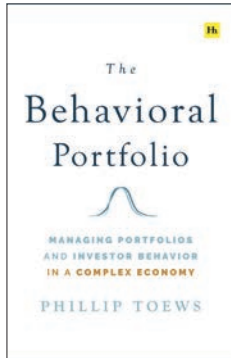
New and coming soon

Hh

# The Behavioral Portfolio

*Managing portfolios and investor behavior in a complex economy*

By Phillip Toews



Investment advisors face two challenges: the portfolios offered leaves investors vulnerable to severe economic events and emotional stress, and the way that investors are educated about their portfolios isn't effective at helping them curb biases. *The Behavioral Portfolio* examines the risks of both stock and bond portfolios from historically comprehensive perspective to help illustrate that, based on market history, the current approach could lead to a break-down of clients' portfolios and our practices.

Once portfolios are built according to these new parameters, portfolio communications are shifted to pro-actively prepare investors for challenges ahead. Instead of following the crowd and shifting out of assets at unfavorable time, investors are trained to both understand the markets and to think counter-intuitively. Behavioral portfolios and communications allows investors to enjoy a higher probability of success and greater peace of mind throughout their investing lives.

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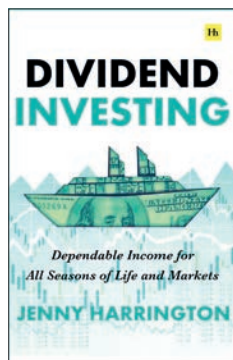
ISBN: 9780857197443 | Hardback £29.99

Publication date: 25/02/2025

# Dividend Investing

*Dependable income for all seasons of life and markets*

By Jenny Harrington



*Dividend Investing* is the definitive book on how to construct a portfolio of dividend income paying stocks to create a dependable, consistent source of income. Dividends have long provided a reliable source of income used by everyone from the ultra wealthy to pragmatic hard workers who have diligently saved for retirement. Once established, a dividend stock portfolio can provide income that is not only tax advantaged, but can grow steadily into the future, keeping up with inflation, all while requiring only minimal intellectual work and no physical effort on the part of the investor.

Readers will learn how to fully research a stock to reduce the risks of downside and ensure a steady future stream of dividend income. The author shares insights and experiences of her clients as they have navigated dividend income investing, and in doing so, brings her readers into a world of like-minded, real people who have worked hard, saved responsibly and are able to use their dividend income streams to live their lives happily and without financial stress.

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ISBN: 9781804090466 | Paperback £22.99

Publication date: 25/02/2025

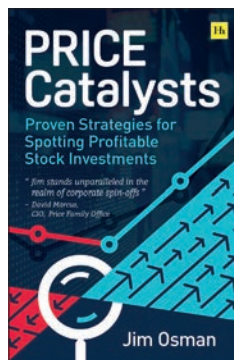
New and coming soon

Hh

# Price Catalysts

*Proven strategies for spotting profitable stock investments*

By Jim Osman



*Price Catalysts* explores the world of corporate special situations and demonstrates how savvy investors can profit from untapped investment opportunities in this niche sector of the market. The book is a resource for investors looking for a competitive edge in studying and comprehending the intricacies, dangers, and possible benefits of special situations.

Author Jim Osman provides real-world examples and case studies that are backed by data-driven analysis. The dynamics of business special situations will be better understood, and readers will learn how to find lucrative investment possibilities that the general market might miss.

Osman has over 30 years of experience in world of finance and in particular the field of special situation investments. He is founder and Chief Vision Officer of The Edge Group, an investment research company and has been featured on Barron's, Forbes and CNBC.

This book is essential reading for anybody interested in getting an advantage in the rapidly changing world of corporate finance and capital markets, including investors, financial professionals, and academics.

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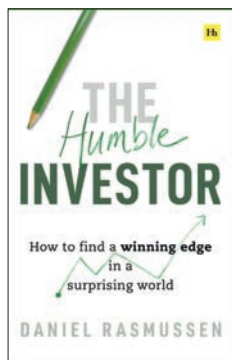
ISBN: 9781804090978 | Paperback £24.99

Publication date: 18/02/2025

# The Humble Investor

*How to find a winning edge in a surprising world*

By Daniel Rasmussen



*The Humble Investor* establishes the truths about what works in investing, through study of the data. How to find the right investments to buy and hold – and avoid the wrong ones, and how to exploit pockets of investment opportunity and invest successfully through bubbles, crises, inflation, and other tests of time. Why just be contrarian when you can bet against consensus and be right?

Through a meta-analysis of what moves markets and what drives human behaviour, Daniel Rasmussen cuts through the 60/40 portfolio, exposing where empirical evidence shows the best opportunities and where projections, models, and experts often fail to create an asset allocation that can withstand the tests of time.

Daniel Rasmussen is the founder and portfolio manager of Verdad Advisers, a \$900M hedge fund. Before launching Verdad, he worked at Bain Capital Private Equity and Bridgewater Associates. In 2017, Rasmussen was named to the Forbes 30 under 30 list. He is a contributor to the *Wall Street Journal*.

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ISBN: 9781804091296 | Paperback £29.99

Publication date: 04/02/2025

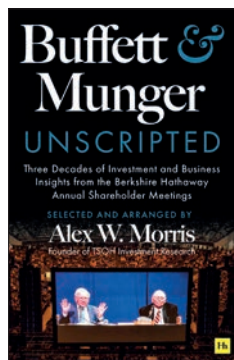
New and coming soon

Hh

# Buffett and Munger Unscripted

*Three decades of investment and business insights from the berkshire hathaway annual shareholder meetings*

By Alex W. Morris



*Buffett and Munger Unscripted* recovers, selects and organises the very best of answers from the question and answer sessions of 30 years of Berkshire Hathaway meetings, from 1994 to 2023 – otherwise lost to video archives or unofficial transcripts.

Learn from two of the greatest ever minds on stock market investing, business management, the art of value investing and long-term business success. *Buffett and Munger Unscripted* gives unique access and insight from decades of Berkshire Hathaway meetings and will appeal to fans of Warren Buffett and Charlie Munger, ative private and professional investors and Berkshire Hathaway shareholders.

Author Alex Morris is the writer of popular Substack, The Science of Hitting with 20K subscribers. He has 55,000 X followers @TSOH\_Investing.

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ISBN: 9781804091418 | Paperback £29.99

Publication date: 21/01/2025

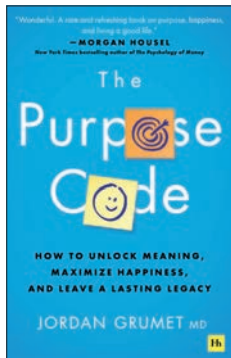


New and coming soon

# The Purpose Code

*How to unlock meaning, maximize happiness, and leave a lasting legacy*

By Jordan Grumet, MD



Having a sense of purpose has been scientifically proven to help people find happiness, longevity, and health. But lots of us are also worried about purpose. Purpose anxiety has been estimated to affect as much as 91% of people. What's going on? And how do we do purpose the right way, to unlock all its many benefits, set goals in life, make a mark and journey from anxiety to legacy?

*The Purpose Code* is a ground-breaking self-improvement book that reveals how to make a mark and set goals in life without falling into the anxiety traps of conventional success principles books. Through his work as a hospice doctor and financial podcaster, Jordan Grumet has a unique perspective on what it means to truly live a regret-free life and why money is not enough. The result is a self-development book like no other.

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ISBN: 9781804090862 | Paperback £14.99

Publication date: 07/01/2025

New and coming soon

Hh

# The Investment Trusts Handbook

*Investing essentials, expert insights, and powerful trends and data*

Edited by Jonathan Davis



The eighth edition of the highly regarded annual handbook for anyone interested in investment trusts – often referred to as the City’s best-kept secret, or the connoisseur’s choice among investment funds. The Investment Trusts Handbook is an editorially independent educational publication. Described in the media as “truly the definitive guide to the sector”, more than 45,000 copies of the Handbook have been sold or downloaded since launch.

With fascinating articles by more than 20 different authors, including analysts, fund managers and investment writers, plus more than 80 pages of detailed data and analysis, including performance figures, trust comings and goings and fund manager histories, the latest edition of the handbook is an indispensable companion for anyone looking to invest in the investment trust sector.

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ISBN: 9781804091449 | Hardback £29.99

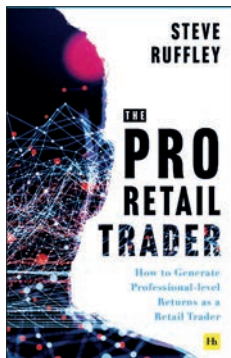
Publication date: 10/12/2024



# The Pro-Retail Trader

*How to generate professional-level returns as a retail trader*

By Steve Ruffley



A guide to how retail traders can trade like the professionals from someone who has actually done it. *The Pro Retail Trader* bridges the gap between the professional world of trading in which the author, Steve Ruffley, was trained and that of retail where he now places these kinds of trades.

Time is money, so they say. Ruffley has spent decades perfecting ways of making the largest amounts of money he can, from the least amounts of time day trading. This translates to numbers like, \$10k in 2 minutes, \$77k in 2 hours and \$90K in 1 day. Like the Professionals he only trades to make money, to make \$1000's and classes himself as a Pro-retail trader. Making 'Pro' level trader amounts, but doing this trading with a retail broker. This is important because anyone can be a retail trader, not everyone can be a 'Pro' trader. You can be taught how to trade but not everyone can learn how to make money, real money, from trading.

Steve Ruffley has been involved in the finance industry for nearly 25 years. From risk managing pro traders to running a trading floor Steve has worked with some of the best traders in the business, at the largest trading firms. He has seen insights to Pro trading that few people, even pro traders themselves, ever get to see.

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ISBN: 9781804091371 | Paperback £24.99

Publication date: 26/11/2024

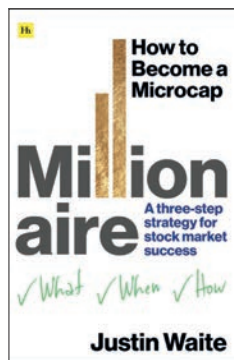
New and coming soon

Fh

# How to Become a Microcap Millionaire

*A three-step strategy for stock market success*

By Justin Waite



Justin Waite outlines a strategy that uses 3 basic principles to help you avoid losing money, in all types of market. Waite is a private investor who has made money in the stock market every year from 2009-2024. The book looks at how to make money in the stock market by looking at what companies to invest in, when and how to manage their portfolio in order to maximise upside, whilst limiting downside.

Justin Waite went from being jobless to becoming an ISA millionaire by developing, refining and using the concepts detailed in this new book. He the main reasons why private investors lose money and gives them a strategy to not only avoid these issues but which leverages exposure to their winners. In short it will help private investors make money.

Aimed at anyone who either wants to create their own wealth by investing in the stock market. Whether it's people who want to learn to invest or for existing investors who want to stop losing money by become a better investor.

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ISBN: 9781804091425 | Paperback £24.99

Publication date: 19/11/2024







## Key titles

# Stop Waiting, Start Investing

*Build wealth with 10 Minutes of work*

By Ryan King



One of the problems for young people getting started in investing is the confusing range of options, the expectation that it will take a long time and the fear of messing it up.

*Stop Waiting, Start Investing* will help build long term wealth using the stock market with only ten minutes of work.

Author Ryan King is a social media content creator with a following of nearly 100,000 people online across his various social media platforms and he is the founder of Making Money Simple (@makingmoneysimple), an online financial education platform.

*Stop Waiting, Start Investing* breaks down personal finance and investing in an accessible way using relatable and in-depth content. The perfect guide for anyone who wants to begin their investment journey.

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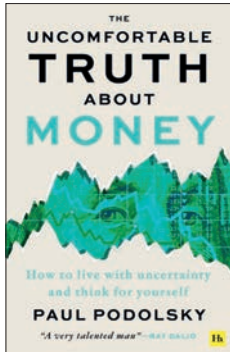
ISBN: 9781804090787 | Paperback £14.99

Publication date: 26/11/2024

# The Uncomfortable Truth About Money

*How to live with uncertainty and learn to think for yourself*

By Paul Podolsky



We are all stuck in a money cage. Money isn't the most important thing, but it is a thing and you can't get away from it. Birth costs money and death costs money. So even if you hate talking about money, you need to know the basics, the same way you need to know how to cook yourself a simple meal.

The problem with most money books is that they are not written by practitioners and avoid hard truths. What a weathered investor knows is that stocks are not always good for the long run. They know that being stingy helps accrue wealth. They know the big thing when you buy property has nothing to do with the property. They know the big thing is less what happens to the markets in a day than if the entire system holds together. And they know what to look for if it's time to pull out.

This new book will teach you a lifetime of money learnings distilled to a thin volume, like a basic cooking recipe you can follow.

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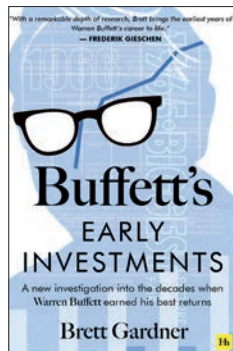
ISBN: 9781804090954 | Paperback: £15.99

Publication date: 19/11/2024

# Buffett's Early Investments

*A new investigation into the decades when Warren Buffett earned his best returns*

By Brett Gardner



*Buffett's Early Investments* investigates ten investments that legendary investor Warren Buffett made in the 1950s and 1960s – earning him his first millions – and uncovers unique insights in the process.

The book covers the role activism had in driving Buffett's early returns and the research methods Buffett used to uncover unique insights regarding the investments he made.

*Buffett's Early Investments* helps readers understand how history's greatest ever investor really made his returns in the years where he produced his best numbers – and what that means for investors today.

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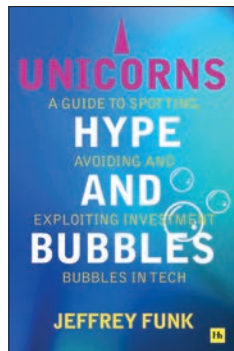
ISBN: 9781804090572 | Hardback: £38.00

Publication date: 05/11/2024

# Unicorns, Hype and Bubbles

*A guide to spotting, avoiding and exploiting investment bubbles in tech*

By Jeffrey Funk



New technologies are an investment minefield. Putting money behind them means taking a risk on unproven ventures, often from inexperienced (and potentially unscrupulous) developers. While some will lead the investor to fantastic gains, many others turn out to be mere bubbles – a flimsy veneer of excitement and hype with little profitable at the core.

From cryptocurrencies, blockchain, the metaverse, Web3, and NFTs, to self-driving vehicles, delivery drones, solid state batteries, eVTOLs, and more, technology bubbles have been inflating and popping for many years. Each time a bubble pops, tens if not hundreds of billions of investment dollars disappear with them.

*Unicorns, Hype, and Bubbles* arms the reader with the tools required to differentiate between bubbles and genuine, sustainable technological revolutionaries.

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ISBN: 9781804090886 | Paperback: £15.99

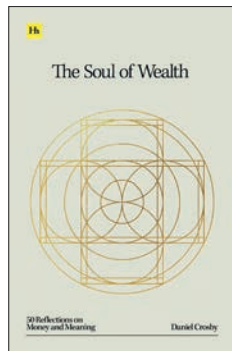
Publication date: 22/10/2024



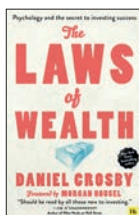
# The Soul of Wealth

*50 reflections on money and meaning*

By Daniel Crosby



Also by the  
same author:



We all know that true wealth is about far more than money. Wealth is friends, family, health, a vocation, command of your time, leisure, and whatever else is important to you. And yet, we are all guilty of acting as if money alone is wealth and an end in itself.

How do we navigate these crossroads to find the right balance between monetary wealth and true, soulful wealth? In *The Soul of Wealth*, Daniel Crosby presents 50 short essays which explore what wealth really is and provides practical suggestions for how to change your thinking and your actions in small, powerful ways, for a wealthier life.

*The Soul of Wealth* is the ultimate compendium of the world's best behavioral finance and personal finance knowledge. It will challenge thinking, rekindle forgotten truths, and empower you to embrace a new relationship with your money.

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ISBN: 9781804091036 | Paperback: £14.99

Publication date: 15/10/2024

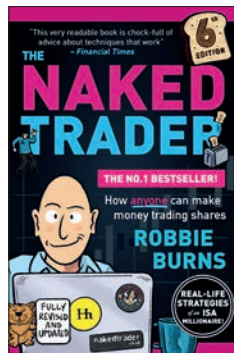
Key titles

**Hh**

# The Naked Trader 6

*How ANYONE can make money trading shares*

Robbie Burns



A new edition of the most revealing (and fun) guide to making money in the stock market you will ever read. Robbie Burns, aka the Naked Trader, quit his day job and traded his way to over £3 million buying and selling shares – tax-free.

No gimmicks. No multiple screens. No lucky bubbles. Just common-sense trading techniques, tea, toast and afternoon naps. And a lot of time to do whatever else he wanted. While whole industries rely on making trading sound more difficult than it really is, the secret no one wants you to know is that anyone can use it to never have to work another ordinary job in their life. This book shows you how to do so without taking silly risks, swallowing a financial dictionary or staring at a screen all day.

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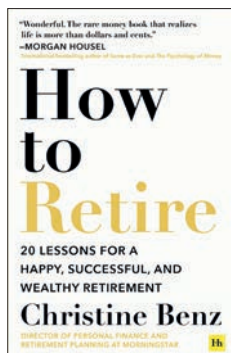
ISBN: 9781804091098 | Paperback: £14.99

Publication date: 08/10/2024

# How to Retire

*20 lessons for a happy, successful, and wealthy retirement*

By Christine Benz



What are the secrets to a healthy, happy, and wealthy retirement? To answer that question, Morningstar columnist and podcaster Christine Benz asked 20 retirement thought-leaders to go deep on a single lesson that they believe contributes to success in retirement.

These lessons range from nitty gritty financial matters to quality-of-life considerations that help pre-retirees and retirees maximise their 'time on earth' allocations.

Christine Benz is director of personal finance and retirement planning for Morningstar and senior columnist for Morningstar.com. She has been widely quoted in the media, including *The New York Times*, *The Wall Street Journal*, *Barron's*, and CNBC. *Barron's* named her to its list of the 100 most influential women in finance in 2020 and 2021, and as one of the 10 most influential women in wealth management in 2021.

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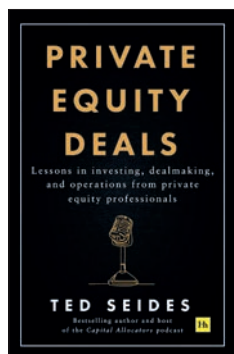
ISBN: 9781804090695 | Paperback: £14.99

Publication date: 17/09/2024

# Private Equity Deals

*Lessons in investing, dealmaking, and operations from private equity professionals*

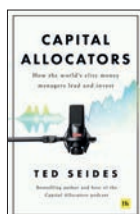
By Ted Seides



Over the past 20 years, the private equity industry went from a cottage industry to a powerful juggernaut that touched every corner of the global economy. Private equity is an important investment allocation for public and corporate pension funds, university endowments, non-profit foundations, hospitals, insurance companies, families, and sovereign wealth funds worldwide.

Private equity owned businesses are everywhere around us and touch every aspect of our daily lives. In *Private Equity Deals*, Ted Seides gives an insight to the conversations that typically happen behind the closed doors of institutional investors and private equity managers.

Also by the same author:



Through a series of case studies across different types of private equity transactions, *Private Equity Deals* shares the dynamics of deal making, companies, and ownership that make private equity a force in the world.

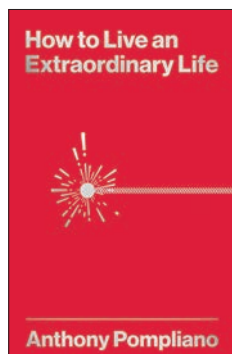
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ISBN: 9781804091029 | Paperback: £24.99

Publication date: 10/09/2024

# How to Live an Extraordinary Life

By Anthony Pompliano



American entrepreneur, investor, and host of The Pomp Podcast, Anthony Pompliano writes 65 letters to his children with inspiring lessons on how to succeed in business, have great relationships, do well with money, and live a healthier and happier life.

The advice includes why you don't have to win every argument, how to live your life as a documentary, why it's good to change your mind, how luck is not real, and why today is practice for tomorrow.

Anthony Pompliano is well regarded within the investing community and has a large following on social media. He has over 1.6 Million followers at @APompliano, 555,000 YouTube followers with 4.5+ M impressions per month and over 135,000 Instagram followers.

Pompliano has lived in a war zone, met and interviewed the world's wealthiest people, built and sold companies, invested in more than 200 businesses, formed friendships around the globe, started a loving family, and found happiness. Along the way, he has kept a personal list of the lessons he has learned. In *How to Live an Extraordinary Life*, he explains lesson learned and how these can be applied by anyone in their life today. The result is a compelling collection of practical and inspiring life strategies that anyone can use to build an extraordinary life.

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ISBN: 9781804091081 | Paperback: £14.99

Publication date: 24/09/2024

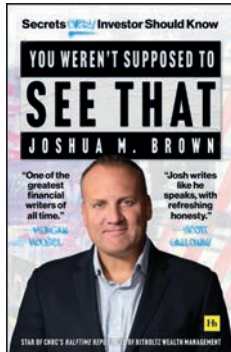
Key titles



# You Weren't Supposed to See That

*Secrets every investor should know*

By Joshua Brown



*You Weren't Supposed to See That* is a collection of Joshua Brown's finest writing on how things really work in investing and on Wall Street.

Drawing on 15 years of his blog *The Reformed Broker*, the most-read financial blog in the world, the author revisits, updates, and expands on the best of his wildly popular writing.

Joshua Brown is the co-founder and CEO of New York-based Ritholtz Wealth Management, managing over \$2 billion for high net worth investors, corporate retirement plans and foundations. He is followed by both private and professional investors and his X account has 1.1m followers (@Downtown).



**Bestseller**

Also by the  
same author:



ISBN: 9781804091012 | Paperback: £14.99

Publication date: 03/09/2024

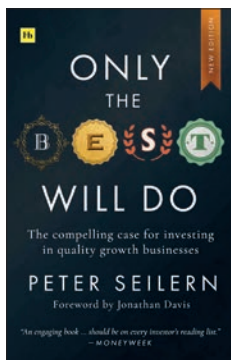
**Hh**

**Key titles**

# Only the Best Will Do - 2nd Edition

*The compelling case for investing in quality growth businesses*

By Peter Seilern



An updated second edition of *Only the Best Will Do*, first published in 2019 with new charts and statistics. Distilling everything he has learned from a lifetime in the financial markets, cult fund manager Peter Seilern shows how to select the elite shares that belong in a quality growth investor's portfolio. Quality growth businesses are the ultimate assets for those serious about making their investments work for them over the long term so the book has a vast potential audience amongst the investment community. Seilern reveals how to find the companies that can reliably deliver steady and strong growth for the long term. This updated edition will appeal to private investors, professional investors and those working in financial services.

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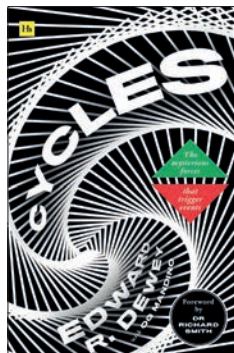
ISBN: 9781804091302 | Paperback £18.99

Publication date: 13/08/2024

# Cycles

*The mysterious forces that trigger events*

By Edward R. Dewey with Og Mandino



Edward R. Dewey was chief economist in the Hoover Administration and tasked by President Hoover to figure out what caused the 1929 stock market crash and ensuing depression.

In the course of his extensive investigations, he became convinced that something important was missing from our collective knowledge of how economies and societies work – a working knowledge of cycles. He was joined in his quest to establish a “science of cycles” by other leaders of his time, including Ivy League scientists, Smithsonian Directors, Industrial CEOs, Ambassadors, and political leaders.

This trading classic, now back in print, was first published in 1971. *Cycles* was Dewey’s answer to President Hoover’s question and to many more questions which had arisen from his decades of research.

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ISBN: 9780857199577 | Paperback: £32.99

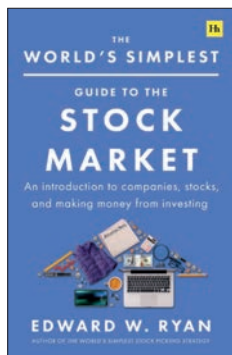
Publication date: 19/03/2024



# The World's Simplest Guide to the Stock Market

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

By Edward W. 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.

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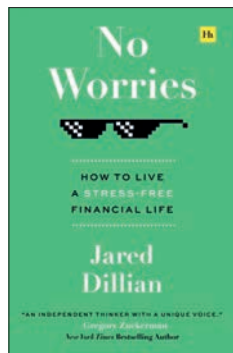
ISBN: 9781804090206 | Paperback £15.99

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.



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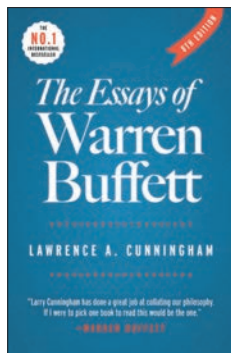
ISBN: 9781804090558 | Paperback: £14.99

Publication date: 23/01/2024

# The Essays of Warren Buffett

## *Lessons for Corporate America*

By Lawrence Cunningham



A modern classic, *The Essays of Warren Buffett* is the book Buffett autographs most and likes best. Its popularity and longevity over three decades attest to the widespread appetite for this definitive statement of Mr. Buffett's thoughts that's uniquely comprehensive, non-repetitive, and digestible.

New and experienced readers alike will gain an invaluable informal education by perusing this classic arrangement of Mr. Buffett's best writings.

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ISBN: 9780966446142 | Paperback: £29.99

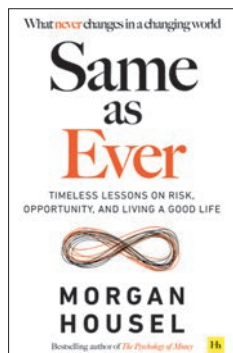
Publication date: 23/01/2024

Distribution only.

# Same as Ever

*Timeless lessons on risk, opportunity and living a good life*

By Morgan Housel



When planning for the future we often ask, “What will the economy be doing this time next year?” Or, “What will be different ten years from now?”

But forecasting is hard. The important events that will shape the future are inherently unpredictable. Instead, we should be asking a different question:

- What will be the same ten years from now?
- What will be the same one hundred years from now?

Knowledge of the things that never change is more useful, and more important, than an uncertain prediction of an unknowable future.

In *Same As Ever*, bestselling author Morgan Housel shares 24 short stories about the ways that life, behaviour, and business will always be the same. Armed with this knowledge of the unchanging, you will have a powerful new ability to think about risk, opportunity, and how to navigate the uncertainty of the future.

As you see familiar themes repeat again and again in the years ahead, you’ll find yourself nodding and saying, “Yep, same as ever.”

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ISBN 9781804090633 | Paperback £14.99

Publication date: 07/11/2023

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## Distribution Notes

Penguin Random House (under imprint Portfolio) are the US publishers of *Same as Ever*. Harriman House have acquired the UK & Commonwealth rights giving us the following rights for our edition:

### No Rights

US; Canada; Philippine Republic; Puerto Rico

### Exclusive Rights

Australia; British West Indies; Myanmar; Fiji; Ghana; India; Irish Republic; Jamaica; Jordan; Kenya; Namibia; New Zealand (including Ross); Nigeria and the Cameroons; Pakistan; Sierra Leone; South African Republic; Trinidad and Tobago; United Kingdom (including Northern Ireland, the Isle of Man and Channel Islands); Zambia

### Non-Exclusive Rights

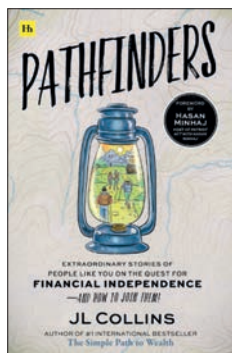
Rest of the World



# 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.

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ISBN: 9781804090015 | Paperback: £14.99

Publication date: 31/10/23

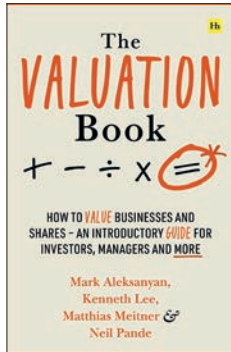
Key titles



# 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.

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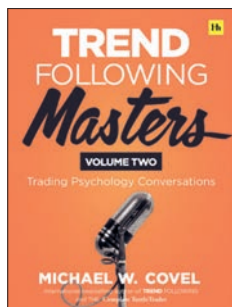
ISBN: 9780857199492 | Paperback: £29.99

Publication date: 01/10/24

# Trend Following Masters – Volume Two

## *Trading psychology conversations*

By Michael Covel



This second volume of *Trend Following Masters* features 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.

Also by the  
same author:



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 42,000 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.



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ISBN: 9780857199997 | Hardback: £30

Publication date: 19/09/23

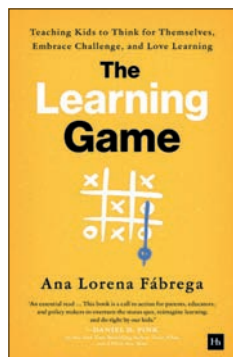
Key titles

Hh

# 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 ten 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 167,000 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.

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ISBN: 9781804090510 | Paperback: £19.99

Publication date: 05/09/2023



# Let's 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.

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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 event-driven 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 spin-offs. Accomplished multi-strategy investor Asif Suria provides a simple, in-depth introduction to these highly profitable strategies, making them available to all investors.

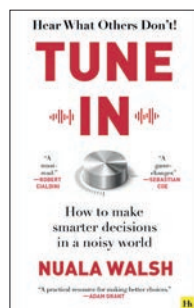
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ISBN: 9781804090497 | Paperback: £24.99 | Publication date: 21/05/24

# 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.

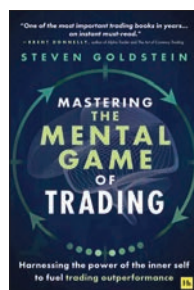
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ISBN: 9780857199959 | Paperback: £15.99 | Publication date: 26/03/24

# 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.

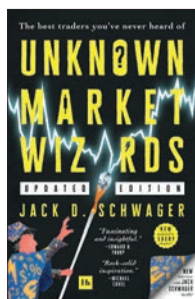
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ISBN: 9781804090077 | Paperback: £26.99 | Publication date: 16/01/2024

# 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 80,000 copies of the Hardback book have been sold since publication in 2020.



**Bestseller**

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

## 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

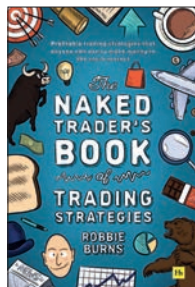
**Key titles**



# 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.

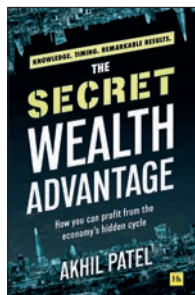
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ISBN: 9780857199782 | Paperback: £18.99 | Publication date: 18/07/23

# 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.

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

# 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.

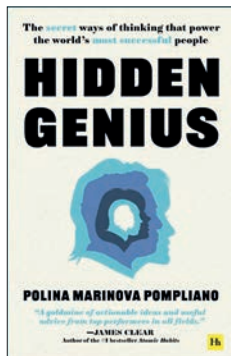
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ISBN: 9780857199416 | Paperback: £24.99 | Publication date: 16/05/2023

# 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 132,000 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.

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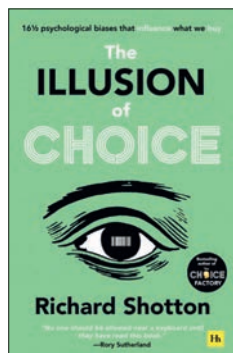
ISBN: 9781804090046 | Paperback: £14.99

Publication date: 20/06/23

# The Illusion of Choice

*16½ psychological biases that influence what we buy*

By Richard Shotton



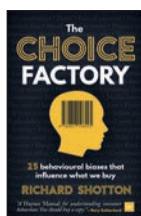
A new book from the bestselling author of *The Choice Factory*, *The Illusion of Choice* explores how behavioural science can be practically applied to advertising.

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 41,000 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.



Also by the  
same author:



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

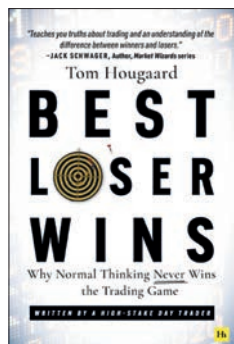
Key titles



# Best Loser Wins

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

By Tom Hougaard



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 £25,000 into more than £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.



**Bestseller**

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 80,000 copies sold worldwide since publication in April 2022.

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ISBN: 9780857198228 | Paperback: £24.99

Publication date: 16/08/22



# Just Keep Buying

*Proven ways to save money and build your 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](https://OfDollarsAndData.com) blog and has over 167,000 engaged X followers. He tweets at @dollarsanddata.

Over **200,000 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*

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ISBN: Hardback: 9780857199713 Paperback: 9780857199256

Hardback: £22.00 Paperback: £14.99

Publication date: 12/04/22

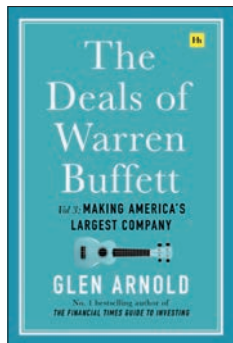
Key titles



# The Deals of Warren Buffett: Volume 3

## *Making America's largest company*

By Glen Arnold

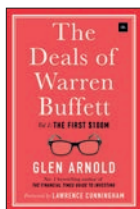


The third volume of *The Deals of Warren Buffett* traces Warren Buffett's journey as he made Berkshire Hathaway the largest company in America.

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.

Also by the same author:

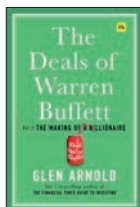


It covers the period Buffett made investments in companies including: Wells Fargo, USAir, American Express, The Shoe Group, Helzberg Diamond Shops, RC Willey, FlightSafety International, Dairy Queen, NetJets, and General Re.

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ISBN: 9780857196491 | Hardback: £25

Publication date: 23/11/2021



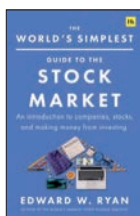
# The World's Simplest Stock Picking Strategy

*How to make money investing in the companies in your life*

By Edward W. 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 W. 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.

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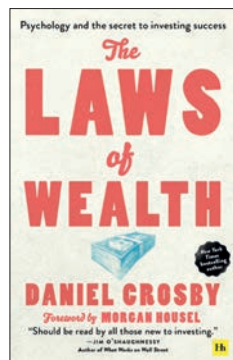
ISBN: 9780857199430 | Paperback: £14.99

Publication date: 16/11/2021

# The Laws of Wealth

*Psychology and the secret to investing success*

By Daniel Crosby



New York Times bestselling author Dr Daniel Crosby brings the insights of behavioral 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.

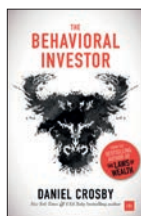
This edition features a foreword from bestselling author of *The Psychology of Money*, Morgan Housel.



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.

Also by the  
same author:



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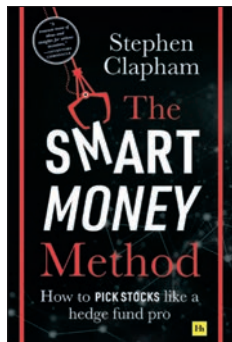
ISBN: 9780857197832 | Paperback: £14.99

Publication date: 30/03/2021

# 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 outside 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.

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ISBN: 9780857197023 | Paperback: £19.99

Publication date: 24/11/2020

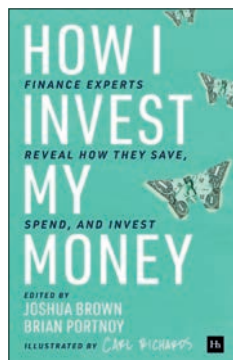
Key titles



# 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.

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ISBN: 9780857198082 | Paperback: £18.99

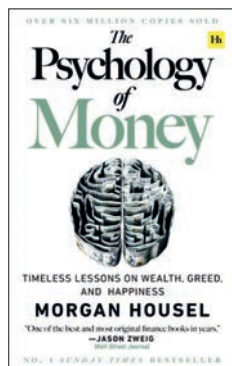
Publication date: 17/11/2020



# The Psychology of Money

*Timeless lessons on wealth, greed, and happiness*

By Morgan Housel



**Bestseller**

**Over  
6 million  
copies sold**

**An international bestseller with over million combined copies sold and over 45,000 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 534,000 highly engaged X followers. 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.

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ISBN: 9780857197689 | Paperback: £14.99

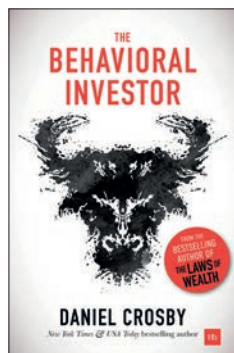
Publication date: 08/09/2020

**Key titles**

**Hh**

# The Behavioral Investor

By Daniel Crosby



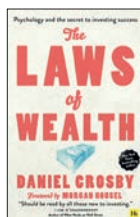
*The Behavioral Investor* takes an applied look at how psychology ought to inform the art and science of investment management.

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.

Readers will be treated to the most comprehensive examination of investor behavior to date and will leave with concrete solutions for refining decision-making processes, increasing self-awareness and constraining the fatal flaws to which most investors are prone. Wealth, truly considered, has at least as much to do with psychological as financial wellbeing.



Also by the  
same author:



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ISBN: 9780857196866 | Hardback £25

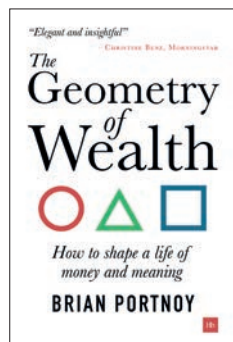
Publication date: 16/10/2018



# The Geometry of Wealth

*How to shape a life of money and meaning*

By Brian Portnoy



How does money figure into a happy life? Behavioral finance expert Brian Portnoy delivers an inspired answer, building on the critical distinction between being rich and being wealthy.

While one is an unsatisfying treadmill, the other is the ability to underwrite a meaningful life, however one chooses to define that. Truly viewed, wealth is funded contentment.

In this accessible and entertaining book, Portnoy reveals that true wealth is achievable for many – including those who despair it is out of reach – but only in the context of a life in which purpose and practice are thoughtfully calibrated.



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ISBN: 9780857196712 | Paperback £19.99

Publication date: 11/06/2018

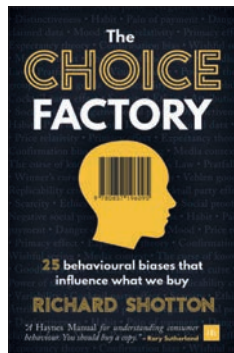
Key titles



# The Choice Factory

*25 behavioural biases that influence what we buy*

By Richard Shotton



Before you can influence decisions, you need to understand what drives them. In *The Choice Factory*, Richard Shotton sets out to help you learn.

By observing a typical day of decision-making, from trivial food choices to significant work-place moves, he investigates how our behaviour is shaped by psychological shortcuts. With a clear focus on the marketing potential of knowing what makes us tick, Shotton has drawn on evidence from academia, real-life ad campaigns and his own original research.

Supporting his discussion, Shotton adds insights from new interviews with some of the smartest thinkers in advertising, including Rory Sutherland, Lucy Jameson and Mark Earls.



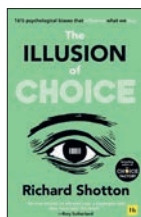
**Bestseller**

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ISBN: 9780857196095 | Paperback: £14.99

Publication date: 12/02/2018

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same author:

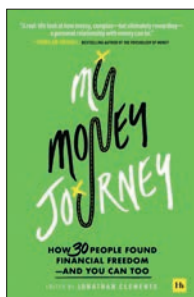


**Key titles**

# My Money Journey

*How 30 people found financial freedom – and you can too*

By Jonathan Clements



30 inspirational stories from ordinary Americans setting out their journeys to financial independence. *My Money Journey* will appeal to those interested in financial independence and anyone planning retirement. Jonathan Clements is the author of nine books on personal finance and spent almost 20 years at the *Wall Street Journal*, where he was the newspaper's personal finance columnist.

---

ISBN: 9780857199867 | Paperback: £17.99 | Publication date: 25/04/2023

# Trend Following Masters – Volume One

*Trading conversations*

By Michael Covel



Michael Covel is the voice behind the hugely successful Trend FollowingTM 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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ISBN: 9780857198167 | Hardback: £30 | Publication date: 28/02/2023

Also by the  
same author:



Key titles

Hh

# Crossover Creativity

*Real-life stories about where creativity comes from*

By Dave Trott



Creativity is all around us. In this entertaining collection of real-life stories, Dave Trott applies his crystal-clear lens to define what genuine creative vision looks like. This new title follows the hugely successful *Creative Blindness* and *The Power of Ignorance*. Dave Trott's illustrious advertising career spans 45 years. He is the author of many books and has almost 58,000 X followers @davetrott. Trott has a hugely popular blog: [davetrott.co.uk](http://davetrott.co.uk) and writes a regular column for *Campaign* magazine. He is a regular global public speaker.

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ISBN: 9780857199881 | Paperback: £14.99 | Publication date: 07/02/2023

Also by the  
same author:



# **Investing backlist**

## **The Intelligent Fund Investor**

*Practical steps for better results in active and passive funds*

By Joe Wiggins

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ISBN: 9780857198761 | Paperback: £24.99 | Publication date: 29/11/2022

## **Shut Up and Keep Talking**

*Lessons on life and investing from the floor of the New York Stock Exchange*

By Bob Pisani

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*The art of a meaningful life*

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*A guide to the data and strategies that drive stock market success*

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*Why \$75 trillion of investor wealth is in mortal jeopardy*

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ISBN: 9780857199645 | Paperback: £19.99 | Publication date: 26/10/2021

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*The untold story of the world's biggest con*

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*A simple guide to everything you need to know*

By Ben Carlson and Robin Powell

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ISBN: 9780857199362 | Paperback: £14.99 | Publication date: 28/09/2021

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*Birth of the age of debt*

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ISBN: 9780857199140 | Hardback: £39 | Publication date: 20/07/2021

## Man of the Futures

*The story of Leo Melamed and the birth of modern finance*

By Leo Melamed

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ISBN: 9780857197481 | Hardback: £35 | Publication date: 27/04/2021



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*A chronological analysis of Warren Buffett and Charlie Munger's conglomerate masterpiece*

By Adam J. Mead

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ISBN: 9780857199126 | Hardback: £60 | Publication date: 13/04/2021



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*How the world's elite money managers lead and invest*

By Ted Seides

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ISBN: 9780857198860 | Hardback: £30 | Publication date: 23/03/2021

## When the Fund Stops

*The untold story behind the downfall of Neil Woodford, Britain's most successful fund manager*

By David Ricketts

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ISBN: 9780857198655 | Paperback: £14.99 | Publication date: 26/01/2021

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*How to make money by only buying the best companies in the world*

By Terry Smith

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## Free Capital (3rd edition)

*How 12 private investors made millions in the stock market*

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ISBN: 9780857198822 | Paperback: £19.99 | Publication date: 13/10/2020



## The Incredible Shrinking Alpha

*How to be a successful investor without picking winners*

By Larry E. Swedroe and Andrew L. Berkin

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ISBN: 9780857198242 | Paperback: £19.99 | Publication date: 25/08/2020

# Benjamin Graham's Net-Net Stock Strategy

*A practical guide to successful deep value investing in today's markets*

By Evan Bleker

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*The best executive letters from Warren Buffett, Prem Watsa, and other great CEOs*

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*Extraordinary profits from growth shares*

By Jim Slater

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## The Zulu Principle

*Making extraordinary profits from ordinary shares*

By Jim Slater

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## Reminiscences of a Stock Operator

*The classic novel based on the life of legendary stock market speculator  
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*Building a great business, culture and leadership through data and analytics*

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## The Power of Ignorance

*How creative solutions emerge when we admit what we don't know*

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*How ancient wisdom can help you master your mind and the markets*

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## Trend Following Mindset

*The Genius of Legendary Trader Tom Basso*

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ISBN: 9780857198143 | Hardback: £30 | Publication date: 20/04/2021



## Bulletproof Trader

*Evidence-based strategies for overcoming setbacks and sustaining high performance in the markets*

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ISBN: 9780857196675 | Paperback: £35 | Publication date: 23/06/2020

## Leveraged Trading

*A professional approach to trading FX, stocks on margin, CFDs, spread bets and futures for all traders*

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## Smart Portfolios

*A practical guide to building and maintaining intelligent investment portfolios*

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ISBN: 9780857195319 | Hardback: £45 | Publication date: 18/09/2017

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*A unique new method for designing trading and investing systems*

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ISBN: 9780857194459 | Hardback: £45 | Publication date: 14/09/2015

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ISBN: 9780857197306 | Paperback: £14.99 | Publication date: 04/02/2019



**Business backlog**





# Classic backlist: Max Gunther

Max Gunther wrote a series of bestselling books in the 70s and 80s which continue to sell throughout the world. Harriman House has brought all of these great titles back into print in new and improved editions, from investment cult-classic *The Zurich Axioms* to the quirky self-help guide *How to Get Lucky* – all great reads and as relevant today as the day they were written.

## The Zurich Axioms



**Bestseller**

*The rules of risk and reward used by generations of Swiss bankers*

By Max Gunther

Foreword by James P. O'Shaughnessy

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ISBN: 9780857198631 | Paperback: £14.99 | Publication date: 06/10/2020

## The Luck Factor

*Why some people are luckier than others and how you can become one of them*

By Max Gunther

Foreword by Gautam Baid

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ISBN: 9780857198808 | Paperback: £14.99 | Publication date: 11/08/2020

## How to Get Lucky

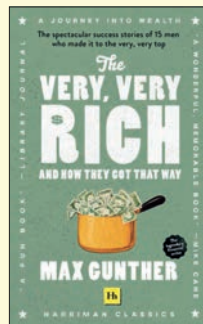
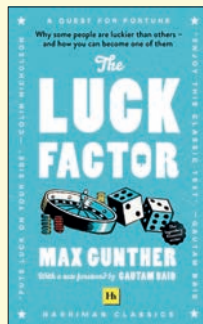
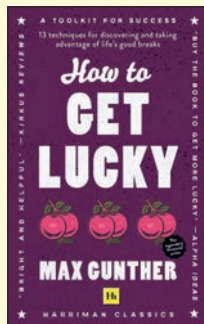
*13 techniques for discovering and taking advantage of life's good breaks*

By Max Gunther

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ISBN: 9780857199539 | Paperback: £14.99 | Publication date: 21/09/2021





## The Very, Very Rich and How They Got That Way

*The spectacular success stories of 15 men who made it to the very very top*

By Max Gunther

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ISBN: 9780857199553 | Paperback: £14.99 | Publication date: 07/09/2021

## Instant Millionaires

*The secrets of overnight success*

By Max Gunther

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ISBN: 9780857190000 | Paperback: £12.99 | Publication date: 10/01/2011

## Wall Street and Witchcraft

*An investigation into extreme and unusual investment techniques*

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