

# COLD CALLS COLD STEEL

BUSINESS AT THE RAZOR'S EDGE



#1 NATIONAL BESTSELLER!

WRITTEN BY GARY KHAN

FOREWORD BY GARY KHAN

# COLD CALLS COLD STEEL

BUSINESS AT THE RAZOR'S EDGE

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For myself.



inside of the trunk, but simple hand-soap is surprisingly effective for that, and as such I always keep a bottle in each of my glove compartments.

### SEIZING THE CARPE DIEM

I have always maintained that a good manager finds the weaknesses of their employees before any social contact. If enough time passes and you have not discovered their achilles heel, they may become suspicious. This is the perfect time to try the **FORCE** technique I briefly mentioned earlier in the chapter.

As you should recall, you are looking first for **Family** members (**'F'**) that serve as weak spots. Young children work best, but the elderly are almost as good a target.

◆ ◆ ◆ G A R Y — F A C T S ◆ ◆ ◆

*When I was the CEO of Goldsack Holdings, I found myself up against a worker who had been orphaned as a child, and as such had no family and a resilience I wasn't used to. In that case I paid a local prostitute to gain his trust and affection over the following months, later using her to bring him to heel using an early version of the **FORCE** plan. Broken and alone, he later became my best VP!*

Once you have your mark, **Orchestrate** a kidnapping in front of the employee, with bonus points for taking **F** away from their actual hands and/or arms, causing them to feel as if they have personally failed **F**.

Now, because you are fully aware of their employment contract, setting the **Ransom** just beyond financial reach

and with enough pressure applied to the occipital lobe, the pain is so great that even a *Six Sigma Master Black Belt* loses their ability to broker a deal correctly. In this confusion, you need to have contracts ready, Lawyers on-hand, and a Notary or Notaries Public to witness the signing of the paperwork. (*Get these people to NDA themselves while you're at it, since 'loose ends ain't just diarrhea' as my dad used to say.*)

In 1978, I was going through yet another divorce, and there were serious concerns beyond the fact that my golf game was suffering. Needless to say, because of the bullshit you deal with when a wife can't stomach your intellect or general superiority — sales were down, 'new file' contacts were rare, and she had her eyes on the kids. Had I known Gary III would turn out so gutless — even turning state's evidence on me<sup>1</sup> — maybe I wouldn't have cared, but on principal they were my property and I wanted to win.

Ljudmila lawyered up quick, but within days I had those pencil-necks begging me to settle. My mentor, the great Dan "Can't Recall" Hideki, came on board to see things through, and let's just say her dweeb-squad were having car trouble pretty often, on top of some unfortunate surgical accidents. I feel for them really; it must have been a tough time watching their families succumb to random violent accident after random violent accident, their dentists drilling into raw nerves, pediatricians botching circumcisions, just a tragic series of events that anyone would take time off of legal work to see to. I wished them all the best as

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<sup>1</sup> *People of California, Delaware, Ohio, Montana, Oregon, & Alaska v. Khan* [1982]

“The advice in this book is so effective,  
it should be illegal. In fact some of it is!”

-B. Madoff, Roslyn, NY

“I’m going to eat my employees alive using Gary Khan’s  
methods whenever I get my house arrest lifted.”

-J. Skilling, Houston, TX

A ONCE-IN-A-LIFETIME LOOK INTO THE REAL WORLD OF RUNNING A REALLY GODDAMN SUCCESSFUL BUSINESS, RESULTING IN MORE PERSONAL WEALTH—BY FAR—THAN THAT ASSHOLE JIMMY WELKER FROM MY CPA COURSE WHO THOUGHT HE WAS SUCH A BRANIAC AND NOW BEGS PEOPLE TO BUY HOUSES FROM HIM AT A FAILING RE/MAX DEALERSHIP WHILE HIS WIFE POPS OUT BRAT AFTER WORTHLESS BRAT—**COLD CALLS COLD STEEL** TELLS IT LIKE IT IS... NOT HOW THE WANNABES AND LOSERS MAKE IT OUT TO BE FROM UNDER THEIR FORMICA TABLES, CRYING INTO THEIR HEMP-SEED PANTY LINERS, EATING SUGAR-FREE TERRORIST FOOD AND WATCHING COMMUNISM ON THE INTERNET. THIS IS THE REAL DEAL, PACKED WITH SO MUCH REALLY GOOD ADVICE THAT YOUR TINY BRAIN WILL PROBABLY MELT UNDER THE STRESS, YOU WORTHLESS NOBODY.

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