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your competition fails. [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. From big box retail to  
fast food to insurance-no one stands out.  
Distinction has ...

**The collapse of distinction : stand out**

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book: "Collapse of Distinction: Stand Out  
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Fails". This complete summary of the ideas from Scott McKain's book "Collapse of Distinction" shows that instead of standardised products, customers 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

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differences, 2. new competition and 3.  
familiarity does not breed contempt it  
breeds complacency

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According to McKain, the "collapse of distinction," copycat uniformity, or overwhelming sameness is a product of capitalism, affecting individuals and

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Organizations to the extent that it results from incremental advancements, new competitors, and familiarity that breeds complacency and boredom in an individual's and/or organization's customers.

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## **Collapse of Distinction ...**

The Collapse Of Distinction Stand Out  
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Fails As recognized, adventure as capably  
as experience not quite lesson,  
amusement, as without difficulty as  
settlement can be gotten by just checking  
out a books the collapse of distinction

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stand out and move up while your  
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**Collapse of Distinction: Stand out and  
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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 205, which I suggest is irrelevant, I assign McKain's work an overall rating of 7, on a scale

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According to McKain, distinction in the marketplace has collapsed into beige uniformity, which results in the death of businesses. Businesses need to



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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.

## **Collapse of Distinction by Scott McKain**

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