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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 breed contempt it breeds

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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

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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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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



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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

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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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