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while 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.

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standardised products, customers
crave distinction. They want products
that stand out for all the right reasons
because they are delivered by
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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 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 organizations to the extent that it results from incremental advancements, new competitors, and familiarity that breeds complacency and boredom in an individual's

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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 1-10.

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According to McKain, distinction in the marketplace has collapsed into

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beige uniformity, 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.

Collapse of Distinction by Scott
McKain

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