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From USA Today & Wall Street Journal Bestselling Author! Want to achieve breakthroughs and get exceptional results? Discover the system that successful growth companies have used to achieve their results. All growing companies encounter ceilings of complexity, usually when they hit certain employee or revenue milestones. In order to burst through ceiling after ceiling and innovate with growth, a company must develop a reliable system that prompts leaders to be proactive and pivot when the need arises. You also need to learn simple systems to empower everyone in your company to become and stay focused, aligned, and accountable. In Rhythm, you ' ll discover all this and more, including: • How to identify potential setbacks and avoid them; • Think-Plan-Do rhythm to fire up and maintain great execution; • The inside scoop from growth companies showing you how they turned their potential setbacks into opportunities; • Practical tools that you can use immediately; • The habits you should start building to achieve your own breakthroughs. Patrick Thean ' s process applies to any growing business and ensures that your organization gets into the habit of achieving success, week after week, quarter after quarter, year after year. Get your copy now and start leading your business towards successful growth today!

A Fast Company blogger and former McKinsey consultant profiles the next generation business strategists: the "Outthinkers" "Outthinkers" are entrepreneurs and corporate leaders with a new playbook. They see opportunities others ignore, challenge dogma others accept as truth, rally resources others cannot influence, and unleash new strategies that disrupt their markets. Outthink the Competition proves that business competition is undergoing a fundamental paradigm shift and that during such revolutions, outthinkers beat traditionalists. Outthink the Competition presents stories of breakthrough companies like Apple, Google, Vistaprint, and Rosetta Stone whose stunning performances defy traditional explanation and will inspire readers to outthink the competition. Core concepts in the book include: Discover the Eight Dimensions of Disruption Learn to play by the Outthinker Playbook Develop the Five Habits of the Outthinker Implement the Outthinker Process It's time to buck tradition in order to stay ahead. Outthink the competition and uncover opportunities hiding in plain sight.

The Metronome Effect will guide you on your journey to predictable profit. It will ensure the habituation that excellence is derived from is engrained in your organization. Every leader is empowered to set their metric beat to make sure the company is doing everything it needs to do to grow their profit. This book draws on the wisdom of some of the best business minds of our time, as well as the author ' s own experiences as a serial entrepreneur, to create a methodology that shows you a practical step-by-step process; how to rhythmically integrate all the crucial parts of your business. Every leader has a metronome—find yours and discover the path to predictable profit. Shannon Byrne Susko has more than twenty years of experience building and leading high-growth technology companies in the financial services industry. She co-founded, served as Chief Executive Officer, and led the sale of two companies in less than six years: Subserveo, Inc. and Paradata Systems Inc. She was recognized as one of Canada ' s Top 40 under 40 in 2000, and was awarded the Sarah Kirke Award for Canada ' s Leading Women Entrepreneurs in 2006. She currently serves as a corporate director, as well as a leadership coach, helping CEOs and top executives in a variety of industries keep their companies on the path to growth and predictable profit. www.metronome-effect.com " The perfect ' execution ' book to complement Scaling Up. " Verne Harnish Founder, Gazelles & EO; Author, Scaling Up (Fall 2014), Greatest Business Decisions of All Time, Mastering the Rockefeller Habits " Shannon is a first rate Entrepreneur, Chief Executive, and Business Coach. Through observation of her in each role, directly and through the experience of others working closely with Shannon, the credibility she brings to The Journey to Predictable Profit in a huge asset to fellow Entrepreneurs and Business leaders. Enjoy this book and apply the lessons within. " Keith Cupp President, Gazelles International Coaching Association " An excellent, simple, and proven system to reach strategic clarity and grow your business. " Kaihan Krippendorff Author, Outthink the Competition; CEO, Outthinker

In The Customer Service Revolution, DiJulius points out how numerous companies have made Customer service their biggest competitive advantage, are dominating their industries, and have made price irrelevant. As a result of this Customer service revolution, people are being treated differently, better, and in a way like never before. This is a result of how companies and management are treating their employees and how employees are treating each other and the Customer—which ultimately permeates into people ' s personal lives at home and in their communities. Can the way you run your business or treat your Customers have an effect on the world at large? John DiJulius will show you just that! Drawing on years of experience consulting with the top customer service companies around the world and in his role building his first business, John Robert ' s Spa, into one of the top 20 salons in the US, DiJulius will show you exactly how to create your very own Customer service revolution and make price irrelevant.

Solving complex problems and selling their solutions is critical for personal and organizational success. For most of us, however, it doesn ' t come naturally and we haven ' t been taught how to do it well. Research shows a host of pitfalls trips us up when we try: We ' re quick to believe we understand a situation and jump to a flawed solution. We seek to confirm our hypotheses and ignore conflicting evidence. We view challenges incompletely through the frameworks we know instead of with a fresh pair of eyes. And when we communicate our recommendations, we forget our reasoning isn ' t obvious to our audience. How can we do it better? In Cracked It!, seasoned strategy professors and consultants Bernard Garrette, Corey Phelps and Olivier Sibony present a rigorous and practical four-step approach to overcome these pitfalls. Building on tried-and-tested (but rarely revealed) methods of top strategy consultants, research in cognitive psychology, and the latest advances in design thinking, they provide a step-by-step process and toolkit that will help readers tackle any challenging business problem. Using compelling stories and detailed case examples, the authors guide readers through each step in the process: from how to state, structure and then solve problems to how to sell the solutions. Written in an engaging style by a trio of experts with decades of experience researching, teaching and consulting on complex business problems, this book will be an indispensable manual for anyone interested in creating value by helping their organizations crack the problems that matter most.

If you're a CEO, three of the biggest pain points you face in today's business world are: Making the best decisions when the answer isn't always clear Maintaining a strong and consistent culture as your business rapidly grows Attracting and retaining the best talent who are a strong culture fit These problem areas lead to inconsistency, growing pains, and major roadblocks on how to take your organization to the next level. Thankfully, there's a simple solution: Discover, build, and create your core value driven organization. In The Core Value Equation, Darius Mirshahzadeh shows how core values create the ultimate decision-making engine for your organization that consistently produces spectacular results. Core values also create an "invisible manager" that sits next to every employee and holds them accountable to a common set of beliefs, actions, and outcomes, all without hiring a single person. Finally, core values are the best tool out there to recruit and support an army of diehard team members who speak the same language, create consistent results, and make your organization a magnet for like-minded individuals.

Great companies don ' t just depend on strategies—they depend on people. The more great people on your team, the more successful your organization will be. But that ' s easier said than done. Statistically, half of all employment decisions result in a mishire: The wrong person winds up in the wrong job. But companies that have followed Bradford Smart ' s advice in Topgrading have boosted their successful hiring rate to 90 percent or better, giving them an unbeatable competitive advantage. Now Smart has fully revised his 1999 management classic to reintroduce the topgrading concept, which works for companies large and small in any industry. The author spells out his practical approach to finding and managing A-level talent—as well as coaching B players to turn them into A players. He provides intriguing case studies drawn from more than four thousand in-depth interviews. As Smart writes in his introduction, " All organizations, all businesses live or die mostly on their talent, and any manager who fails to topgrade is nuts, or a C player. . . . Those who, way deep down, would sooner see an organization die than nudge an incompetent person out of a job should not read this book... Topgrading is for A players and all those aspiring to be A players. " On the web: <http://www.topgrading.com/>

IF YOU THINK YOU KNOW SALES...YOU DON ' T KNOW JACK! " Jack Daly stands above all others. His energy is matched only by his genius and understanding about what makes the best sales organizations. It ' s not commission strategies, it ' s not about glossy sales materials; it is about people. Jack understands better than most that if you look out for your people and insist that they look out for your customers, the result is unprecedented growth (and a lot of very happy and inspired employees and customers). " -Simon Sinek, Optimist and Author of Leaders Eat Last and Start With Why " Winning teams result from strong cultures and leadership driven systems and processes. In the world of sales, as detailed in Hyper Sales Growth, Jack Daly knows how to lead and win. " -Pat Williams, Co-Founder, Orlando Magic, Author of Vince Lombardi on Leadership " If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day. This book will change your life as a leader and a salesperson, and you will thank Jack Daly every day you make a new sale. " -Willy Walker, Chairman and CEO, Walker & Dunlop " It ' s finally here!! The book all the million fans (that ' s literal) of Jack Daly have been wanting – a book that shares the same time-tested sales management techniques that work to drive growth he ' s been teaching in his powerful and packed workshops. It ' s all about getting the sales management piece right; this is the book that shows you the way. " -Verne Harnish, CEO of Gazelles Author of Mastering the Rockefeller Habits and The Greatest Business Decisions of All Time " If you want to get predictable revenue and profitable growth, Jack Daly is your source for the state of the art in sales. Read this book, buy it for your team, follow his advice and you ' ll be unstoppable. " -Christine Comaford , Executive Coach & Presidential Advisor NY Times Best Selling Author of SmartTribes: How Teams Become Brilliant Together " Jack Daly is a rare gem in the business world. I have seen him transform several companies, by growing revenue, by upgrading corporate cultures, and by growing employees ' capacity to produce results. His vast knowledge and experience gives him a perspective unmatched by anyone I ' ve experienced. This book is a must read if you are interested in taking your company to the next level in the most direct way possible. " -Rick Sapio ,CEO of Mutual Capital Alliance, Inc.

A quiet, but powerful revolution is underway, as the Internet and TV worlds converge; corporations are becoming increasingly interested in creating their own corporate TV networks. One of the biggest reasons for this push is the desire to communicate with customers, offer them helpful friendly advice and in so doing, build a relationship of trust. Unfortunately, TV content and corporate content are vastly different. Corporate content is usually dry and typically delivered by a single subject matter expert in a speech or training program. Conversely, TV content is based on story telling, entertaining and informative story packages and is based on a variety of messengers, including heroes, luminaries, and experts. Succeeding in this brave new world may be easier said than done. In order to thrive, corporations must learn three things: how to create content that focuses on what the audience wants to learn, not what you want to sell, how to use the right media and technology to leverage that content, and how to use it effectively in marketing programs. This book teaches corporate communicators how to do exactly that.

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