

# Frontlist Catalogue

## SPRING 2021



Self·Counsel Press

## CONTENTS

- 1.....Legal
- 2.....Business
- 5.....Business/Real Estate
- 6.....Healthcare
- 7.....Reference
- 9.....Best-Sellers

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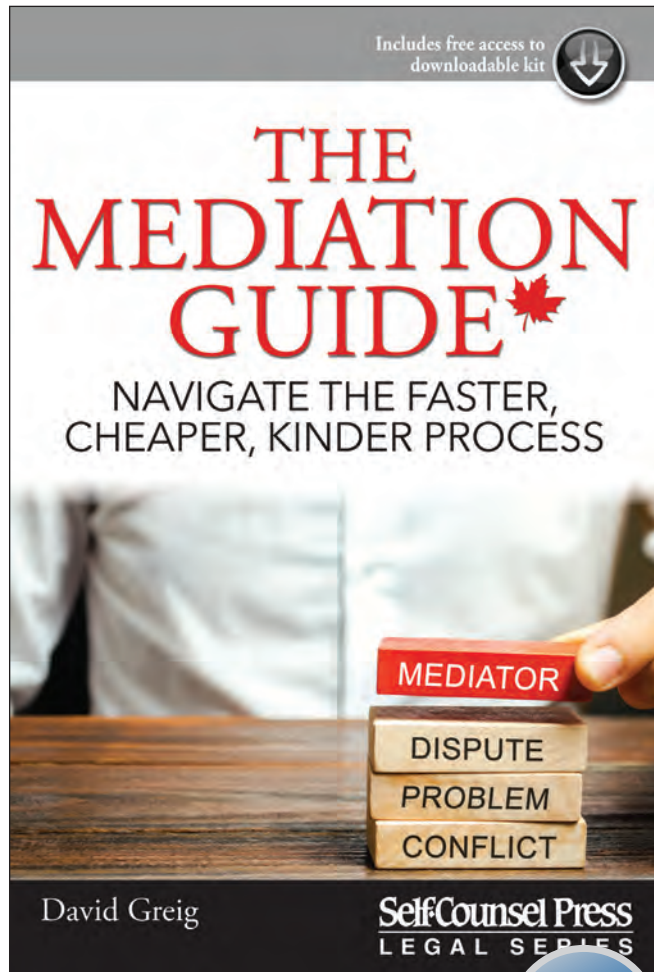
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# The Mediation Guide

Navigate the Faster, Cheaper, Kinder Process



**David Greig, LAWYER**

ISBN: 978-1-77040-333-8

6 x 9 • paperback + download kit • 136 pp.

First Edition: March 2021

Retail: \$19.95 CAD

Cat: LAW / Arbitration, Negotiation, Mediation

Cat: LAW / Communications

UPC: 069635403334



9 781770 403338

**NEW  
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Mediation can be used by people to settle disputes in family law, estates cases, car crashes, EI claims, landlord/tenant disputes, small claims court, and more.

However, most books about the mediation process are for the mediators. This book is for participants, who — let's face it — most of the time don't know anything about mediation! This book will help them understand the process in Canada and teach them what they can do to make it run smoothly and efficiently through the author's faster, cheaper, kinder process.

## The Author

David R. Greig earned his Bachelor of Arts degree in 1983 and his Bachelor of Laws degree in 1986, both from the University of Victoria. He's a Lawyer, Mediator and Arbitrator, and has been practicing law for more than 30 years. David is currently practicing law in the Greater Vancouver Regional District and has a special interest in matrimonial and family law.

In 2010 he established South Coast Law Group, an independent practice, and is an expert in Alternative Dispute Resolution

website: <https://greigadr.com/>

David Greig is also the author of Self-Counsel Press titles: *Separation Agreement*, *Separation Guide*, and *Prenuptial Guide*.

## Related Titles

*Separation Agreement*

978-1-77040-228-7 | paperback | \$24.95 CAD

*The Separation Guide*

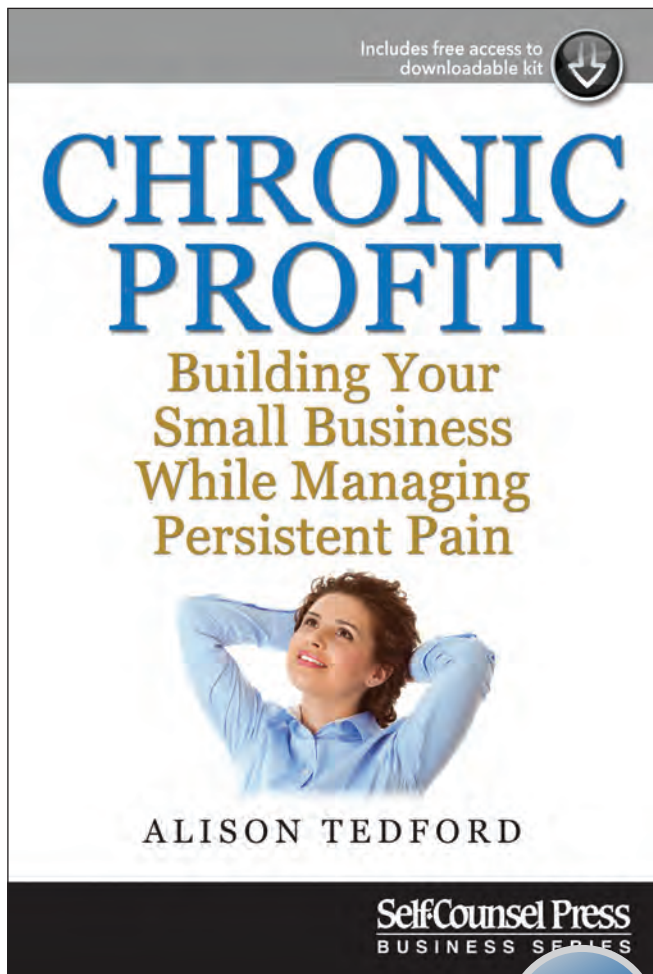
978-1-77040-057-3 | paperback | \$19.95 CAD

*The Prenuptial Guide*

978-1-77040-160-0 | paperback | \$21.95 CAD

# Chronic Profit

## Building Your Small Business While Managing Persistent Pain



### Alison Tedford

ISBN: 978-1-77040-332-1

6 x 9 • paperback + download kit • 176 pp.

First Edition: April 2021

Retail: \$26.95 CAD / \$19.95 USD

Cat: BUSINESS & ECONOMICS / Entrepreneurship

Cat: HEALTH & FITNESS / Pain Management

UPC: 069635403327



9 781770 403321

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How are you supposed to “hustle” when you hurt all the time? Are you suffering from growing pains in your business and ongoing pain in your life? If you’re struggling to run a business while dealing with pain, you’re not alone. Chronic pain affects 1 in 5 people and while it can be a challenge, it doesn’t mean you can’t be successful. Your journey will just look different. In *Chronic Profit: Building a Business While Managing Persistent Pain*, you will learn how to use this simple but effective framework to grow your business even when pain presents.

You’ll also hear from entrepreneurs just like you about how they make things work when their body has other plans. Learn from a Future of Work thought leader about how you can leverage advances in technology and work culture to get more done and build a company you can be proud of even when you feel like the odds are stacked against you. The message in this comprehensive resource for business owners with chronic pain is that you can do it, and you aren’t alone. You don’t have to “hustle” or “grind” to make Chronic Profits. There’s a better way and this book will help you find it!

### The Author

Tedford has been struggling with chronic pain for a number of years as a result of her diagnosis of joint hypermobility syndrome. She has appeared on Sick Biz Buzz and Mom Camp podcasts to discuss life as an entrepreneur with chronic pain. She has also been a patient advocate with Pain BC in their collaborative care consultation. Tedford is an ambassador for health issues, historically around mental health. She’s also an Indigenous health issues advocate, having presented at a regional nursing conference on disparities in health experiences between Indigenous and non-Indigenous women.

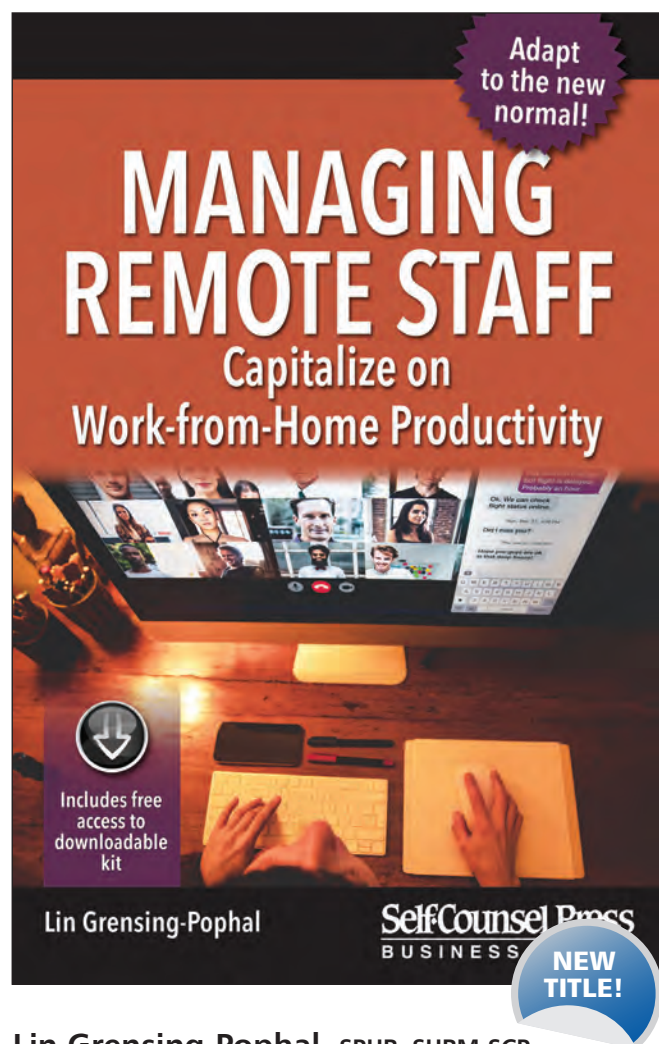
### Related Title

*MOVE or Die*

978-1-77040-281-2 | paperback | \$19.95 CAD

# Managing Remote Staff

## Capitalize on Work-from-Home Productivity



**Lin Gensing-Pophal, SPHR, SHRM-SCP**

ISBN: 978-1-77040-331-4

6 x 9 • paperback + download kit • 152 pp.

First Edition: November 2020

Retail: \$26.95 CAD / \$19.95 USD

Cat: BUSINESS & ECONOMICS / Human Resources & Personnel Management

Cat: BUSINESS & ECONOMICS / Office Management

UPC: 069635403310



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*Managing Remote Staff: Capitalize on Work-from-Home Productivity* offers small businesses — and managers in businesses of any size — practical advice, strategies and case studies for managing employees who are out of sight, but NOT out of mind. Managing remote workers is nothing new, but its prevalence has been impacted significantly by COVID-19. Many small businesses and managers are struggling to adapt to the new challenges they face while maintaining productivity, staff engagement, customer satisfaction and a healthy bottom line. This book addresses the myths, misconceptions, pros and cons of remote work for both employers and employees and offers guidance on the attributes of successful remote workers, establishing policies and procedures for remote work, training (employees and managers) and effective management practices with an emphasis on communication.

### The Author

Lin Gensing-Pophal, SPHR, SHRM-SCP, is a business journalist with a background in corporate communications and human resource management. She has many years of experience working remotely for a wide range of clients located around the globe and has managed remote workers herself. Pophal founded Strategic Communications, LLC, in 2008, a virtual marketing and communication consulting firm. She writes and speaks frequently on HR-related topics and is especially passionate about employee communication, effective management practices and developing employees as brand ambassadors. Pophal's initial interest in telecommuting, or remote work, was spurred by her experiences working as corporate communications director for an investor-owned utility going through a merger. That was in 1996. Since then, the idea of managing remote workers has grown, fueled by the widespread availability of technology and, most recently, the COVID-19 pandemic.

### Related Title

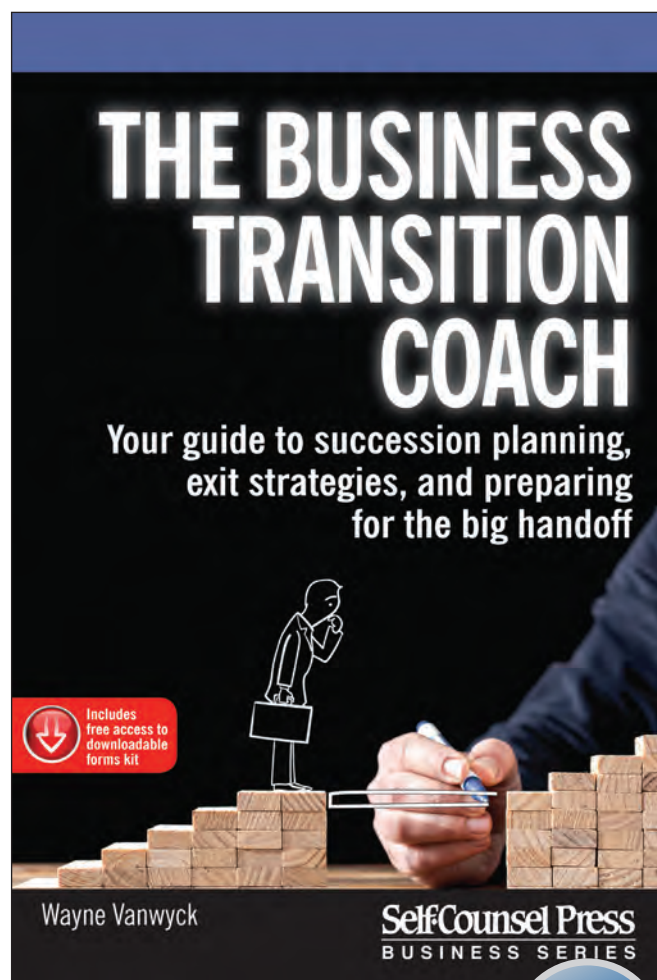
*Managing Off-Site Staff*

978-1-55180-865-9 | paperback | \$21.95 CAD



# The Business Transition Coach

Your Guide to Succession Planning, Exit Strategies, and Preparing for the Big Handoff



**Wayne Vanwyck**

ISBN: 978-1-77040-329-1

6 x 9 • paperback + download • 180 pp.

First Edition: Sept 2020

Retail: \$26.95 CAD / \$19.95 USD

Cat: BUSINESS & ECONOMICS / Management

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UPC: 069635403297

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Millions of business owners intend to move on from their businesses in the next several years yet only a small percentage of them have a written succession plan. Those who don't plan their business transition ahead of time may have to kiss all their creativity, passion, and hard work goodbye as they face a market soon to be glutted with businesses for sale.

*The Business Transition Coach: Your guide to succession planning, exit strategies, and preparing for the big handoff* is your guide to transitioning out of any business. Author Wayne Vanwyck shows you through experience and case studies how planning this transition can increase the value of your business, increase its profitability, and keep your options open. His practical advice explains how you can:

- Sort out your personal and professional transition options.
- Prepare your business, your employees, and yourself for transition.
- Create a business plan that makes sense now and multiplies the valuation later.
- Leave a legacy that you can be proud of.

Let this book be your helpful companion on the road to transitioning out of your business and into the next phase of your life.

## The Author

Wayne Vanwyck is an entrepreneur, trainer, business coach, speaker and writer. Recently he's transitioned away from ownership and now focuses on coaching others who are preparing their business for transition or sale. He is the author of the bestselling book *Pure Selling™*, has written columns for a number of business magazines, and has published over 400 articles on sales, leadership, entrepreneurship, and succession planning. He is also the creator of the *Pure Selling Sales Course*, an internationally distributed program and *French and The Business Transition Coach Forum™* a process for helping business owners prepare themselves and their business for transition.

# Savvy Real Estate Investing

## Create a Passive Income Stream and Make Money in Your Sleep



**Shazia Virani**

ISBN: 978-1-77040-330-7

6 x 9 • paperback + download kit • 112 pp.

First Edition: December 2020

Retail: \$19.95 CAD

Cat: BUSINESS & ECONOMICS / Investments & Securities / Real Estate

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Do you want to grow rich in your sleep? The biggest obstacle to any individual achieving their dreams is their mind-set. You don't make money by just buying and selling real estate, you make money by investing purposefully and knowing where the trends lie in any market.

Shazia Virani, a realtor with a "wealth" of personal experience investing in real estate, explains how Canadians can do just that, in achieving their real estate dreams. Virani, a full-time, savvy, real estate entrepreneur who has successfully been helping her clients buy, sell and invest in real estate for over a decade is a highly accomplished real estate investor herself both in Canada and the US.

This book will show and inspire you how to:

- Grow an empire of assets
- Make money while you sleep
- Leverage your assets
- Diversify your real estate investments
- Retire early
- Make money grow from an average salary
- Have a passive income stream so you can enjoy life

### The Author

Shazia Virani's accomplishments and award winning real estate endeavors have made her a trusted advisor and valued Real Estate resource. Shazia has received multiple awards and designations to recognize her expertise including the coveted RE/MAX Hall of Fame Award, and the Platinum Award over year after year. She is a Luxury Listing Specialist, International Real Estate Specialist, Certified International Trade Professional and has graduated from the University of Western Ontario, and has a post-graduate degree in International Business.

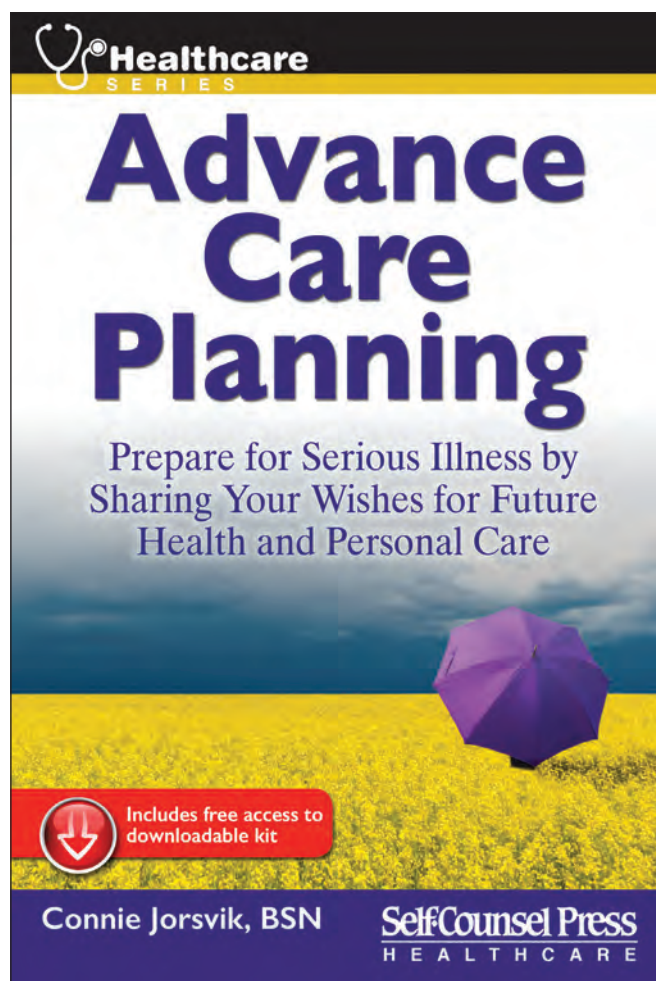
### Related Title

*Your First Home: For Condos and Houses*

978-1-77040-095-5 | paperback | \$19.95 CAD

# Advance Care Planning

Prepare for Serious Illness by Sharing Your Wishes for Future Health and Personal Care



**Connie Jorsvik, BSN**

ISBN: 978-1-77040-325-3

6 x 9 • paperback + download kit • 168 pp.

First Edition: June 2020

Retail: \$26.95 CAD

Cat: HEALTH & FITNESS / Health Care Issues

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9

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Whether you or someone you love is facing or nearing the natural end of life due to disease or old age, or you're involved in any kind of eldercare role, *Advance Care Planning* will serve you as you journey through serious and complex illness in our fragmented and complex healthcare system.

*Advance Care Planning* is about those discussions regarding future health care that all adults should be having, no matter their age or health – and is at the core of being an empowered patient and caregiver. This book breaks down each step of the process in plain language and provides questions and suggestions for readers to work through as they discover their own values, beliefs, and preferences for care.

Author Connie Jorsvik has accumulated many real stories of why we need to know about advance care planning, and the difference it can make in quality of life and having what could be termed a "good death." She teaches you how to talk to physicians and future decision makers, and get vital documents completed. Every single Canadian needs this information: Jorsvik has been a pioneer in getting the how-tos out the public and continues her quest with this book.

## The Author

Connie Jorsvik, BSN was a registered nurse for 25 years. She spent 3 years as a specialty recruiter at the largest health authority in BC, and 5 years as a health insurance broker specializing in critical care and long-term care insurance. Since 2013 Connie has been the sole proprietor of Patient Pathways, the largest independent healthcare navigation and advocacy business of its kind in western Canada. The cornerstone of her business is Advance Care Planning: planning ahead through conversations and documents for serious illness and end-of-life.

## Related Title

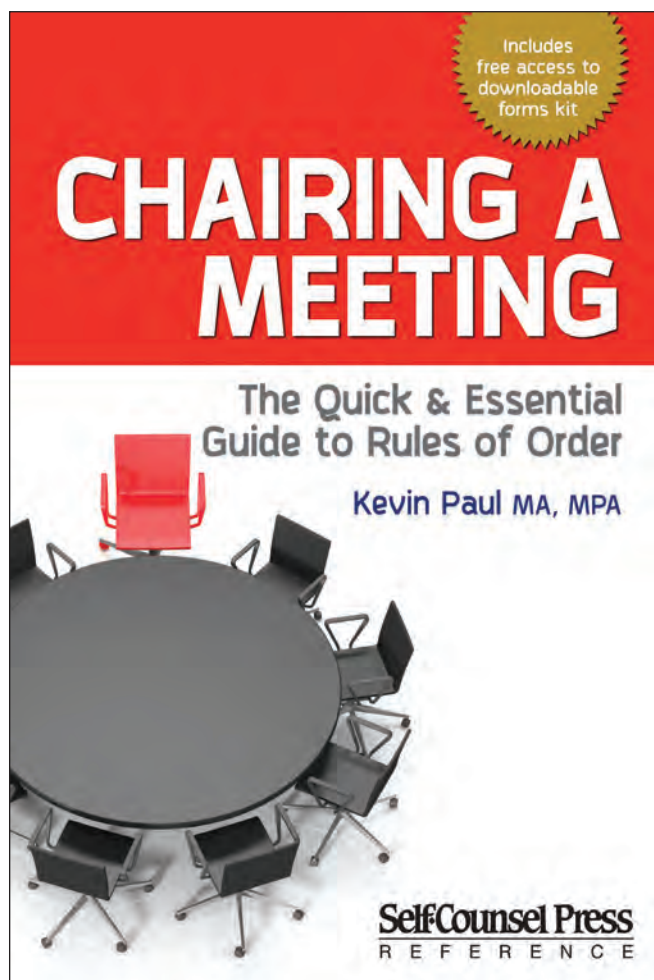
*Your Child's Voice: A Caregiver's Guide to Advocating for Kids with Special Needs, Disabilities, or Others Who May Fall through the Cracks*

978-1-77040-304-8 | paperback | \$17.95 CAD



# Chairing a Meeting

## The Quick and Essential Guide to Rules of Order



**Kevin Paul, MA**

ISBN: 978-1-77040-324-6

6 x 9 • paperback + download kit • 90 pp.

First Edition: April 2020

Retail: \$19.95 CAD / \$14.95 USD

Cat: REFERENCE / Etiquette

Cat: BUSINESS & ECONOMICS /  
Business Etiquette / Reference

Cat: REFERENCE / Handbooks & Manuals

UPC: 069635403242



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Do you need help running meetings? *Robert's Rules of Order* — the rules of order used to run formal meetings — can be confusing and intimidating. This concise guide simplifies the rules and makes it easier to keep meetings on track. It is intended for people who have little to no experience running meetings, and as such, is written clearly, without unnecessary jargon or obscure references.

The basic concepts, skills, and information discussed throughout this book are applicable to virtually any type of meeting, large or small.

*Chairing a Meeting* is a quick read that can help you, no matter your background, become a more effective chairperson or organizer.

### The Author

Kevin Paul, MA, began his professional career teaching study skills at the University of Victoria. He has been a student services professional for more than 20 years and has talked with thousands of students about what it takes to be a successful learner. Currently, he is president of Kihon Learning Systems, a company dedicated to helping students of all ages achieve success in their studies.

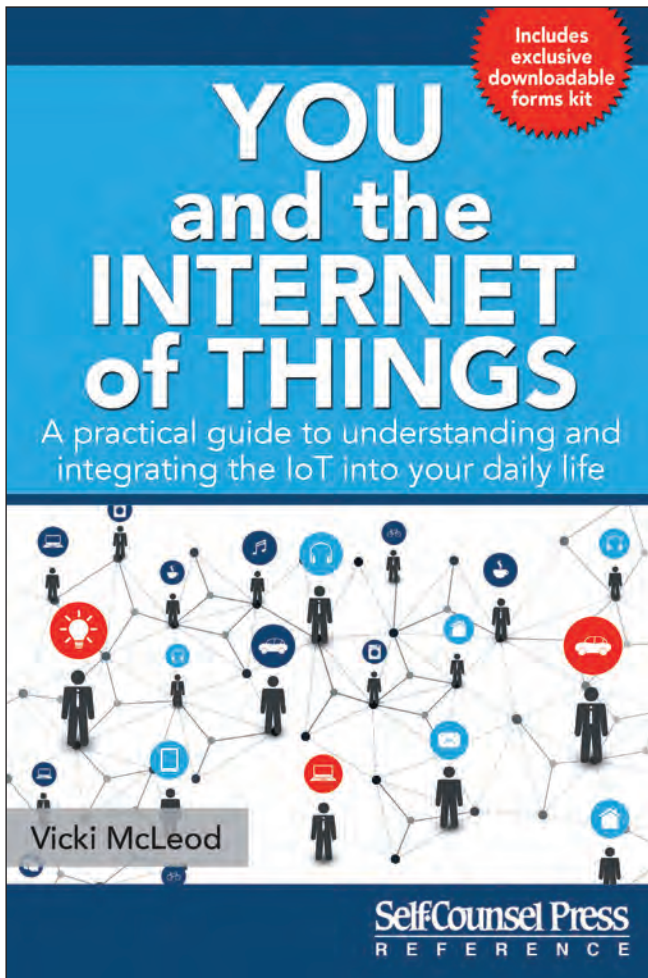
### Related Title

*Study Smarter, Not Harder*

978-1-77040-218-8 | paperback | \$29.95 CAD

# You and the Internet of Things

A Practical Guide to Understanding and Integrating the IoT into Your Daily Life



**Vicki McLeod**

ISBN: 978-1-77040-323-9

6 x 9 • paperback + download • 144 pp.

First Edition: April 2020

Retail: \$22.95 CAD / \$16.95 USD

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Information Systems

UPC: 069635403235



9

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Advances in sophisticated artificial intelligence and machine learning, automation and augmented reality mean the Internet landscape is undergoing massive change. It's no longer only about accessing information via electronic devices like laptops, smartphones, and tablets. From toasters to transit systems, we are now in the age of the Internet of Things, where interconnected devices and objects are fully networked and communicate data back and forth.

These devices and objects learn from these data exchanges and can adapt and respond to our personal needs and preferences. From smart houses to smart cars, from cashless banking to wearable sensors that gather personal health data — the Internet of Things is a network of items integrated with nearly all aspects of daily living, impacting health, home, transportation, shopping, travel and entertainment. Soon, everything will be “smart” and connected.

What does this mean for you? *You and the Internet of Things* is a guide to understanding the way soon-to-be common technologies affect your daily life and how to use these technologies for increased safety, security, convenience, and quality of life. If you are a mainstream user of technology, part of the sandwich generation, or a baby boomer trying to navigate the IoT age, this book is your roadmap.

## The Author

Vicki McLeod is the founder of Main Street Communications Ltd., a strategic planning and communications firm based in Greater Vancouver, Canada. In 2013, Main Street was shortlisted by Small Business BC as one of the Top 5 Online Marketers in the province. McLeod is an RBC Women of Influence nominee as a Canadian Woman Entrepreneur of the Year for 2014 and 2015. She was honored as 2014 Business Leader of the Year in Main Street's home community of Maple Ridge, BC, Canada. She's the author of *#Untrending*, a local newspaper columnist, and a TEDx speaker. She is the coauthor of Self-Counsel Press title *Digital Legacy Plan*.



# TOP 20 BEST-SELLERS



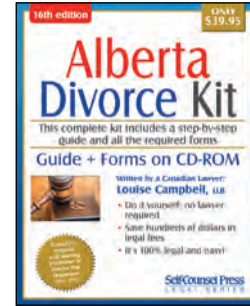
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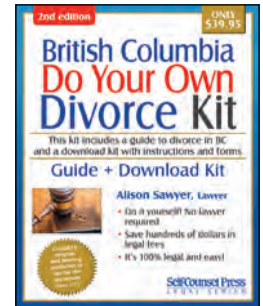
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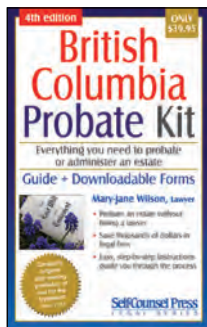
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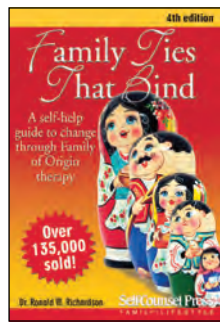
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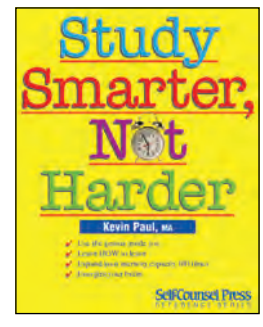
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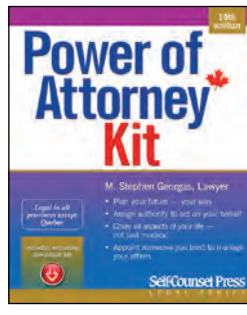
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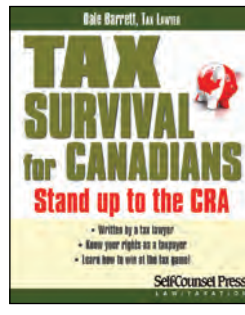
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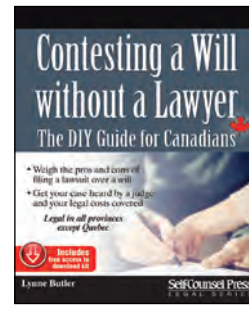
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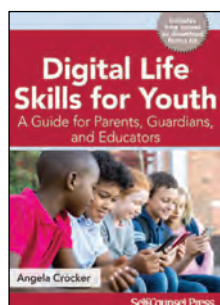
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