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Distinction: Stand out and move up while your competition fails (NelsonFree) by McKain, Scott (2009) Hardcover by (ISBN:) from Amazon's Book Store. Everyday low prices and free delivery on eligible orders.

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[Scott McKain] -- It's
not that we can't see
the forest for the
trees, it's just that
these days, every tree
looks exactly alike.

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fast food to insurance-
no one stands out.
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SUMMARY. The must-read summary of Scott McKain's book: "Collapse of Distinction: Stand Out and Move Up While Your Competition Falls". This complete summary of the ideas from Scott McKain's book "Collapse of Distinction" shows that instead of standardised

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crave distinction.
They want products
that stand out for all
the right reasons
because they are
delivered by
companies which are
fanatical...

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Collapse of Distinction

contains many more examples and steps to take yourself to

"Stand out from the crowd" - beginning with the three dangers

every business faces when competing: 1.

incremental

differences, 2. new

competition and 3.

familiarity does not

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Distinction: Stand Out
and Move Up While ...
According to McKain,
the "collapse of
distinction," copycat
uniformity, or
overwhelming
sameness is a
product of capitalism,
affecting individuals
and organizations to
the extent that it
results from
incremental

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Distinction, new
advancements, new
competitors, and
familiarity that breeds
complacency and
boredom in an
individual's and/or
organization's
customers.

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adventure as capably
as experience not
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your ...

In conclusion,
Collapse of Distinction
is a business

marketing manual that
should inspire
contemplation,
reflection and the
desire to take
immediate action.

Except for a minor
editorial error in the
final Executive
Summary on page

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205, which I suggest is irrelevant, I assign McKain's work an overall rating of 7, on a scale 1-10.

Fails

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Customer reviews:

The Collapse of Distinction ...

According to McKain, distinction in the marketplace has collapsed into beige

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Distinction, which results in the death of businesses.

Businesses need to differentiate themselves to survive, and thrive. The Collapse of Distinction discusses the reasons for the collapse and provides action-steps for businesses to make themselves distinct.

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by Scott McKain

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