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or visit www.raincoast.com
Tom Burrows, the exhibition that preceded the book, presents work by the artist from his early career to the present. The book is a timely refocusing of attention on an artist who has made an immense contribution to the development of art in Vancouver, not only as an artist but as an educator and activist as well. Burrows first rose to prominence in the late-1960s and was included in several exhibitions at the UBC Fine Arts Library, an institution that was seminal in encouraging Vancouver’s growing and now vibrant art community. In 1975 he received a United Nations commission to document squatters communities in Europe, Africa and Asia, a work that is now in the Belkin’s collection. Burrows’ work, which demonstrates an interest in process and new materials, has encompassed a number of disciplines including sculpture, early performance art, video, painting and iconic hand-built houses on the Maplewood Mudflats and Hornby Island. Currently most well known for his innovative monochromatic cast polymer resin "paintings/sculptures" produced during the last forty-five years, the book examines the full breadth of his career with works from the Belkin’s permanent collection as the basis with other works from the artist, collectors and public institutions.

Burrows has had solo exhibitions in London, Rome, Tokyo, Berlin, New York, Edinburgh and across Canada. His work is included in private, corporate and public collections in Europe, Asia and the Americas.

Author Bio

Ian Wallace was born in Shoreham, England in 1943. After completing his studies at the University of British Columbia and graduating with a Master’s Degree in Art History, he taught art history at UBC from 1967 to 1970 and at the Emily Carr Institute of Art and Design from 1972 to 1998. Wallace has been active in the creation, promotion and appreciation of innovative processes in contemporary art practice through writing, teaching and exhibiting his work. Wallace has been an influential figure in the development of an internationally acknowledged photographic and conceptual art practice in Vancouver. Ian Wallace is represented by Catriona Jeffries Gallery, Vancouver; Hauser & Wirth, London, New York and Zurich; Jessica Silverman, San Francisco; and Galerie Greta Meert, Brussels. In 2004 he was the recipient of the Governor General’s Award for the Visual Arts and in 2013 appointed Officer of the Order of Canada.

Scott Watson is Director of the Morris and Helen Belkin Art Gallery and Head of the Department of Art History, Visual Art and Theory at UBC. Recent distinctions include the Hnatyshyn Award for Curatorial Excellence (2010) and the Alvin Balkind Award for Creative Curatorship in British Columbia Arts (2008). Watson has published extensively in the areas of contemporary Canadian and international art. His 1990 monograph on Jack Shadbolt earned him the Governor General’s Award for Book Design.
As a sales leader, this is what you know now. Your pipeline needs filling and you need more conversions. You're dealing with high turnover, your boss is demanding higher performance, and your team is constantly being pressured to do more non-selling activities. You are challenged with differentiating yourself in the market and the shift in buyer behavior because your customer has the power seat in negotiations.

You are competing in a highly fragmented, highly competitive marketplace where decision makers are more knowledgeable, less risk averse, and busier than ever. As a result, making your numbers is tougher and more challenging than ever.

You're trying to figure out how to get the attention of new customers and to add value along the sales process to close business. And you're coping with a potentially underperforming and unengaged sales team, despite investments in sales resources, such as training and technology, marketing content, CRM, and other tools to increase sales effectiveness. But you, like other sales leaders you talk with, are not getting the payoff from these investments. You see the data:

- Businesses are spending more on training, but there is little correlation to ROI (ATD, 2015)
- Without follow-up and coaching/mentoring, salespeople fail to retain 80% to 90% of what they learned in training within a month (Sales Alliance, 2014)
- CRM holds a <50% adoption rate, and between 25% and 60% of CRM projects fail to meet expectations
- 70% of marketing content is not used by sales (Sirius Decisions)

Mark Welch understands your pain points. He's been there. He has led sales organizations out of the morass and turned them around by following a process called the (...)

**Author Bio**

Mark Welch (Toronto, Canada) is a sales organization advisor, sales team developer, certified sales and sales leadership coach, and author. As the founder of Street Savvy Sales Leadership, (www.street savvysalesleadership.com), Mark helps business to business companies build, grow, support and maintain Best in Class Sales Teams. His passion is helping to build high performance, focused, accountable, sales organizations and answering that critical all encompassing question: How do you get the most sales productivity out of your sales organization?
While it may not occur to us on a daily basis, there is a widespread cultural tendency toward quick decisions and quick action. This pattern has resulted in many of our society’s greatest successes, but even more of its failures. Though the root cause is by no means malicious, we have begun to reward speed over quality, and the negative effects suffered in both our personal and professional lives are potentially catastrophic.

Best-selling author and Chief Envisioner Dan Pontefract offers the solution to this predicament with what he coins “Open Thinking,” a cyclical process in which creativity is encouraged, critiquing leads to better decisions, and thoughtful action delivers positive, sustainable results. He proposes a return to balance between the three components of productive thought: dreaming, deciding, and doing.

Based on organizational and societal data, academic research, historical studies, and a wide range of interviews, Open to Think is an appeal for a world of better thinking. Pontefract introduces tangible, actionable strategies to improve the way we think as organizations and individuals.

**Author Bio**

Dan Pontefract is Chief Envisioner at TELUS, a Canadian telecommunications company, where he heads the Transformation Office, a future-of-work consulting group that helps organizations enhance their corporate cultures and collaboration practices. Previously as Head of Learning & Collaboration at TELUS, Dan introduced a new leadership framework—called the TELUS Leadership Philosophy—that dramatically helped to increase the company’s employee engagement to record levels of nearly 90%.

He is the author of THE PURPOSE EFFECT: Building Meaning in Yourself, Your Role and Your Organization as well as FLAT ARMY: Creating a Connected and Engaged Organization. A renowned speaker, Dan has presented at multiple TED events and also writes for Forbes, Harvard Business Review, and The Huffington Post. Dan and his wife, Denise, have three young children (aka goats) and live in Victoria, Canada. He is also an Adjunct Professor at the University of Victoria. He can be reached at dp@danpontefract.com or at his website www.danpontefract.com.
Everyone should have a beautiful home. Quite simply, life is better when you live in a space you love, and giving people that joy is always gratifying. Internationally renowned interior designer Brian Gluckstein believes that elegant personal style can be achieved in any home.

Brian Gluckstein: The Art of Home features a distinguished collection of homes that are at once luxurious, chic and livable. From a stylish New York apartment and a tailored beach house to a timeless Aspen chalet and a refined country estate, these stunningly designed homes reveal that a well-considered space is essential to both traditional and contemporary aesthetics. The beautifully photographed interiors are complemented with riveting anecdotes, inspiring quotes and style statements to reflect the importance of comfort and personal expression through form, function and decor.

A carefully curated room can also feature a combination of statement pieces to create a successful living space. Ideal for anyone who loves design, Brian Gluckstein: Art of Home proves that luxury is about enjoying everyday things in a beautiful way.

Author Bio

Acclaimed designer Brian Gluckstein is renowned for creating luxurious, liveable interiors. Brian is internationally recognized as one of the top thirty-five designers in the world by Andrew Martin’s Interior Design Journal. In 1999, Brian launched GlucksteinHome, a complete line of home furnishings including furniture, tabletop, bedding, bath, and décor bringing his elegant aesthetic to a wider public. Brian recently designed a line of fine china for Lenox, available at retailers across North America including Macy’s and Bloomingdales. Brian’s product collection and interior design work has appeared in Architectural Digest, Elle Décor, and House Beautiful.
Vancouver Eats
Signature Recipes from the City's Best Restaurants
by Joanne Sasvari

Filled with mouthwatering recipes and beautiful photographs, Vancouver Eats presents 90 recipes from 45 of the city's best restaurants. With recipes for salads (Fable's Heirloom Tomato Salad with Burrata), soups (Tacofino's tortilla soup), brunch (Cafe Medina's fricassee champignons), mains (David Hawksworth's cherry tomato, olive, and arugula pizza), desserts (Thomas Haas's hazelnut praline éclair), and cocktails (The Botanist's Appleseed cocktail), this inspired anthology boasts a collection of original and innovative dishes by chefs who've put Vancouver on the culinary map. It even includes a few notable restaurants from Whistler. And best of all, the recipes have been designed with home cooks in mind.

Beautifully illustrated throughout by award-winning photographer Kevin Clark, Vancouver Eats is the perfect book for those who want to recreate their favourite dining experiences in their own home.

Author Bio

Joanne Sasvari is a journalist who covers food, drink, and travel for Vancouver Sun, WestJet and Destination BC, among others. She is the editor of Westcoast Homes & Design, The Alchemist, and Vitis magazines. Certified by the Wine and Spirit Education Trust (WSET), she writes about spirits and cocktails for TASTE magazine. She is also the author of Paprika: A Spicy Memoir from Hungary, Frommer's EasyGuide to Vancouver and Victoria and The Wickaninnish Cookbook. She currently lives in North Vancouver.
How to Ensure Your Family Enterprise Thrives for Generations

By Emily Griffiths-Hamilton

From mom-and-pop stores to Fortune 500 corporations, the family business as an institution is widespread and enduring—yet only 30 percent of family enterprises successfully transition to the next generation. In this accessible and deeply informed new book, family enterprise expert Emily Griffiths-Hamilton (author of Build Your Family Bank: A Winning Vision for Multigenerational Wealth) shares the secrets of successful multigenerational family enterprises.

Through extensive research and personal and professional experience as a member of and advisor to family enterprises, Griffiths-Hamilton has developed an unconventional approach that looks beyond narrow business considerations to focus on the critical aspect of every family enterprise—the “family factor.” Successful multi-generational family enterprises, she explains, are animated by a unifying vision that rests on shared values. Mutual trust and strong communication skills are vital for families to articulate these foundational elements, which will then inform a “family enterprise framework” that can endure for generations.

Planning for the long-term health of a family business doesn’t need to be complicated. Beginning with a single meeting, family enterprises of every shape and size can use the insights in this book to build robust frameworks that will reward their members for decades to come—not just financially, but with strengthened family connections, a shared sense of purpose, and perhaps most importantly, a bit of fun.

Author Bio

Emily Griffiths-Hamilton is a chartered accountant, a family enterprise advisor, and a conflict resolution coach who brings three generations of experience to the subject of succession and wealth-transition planning. Her maternal grandfather, veterinarian Dr. William Ballard, was one of North America’s greatest dynamic wealth creators. Her father, Frank A. Griffiths, FCA, built a highly successful sports and media empire. Griffiths-Hamilton herself has been the co-owner of a National Hockey League team, the Vancouver Canucks; a National Basketball Association franchise, the Vancouver Grizzlies; and a state-of-the-art arena. Griffiths-Hamilton’s professional training, expertise, and unique first-hand experience have given her a deep understanding of the benefits of clear, considered succession planning. Today, she is passionate about advising individuals and families on the effective, responsible transition of wealth over generations. Emily Griffiths-Hamilton lives in Vancouver, British Columbia, with her husband, Paul Hamilton, a chartered accountant and Portfolio Manager. They are the parents of two adult sons.
Atelier
The Cookbook by Marc Lepine

Marc Lepine's debut cookbook, Atelier, is a celebration of a restaurant that has reinvigorated the fine-dining culture in Canada. It begins with "Origins," which traces Lepine's expansive career—from his relationship with food at an early age to his formal training in Europe and, eventually, the US at Michelin-starred Alinea to the opening of Atelier. "Vision" explores a unique creative approach that is fueled by a restless imagination and personal expression, while "Innovations" features a spirited collection of 48 artful dishes that critics and fans have come to love—Carrot Hoop, Octopus Terrarium, Dino Egg, and many more. Here, we'll see thought-provoking recipes inspired by local ingredients, seasonality, and pioneering techniques.

This impressive and beautiful volume is an exciting tribute to a unique culinary philosophy. Featuring beautiful photography by award-winning photographer Christian Lalonde, Atelier is an essential book for chefs, culinary professionals, and foodies with an interest in modern cuisine, food culture, and an unconventional approach to dining.

Author Bio

Award-winning chef Marc Lepine is the creative mind and culinary innovator behind Atelier, one of Canada's leading restaurants, and the only person to have won the Canadian Culinary Championship…twice.
Seattle Cooks
Signature Recipes from the City's Best Chefs and Bartenders
by Julien Perry

Seattle Cooks is an exciting collection of 80 signature dishes from 40 of the city's best restaurants. Featuring crowd-pleasing small plates, vibrant salads, comforting mains, delectable desserts, and much more, this expansive cookbook highlights a vibrant culinary scene that makes Seattle one of the best food cities in the country. A never-before-published recipe for Dahlia’s Lounge’s iconic Dungeness crab cakes? Check. Tavolàta’s hamachi crudo? Check. Revel’s kalua pork belly? Check. We’ve even included Jerry Traunfeld’s famous eggplant fries, RockCreek’s octopus salad, and E. Smith Mercantile’s thirst-quenching smoky martini.

For those who love to explore the world through food, Seattle Cooks presents inspired recipes designed with home cooks in mind—regardless of skill level. It’s never been easier to get your hands on great food.

Author Bio

Julien Perry has been a food and lifestyle writer and editor for more than twenty years and has worked as a food editor for Seattle Weekly, Seattle Business Magazine, Eater Seattle, and Seattle Magazine. Her work has also been featured in Food & Wine and on the Food Network. An alumnus of Seattle Art Institute’s Baking and Pastry program, she cofounded the One Night Only Project—a roving dinner series that partners with the city’s food and beverage powerhouses—and Chefodex, a chef-for-hire service featuring a roster of Seattle’s foremost culinary talent.
Moving Still: Performative Photography in India explores themes of migration, gender, religion and national identity through the lens of modern and contemporary photography in India. While exploring the early beginnings of photography in India with works from Ram Singh II and Umrao Singh Sher-Gil, the primary focus of this publication is the lens-based practices of contemporary artists such as Naveen Kishore, Atul Bhalla, Tejal Shah, Vivan Sundaram, Sunil Gupta, Anita Dube and Pushpamala N. Artists rooted in the diversity of cultures and multiplicity within the country, while at the same time engaged in a global dialogue. The publication will include profiles on each of the participating artists, a timeline on the history of performative photography compiled by Critical Collective, as well as feature essays by Diana Freundl, Associate Curator, Asian Art at the Vancouver Art Gallery, and Gayatri Sinha, art critic and curator, that together expand on the historical importance and relevance of photography as an artistic medium in India as well as the development of performative photography.

Author Bio

Diana Freundl:
Diana Freundl is Associate Curator, Asian Art at the Vancouver Art Gallery. She is the curator of the Gallery's public art space, Offsite, presenting an innovating program of temporary contemporary art projects.

Gayatri Sinha:
Gayatri Sinha is a New Delhi-based art critic and curator interested in issues of gender and iconography, media, economics and social history within the realms of contemporary art, photography and lens-based work.

Critical Collective:
Founded in 2011, Critical Collective is an initiative that works towards building knowledge in the arts in India through the domains of art writing, curating and practice.
Dana Claxton
by Grant Arnold, Monika Kin Gagnon and Olivia Michiko Gagnon

Known for her expansive multidisciplinary approach to art making Vancouver-based Dana Claxton, who is Hunkpapa Lakota (Sioux), has investigated notions of Indigenous identity, beauty, gender and the body, as well as broader social and political issues through a practice which encompasses photography, film, video and performance. Rooted in contemporary art strategies, her practice critiques the representations of Indigenous people that circulate in art, literature and popular culture in general. In doing so, Claxton regularly combines Lakota traditions with "Western" influences, using a powerful and emotive "mix, meld and mash" approach to address the oppressive legacies of colonialism and to articulate Indigenous world views, histories and spirituality. This timely catalogue will be the first monograph to examine the full breadth and scope of Claxton's practice. It will be extensively illustrated and will include essays by Claxton's colleague Jaleh Mansoor, Associate Professor in the Department of Art History, Visual Art & Theory at the University of British Columbia; Monika Kin Gagnon, Professor in the Communications Department at Concordia University, who has followed Claxton's work for 25 years; Olivia Michiko Gagnon, a New York-based scholar and doctoral student in Performance Studies; and Grant Arnold, Audain Curator of British Columbia Art at the Vancouver Art Gallery.

Author Bio

Grant Arnold:
Grant Arnold is the Audain Curator of British Columbia Art at the Vancouver Art Gallery where he contributes to the gallery's exhibition and collecting programs.

Monika Kin Gagnon:
Monika Kin Gagnon is Professor of Communication Studies at Concordia University. She has published widely on cultural politics and the visual and media arts since the 1980s. She is the author of Other Conundrums: Race, Culture, and Canadian Art (Arsenal Pulp Press, 2000), and co-editor of the anthology Reimagining Cinema: Film at Expo 67 (McGill-Queen's University Press, 2014).

Olivia Michiko Gagnon:
Olivia Gagnon is a PhD candidate in Performance Studies (NYU), where her work explores the intersections of feminism, archival discourses, performance, and theories of affect, embodiment and sense.

Jaleh Mansoor: