

Traction Nook Gino Wickman

Your management mentor in book! This is the go-to guide on making good decisions, helping teams work together, dealing with people problems, and achieving goals when you're newly in charge or looking to brush up on your leadership skills. *Wait, I'm the Boss?!?* is chock-full of useful information, tips, and checklists that can be used by anyone who aspires to become a skilled manager. While it's written with the new manager in mind, it can also serve as a useful refresher for any manager, no matter how experienced he or she may be. With this book in their hands, new managers will always know where they are going—no matter where they are. This much-needed, helpful guide explores the fundamental skills that every manager needs to understand, practice, and master. These fundamental skills include: Building teams and teamwork Creating a fun and effective organizational culture Rewarding and motivating employees Leading organizational change Learning how to hire great employees Coaching and mentoring Delegation Communicating effectively Dealing with layoffs and terminations Whether you're new in your first management position, are an experienced leader, or are hoping for a promotion, *Wait, I'm the Boss?!?* will be the mentor you need. Feeling burned out by your business? Sick of the 'hustle and grind' culture of your

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industry? There's a better way! Get over your perfectionism and embrace the flow of the Chillpreneur. Denise Duffield-Thomas, money mindset coach and best-selling author, will show you how with her trademark humor and down-to-earth wisdom. In this book, she shares invaluable business advice and counterintuitive millionaire mindset lessons (no blood, sweat, or tears necessary) which will set you on the path of abundance - without all the hard work. You'll discover how to find the business model that works perfectly for your personality, learn about key concepts - such as the Golden Goose and the Keyless Life - to help you work less and earn more, and become a marketing pro without feeling like a sleazy car salesman. Plus, Denise talks you through the smaller - but no less important - details of being an entrepreneur, including how to deal with awkward money situations and find the most effective ways to price your offers. Full of reassuring and practical advice, Chillpreneur challenges the old, boring assumptions of what it takes to create success in business, so you can create financial independence with ease and grace. Discover the vital relationship that will take your company from "What's next?" to "We have liftoff!" Visionaries have groundbreaking ideas. Integrators make those ideas a reality. This explosive combination is the key to getting everything you want out of your business. It worked for Disney. It worked for McDonald's. It worked for Ford. It can work for you. From the author of the bestselling Traction, Rocket Fuel

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details the integral roles of the Visionary and Integrator and explains how an effective relationship between the two can help your business thrive. Offering a to help Visionary-minded and Integrator-minded individuals find one another, Rocket Fuel also features assessments so you're able to determine whether you're a Visionary or an Integrator. Without an Integrator, a Visionary is far less likely to succeed long-term, and realize the company's ultimate goals—likewise, with no Visionary, an Integrator can't rise to his or her full potential. When these two people come together to share their natural talents and innate skill sets, it's like rocket fuel—they have the power to reach new heights for virtually any company or organization.

If your employees brought their "A-Game" to work every day, what would it mean for your company's performance? Studies have repeatedly shown that the majority of employees are disengaged at work. But it doesn't have to be this way. Often, the difference between a group of indifferent employees and a fully engaged team comes down to one simple thing—a great boss. In *How to Be a Great Boss*, Gino Wickman and Rene' Boer present a straightforward, practical approach to help bosses at all levels of an organization get the most from their people. They share time-tested strategies that have worked for more than 30,000 bosses in every industry. You can learn how to be a great boss—and dramatically improve both your organization's performance and

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your team's excitement about their work. In this book you will discover: How to surround yourself with great people How to make more effective use of your time The difference between leadership and management and why they're equally important The five leadership practices and five management practices of all great bosses How to create accountability How to develop productive, relationships with each of your people How to deal with direct reports that don't meet your expectations How to Be a Great Boss provides practical tools that you can apply immediately with your people, allowing you to focus on improving and growing your organization and truly enjoy what you do.

Small Giants

But Life Had Other Ideas

I Used to Have a Plan

Roads to Health

Do Cool Sh*t

How to Stitch an American Dream

Exponential Theory: Reimagining the Future Through the Power of Thinking Big
A Wall Street Journal Bestseller Are You a Driver, an Explorer, a Crusader, or a Captain? Many factors shape the success or failure of a new business, whether it's a stand-alone startup or a venture inside a larger corporation. But the most

important and least understood of these factors is the personality of the entrepreneur—the particular combination of beliefs and preferences that drives his or her motivation, decision making, and leadership style. And your builder personality is the one resource you can directly control in growing a business that wins. Simply put, who you are shapes how you build for growth. *Built for Growth* decodes the interplay between builder personality and new business success. Using a patented analytic methodology, authors Chris Kuenne and John Danner discovered four distinct types of highly successful entrepreneurial personalities—the Driver, the Explorer, the Crusader, and the Captain. Each is motivated, makes decisions, manages, and leads their businesses differently. Kuenne and Danner blend pioneering research and exclusive personal interviews to illustrate how each type handles the five dynamic challenges in building a business of lasting value: converting ideas into products, galvanizing individual talent for collaborative impact, transforming buyers into partners, aligning financial and other supporters, and scaling the business. With assessments and tools, including a brief Builder Personality quiz and in-depth profiles of each builder type, *Built for Growth* is the ultimate guide for how to play to your strengths, complement and compensate for your gaps, and build a successful business—from startup to scale-up. Its vivid stories and practical advice show how

you can unlock the potential of your builder personality to shape your business, your team, and your ability to win in the marketplace. Please visit builtforgrowthbook.com to learn more and access the Builder Personality Discovery tool.

It doesn't matter how old you are or where you're from; you can start a profitable business. The Young Entrepreneur's Guide to Starting and Running a Business will show you how. Through stories of young entrepreneurs who have started businesses, this book illustrates how to turn hobbies, skills, and interests into profit-making ventures. Mariotti describes the characteristics of the successful entrepreneur and covers the nuts and bolts of getting a business up, running and successful.

With the growing business industry there is a large demand for greater speed and quality, for projects of all natures in both small and large businesses. Lean Six Sigma is the result of the combination of the two best-known improvement methods: Six Sigma (making work better, of higher quality) and Lean (making work faster, more efficient). Lean Six Sigma For Dummies outlines the key concepts in plain English, and shows you how to use the right tools, in the right place, and in the right way, not just in improvement and design projects, but also in your day-to-day activities. It shows you how to ensure the key principles and

concepts of Lean Six Sigma become a natural part of how you do things so you can get the best out of your business and accomplish your goals better, faster and cheaper. About the author John Morgan has been a Director of Catalyst Consulting, Europe's leading provider of lean Six Sigma solutions for 10 years. Martin Brenig-Jones is also a Director at Catalyst Consulting. He is an expert in Quality and Change Management and has worked in the field for 16 years. "The Lean Entrepreneur" banishes the "Myth of the Visionary" and shows you how you can implement proven, actionable techniques to create products and disrupt existing markets on your way to entrepreneurial success. This guide combines the concepts of customer insight, rapid experimentation, and actionable data from the Lean Startup methodology to allow individuals, teams, or even entire companies to solve problems, create value, and ramp up their vision quickly and efficiently.

Learning to Thrive in a More-Faster-Now World

A Month-by-Month Guide to a Business that Works

Mind Your Business

Infrastructure and Urban Wellbeing in Later Medieval Italy

A Complete Guide for Employees in Companies Running on EOS

Enduring Success

Who Not How

Do you worry that your business will collapse without your constant presence? Are you sacrificing your family, friendships, and freedom to keep your business alive? What if instead your business could run itself, freeing you to do what you love when you want, while it continues to grow and turn a profit? It's possible. And it's easier than you think. If you're like most entrepreneurs, you started your business so you could be your own boss, make the money you deserve, and live life on your own terms. In reality, you're bogged down in the daily grind, constantly putting out fires, answering an endless stream of questions, and continually hunting for cash. Now, Mike Michalowicz, the author of Profit First and other small-business bestsellers, offers a straightforward step-by-step path out of this dilemma. In Clockwork, he draws on more than six years of research and real life examples to explain his simple approach to making your business ultra-efficient. Among other powerful strategies, you will discover how to:

- **Make your employees act like owners: Free yourself from micromanaging by using a simple technique to empower your people to make smart decisions without you.**
- **Pinpoint your business's most important function: Unleash**

incredible efficiency by identifying and focusing everyone on the one function that is most crucial to your business. • Know what to fix next: Most entrepreneurs try to fix every inefficiency at once and end up fixing nothing. Use the "weakest link in the chain" method to find the one fix that will add the most value now. Whether you have a staff of one, one hundred, or somewhere in between, whether you're a new entrepreneur or have been overworked and overstressed for years, Clockwork is your path to finally making your business work for you.

When Bowser the Hound gets lost in the Green Forest, Blacky the Crow and other animals decide to help him.

Want to throw a 5-Star wedding, party or event? Michael Scott Novilla, the founder of world-class venue NOVA 535, has produced over two thousand 5-Star weddings and events the "NOVA" way! Michael's first book offers an insider's insights into the wild and hilarious, surprisingly personal, and always educational world of hosting Live Events.

This new kind of dictionary reflects the use of "rhythm rhymes" by rappers, poets, and songwriters of today. Users can look up words to find collections of words that have the same rhythm as the original

and are useable in ways that are familiar to us in everything from vers libre poetry to the lyrics and music of Bob Dylan and hip hop groups.

Lean Six Sigma For Dummies

The Essential Guide for New Managers to Succeed from Day One

The New Rules for Creating Success, Freedom, and Abundance on Your Terms

Titan

The One Essential Combination That Will Get You More of What You Want from Your Business

Bowser the Hound

It's 5 AM GO HOME

When a person goes to the boss with a problem and the boss agrees to do something about it, the monkey is off his back and onto the boss's. How can managers avoid these leaping monkeys? Here is priceless advice from three famous experts: how managers can meet their own priorities, give back other people's monkeys, and let them solve their own problems.

How maverick companies have passed up the growth treadmill — and focused on greatness instead. It's an axiom of business that

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great companies grow their revenues and profits year after year. Yet quietly, under the radar, a small number of companies have rejected the pressure of endless growth to focus on more satisfying business goals. Goals like being great at what they do, creating a great place to work, providing great customer service, making great contributions to their communities, and finding great ways to lead their lives. In *Small Giants*, veteran journalist Bo Burlingham takes us deep inside fourteen remarkable companies that have chosen to march to their own drummer. They include Anchor Brewing, the original microbrewer; CitiStorage Inc., the premier independent records-storage business; Clif Bar & Co., maker of organic energy bars and other nutrition foods; Righteous Babe Records, the record company founded by singer-songwriter Ani DiFranco; Union Square Hospitality Group, the company of restaurateur Danny Meyer; and Zingerman's Community of Businesses, including the world-famous Zingerman's Deli of Ann Arbor. Burlingham shows how the leaders of these small giants recognized the full range of choices they had about the type of company they could create. And he shows how we can all benefit by questioning the usual definitions of

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business success. In his new afterward, Burlingham reflects on the similarities and learning lessons from the small giants he covers in the book.

Faith, family, hard work, and second chances are at the core of every great American story, and Jenny Doan's story is just that. In her new memoir, *How to Stitch an American Dream*, readers will discover the behind-the-scenes success story of the Missouri Star Quilt Company and Jenny's remarkable journey to overcome hardship, claim the abundance of family, and ignite the power of giving—all while revitalizing a small town along the way. Over the last decade, the Doan family business, the Missouri Star Quilt Company in tiny Hamilton, Missouri, has grown from Jenny's corner shop--with one quilting machine and two bolts of fabric for sale in the back--to become the largest supplier of pre-cut quilting fabric in the headquarters of Jenny's world-famous YouTube tutorial videos. Jenny is now giving her fans, the business world, and moms of all ages (and grandmas too!) what they've been asking for: the full story of her journey, from her humble beginnings as a homeschooling mom, to founding MSQC in her fifties, through the remarkable success and inspiration

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she's so well-known for today. In this book, you'll learn: How she and her beloved husband, Ron, raised seven children on a shoestring budget— and had fun doing it; How, after a string of bad luck, the family made a prayer-based decision to leave California behind and start over again in rural Missouri, even though they had no place to live, no jobs lined up, and no idea how they were going to make it; How Jenny, Ron and their children worked side-by-side to patch together a family home out of a crumbling shell of a farmhouse; And how their faith, hard work, and generosity not only carried them through the hard times, but led directly to the success of the Missouri Star Quilt Company. How to Stitch an American Dream will make you laugh, cry, say “bless your heart.”

Most leaders know that a winning, engaged culture is the key to attracting top talent—and customers. Yet, it remains elusive how exactly to create this ideal workplace —one where everyone from the front lines to the board room knows the company's values and feels comfortable and empowered to act on them. Based on Ann Rhoades' years of experience with JetBlue, Southwest, and other companies known for their trailblazing corporate cultures, Built

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on Values reveals exactly how leaders can create winning environments that allow their employees and their companies to thrive. Companies that create or improve values-based cultures can become higher performers, both in customer and employee satisfaction and financial return, as proven by Rhoades' work with JetBlue, Southwest Airlines, Disney, Loma Linda University Hospitals, Doubletree Hotels, Juniper Networks, and P.F. Chang's China Bistros. Built on Values provides a clear blueprint for how to accomplish culture change, showing: How to exceed the expectations of employees and customers How to develop a Values Blueprint tailored to your organization's goals and put it into action Why it's essential to hire, fire, and reward people based on values alone, and How to establish a discipline for sustaining a values-centric culture Built on Values helps companies get on the pathway to greatness by showing the exact steps for either curing an ailing company culture or creating a new one from scratch.

Setting the Table

Turn Your Ideas into Money!

Wait, I'm the Boss?!?

Business Plan in a Day

Get a Grip on Your Business

How to Invest \$50-\$5,000

A Leadership Fable

Maybe a potential investor has asked to see your plan by Tuesday. Perhaps you need a business plan to present at an upcoming staff meeting. Possibly you just want to get your business off the ground as quickly as possible. Business Plan In A Day was created for busy people like you. This book delivers the critical, time-tested information and tools you need to develop a well-constructed and effective plan—quickly and efficiently. Features include: step-by-step checklists, easy-to-use worksheets, a sample plan, financials made easy, formatting guidelines, online resources, and more. Business Plan In A Day, 2nd ed. was designed to help you successfully achieve your goal. It's for people who need a business plan to:

- Seek financing from a bank or other lender*
- Approach investors, such as angel investors or venture capitalists*
- Create a new business or expand an existing one*
- Report to management on department or team plans*
- Set goals with, inform, and motivate team members or employees*
- Enter a*

business plan competition or complete a college business plan project

- *Plan the strategy and direction of a company*

Has your company struggled to roll EOS out to all levels of your organization? Do your employees understand why EOS is important or even what it is? What the Heck is EOS? is for the millions of employees in companies running their businesses on EOS (Entrepreneurial Operating System). An easy and fast read, this book answers the questions many employees have about EOS and their company: • What is an operating system? • What is EOS and why is my company using it? • What are the EOS foundational tools and how do they impact me? • What's in it for me? Designed to engage employees in the EOS process and tools, What the Heck is EOS? uses simple, straightforward language and provides questions about each tool for managers and employees to discuss creating more ownership and buy-in at the staff level. After reading this book, employees will not only have a better understanding of EOS but they will be more engaged, taking an active role in helping achieve your company's vision. Want to start your own business, but not sure where to begin? Mind Your Business is the ONLY book that teaches you everything you need

to know about how to build a successful business from scratch. From developing your brand to designing products to identifying your legal and tax needs, this comprehensive guide will take you through every step of the process and help you create a unique and customized roadmap for your business. Mind Your Business is for aspiring entrepreneurs who are driven, ambitious, creative, and determined to build a business and life they love. Author Ilana Griffo shares the formula that turned her creative hobby into a six-figure design studio. From initial planning to long-term business strategy, Mind Your Business includes:

- Insider tips from successful entrepreneurs*
- Advice to identify your ideal market and customer*
- Legal guidelines to protect your ass(ets)*
- Budget and forecast tools*
- How to avoid the pitfalls that doom most startups*
- Guidance on how to scale and grow*
- Suggestions on how to dominate online platforms*
- Tips to beat your competitors with SEO and social media*

Mind Your Business puts you in the driver's seat. It will help you navigate the journey of starting your first business and take your ambitions and ideas from wishful thinking to successful reality.

For use in schools and libraries only. Humorous cartoons illustrate

basic concepts in physics.

Traction

Twelve Years a Slave

The Four Obsessions of an Extraordinary Executive

A Workbook to Grow Your Creative Passion Into a Full-time Gig

Cirque Du Freak

The Young Entrepreneur's Guide to Starting and Running a Business

Weddings, Parties and Events SO GOOD Your Guests Won't Leave!!

Argues that the speed and stimulation characteristic of twenty-first-century business life are conditions to be sought out and encouraged, and provides examples and advice for managing rapid change. Reprint. 50,000 first printing.

Start With Why has led millions of readers to rethink everything they do – in their personal lives, their careers and their organizations. Now Find Your Why picks up where Start With Why left off. It shows you how to apply Simon Sinek ' s powerful insights so that you can find more inspiration at work -- and in turn inspire those around you. I believe fulfillment is a right and not a privilege. We are all entitled to wake up in the morning inspired to go to work, feel safe when we ' re there and return home fulfilled at the end of the day. Achieving that fulfillment starts with understanding exactly WHY we do what we do. As Start With Why has spread around the world, countless readers have asked me the same question: How can I apply Start With Why to my career, team, company or nonprofit? Along with two of my colleagues, Peter Docker and

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David Mead, I created this hands-on, step-by-step guide to help you find your WHY. With detailed exercises, illustrations, and action steps for every stage of the process, Find Your Why can help you address many important concerns, including: * What if my WHY sounds just like my competitor ' s? * Can I have more than one WHY? * If my work doesn ' t match my WHY, what should I do? * What if my team can ' t agree on our WHY? Whether you've just started your first job, are leading a team, or are CEO of your own company, the exercises in this book will help guide you on a path to long-term success and fulfillment, for both you and your colleagues. Thank you for joining us as we work together to build a world in which more people start with WHY. Inspire on! -- Simon

"Become Your Own Boss is a must-read if you're thinking of launching a business of your own." --Jean Chatzky, bestselling author of Money 911 and Financial Editor, NBC Today
Create a successful business this year! Written by America's #1 Small Business Expert, this essential handbook shows you how to launch your own business in just twelve months. Using her years of experience in business development, Melinda Emerson guides you through the process with step-by-step instructions for developing an effective marketing plan, setting a budget, and maintaining your business once it's up and running. She also offers brand-new strategies for obtaining financing through means like crowdsourcing as well as social media techniques that help build your business--all of which has been updated for today's market. With Emerson's expert business advice, you will finally follow your dreams and become your own boss!

An inspiring, irreverent manifesto for those seeking to blaze their own path to entrepreneurship and find fulfillment and happiness through bold action and big ideas. With zero experience and

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no capital, Miki Agrawal opened WILD, a farm-to-table pizzeria in New York City and Las Vegas, partnered up in a children's multimedia company called Super Sprowtz, and launched a patented high-tech underwear business called THINX. Miki, a successful serial social entrepreneur and angel investor, pulls back the curtain to reveal how you can live out loud, honor your hunches, and leave nothing on the table. Start your business on a shoestring budget, nail your brainstorming sessions and product testing, and get free press coverage—all while living your best life. Whether you're a recent college graduate trying to find your way in the world, or a professional with a dead-end job and big dreams, *Do Cool Sh*t* will make you open your eyes, laugh out loud, and shout, "I can do that!" *Do Cool Sh*t* features a foreword by Tony Hsieh, the founder and CEO of Zappos.

Warning Miracle

Built on Values

How Visionaries Create Products, Innovate with New Ventures, and Disrupt Markets

The Formula to Achieve Bigger Goals Through Accelerating Teamwork

Small Business Kit For Dummies

A Practical Guide for Discovering Purpose for You and Your Team

How to Be a Great Boss

National Book Critics Circle Award Finalist From the acclaimed, award-winning author of Alexander Hamilton: here is the essential, endlessly engrossing biography of John D. Rockefeller, Sr.—the Jekyll-and-Hyde of American capitalism.

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In the course of his nearly 98 years, Rockefeller was known as both a rapacious robber baron, whose Standard Oil Company rode roughshod over an industry, and a philanthropist who donated money lavishly to universities and medical centers. He was the terror of his competitors, the bogeyman of reformers, the delight of caricaturists—and an utter enigma. Drawing on unprecedented access to Rockefeller's private papers, Chernow reconstructs his subjects' troubled origins (his father was a swindler and a bigamist) and his single-minded pursuit of wealth. But he also uncovers the profound religiosity that drove him "to give all I could"; his devotion to his father; and the wry sense of humor that made him the country's most colorful codger. Titan is a magnificent biography—balanced, revelatory, elegantly written.

In Roads to Health, G. Geltner demonstrates that urban dwellers in medieval Italy had a keen sense of the dangers to their health posed by conditions of overcrowding, shortages of food and clean water, air pollution, and the

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improper disposal of human and animal waste. He consults scientific, narrative, and normative sources that detailed and consistently denounced the physical and environmental hazards urban communities faced: latrines improperly installed and sewers blocked; animals left to roam free and carcasses left rotting on public byways; and thoroughfares congested by artisanal and commercial activities that impeded circulation, polluted waterways, and raised miasmas. However, as Geltner shows, numerous administrative records also offer ample evidence of the concrete measures cities took to ameliorate unhealthy conditions. Toiling on the frontlines were public functionaries generally known as viarii, or "road-masters," appointed to maintain their community's infrastructures and police pertinent human and animal behavior. Operating on a parallel track were the camparii, or "field-masters," charged with protecting the city's hinterlands and thereby the quality of what would reach urban markets, taverns, ovens, and mills. Roads to Health provides a critical overview of the mandates and

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activities of the viarii and camparii as enforcers of preventive health and safety policies between roughly 1250 and 1500, and offers three extended case studies, for Lucca, Bologna, and the smaller Piedmont town of Pinerolo. In telling their stories, Geltner contends that preventive health practices, while scientifically informed, emerged neither solely from a centralized regime nor as a reaction to the onset of the Black Death. Instead, they were typically negotiated by diverse stakeholders, including neighborhood residents, officials, artisans, and clergymen, and fostered throughout the centuries by a steady concern for people's greater health.

The world's foremost entrepreneurial coach shows you how to make a mindset shift that opens the door to explosive growth and limitless possibility--in your business and your life. Have you ever had a new idea or a goal that excites you... but not enough time to execute it? What about a goal you really want to accomplish...but can't because instead of taking action, you procrastinate? Do you feel like the only

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way things are going to get done is if you do them? But what if it wasn't that way? What if you had a team of people around you that helped you accomplish your goals (while you helped them accomplish theirs)? When we want something done, we've been trained to ask ourselves: "How can I do this?" Well, there is a better question to ask. One that unlocks a whole new world of ease and accomplishment. Expert coach Dan Sullivan knows the question we should ask instead: "Who can do this for me?" This may seem simple. And it is. But don't let the lack of complexity fool you. By mastering this question, you will quickly learn how billionaires and successful entrepreneurs like Dan build incredible businesses and personal freedom. This book will teach you how to make this essential paradigm-shift so you can:

- Build a successful business effectively while not killing yourself
- Immediately free-up 1,000+ hours of work that you shouldn't be doing anyway
- Bypass the typical scarcity and decline of aging and other societal norms
- Increase your vision in all areas of life and build teams of WHOs to

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support you in that vision • Never be limited in your goals and ambitions again • Expand your abundance of wealth, innovation, relationships, and joy • Build a life where everything you do is your choice--how you spend your time, how much money you make, the quality of your relationships, and the type of work you do Making this shift involves retraining your brain to stop limiting your potential based on what you solely can do and instead focus on the nearly infinite and endless connections between yourself and other people as well as the limitless transformation possible through those connections.

TractionGet a Grip on Your BusinessBenBella Books, Inc.

Design Your Business to Run Itself

How Builder Personality Shapes Your Business, Your Team, and Your Ability to Win

An Entrepreneurial Fable . . . Your Journey to Get Real, Get Simple, and Get Results

Clockwork

Quit Your Day Job, Start Your Own Business, and Live Happily

Ever After

Get A Grip

Creating an Enviably Culture that Outperforms the Competition

It's time to take your business to the next level. Eileen Sharp and Vic Hightower were frustrated. After years of profitable, predictable growth, Swan Services was in a rut. Meetings were called and discussions held, but few decisions were made and even less got done. People were pointing fingers and assigning blame, but nothing happened to solve Swan's mounting problems. It felt as though they were working harder than ever but with less impact. The company Eileen and Vic had founded and built for 10 years was a different place. It just wasn't fun anymore. Their story is not unusual. The challenges they were facing are common, predictable, and solvable. *Get A Grip* tells the story of how Swan Services resolves its issues by implementing the Entrepreneurial Operating System®. With the help of EOS, Eileen, Vic, and their leadership team master a set of managerial tools that allow them to get traction on their business, grow the business, and deliver better results for clients. The story of Swan Services is a fable, but the Entrepreneurial Operating System® is very real and has helped thousands of businesses worldwide. A complete entrepreneurial toolkit, EOS has helped thousands of businesses get to

where they want to be. In *Get A Grip*, learn how Swan Services leaders learned to develop and commit to a clear vision, establish focus, build discipline, and create a healthier and more cohesive team. With characters and situations created from collective business experiences and stories, *Get A Grip* is a fable that will ring true for entrepreneurial leaders the world over and guide them to get their companies on track.

In this stunning follow-up to his best-selling book, *The Five Temptations of a CEO*, Patrick Lencioni offers up another leadership fable that's every bit as compelling and illuminating as its predecessor. This time, Lencioni's focus is on a leader's crucial role in building a healthy organization--an often overlooked but essential element of business life that is the linchpin of sustained success. Readers are treated to a story of corporate intrigue as the frustrated head of one consulting firm faces a leadership challenge so great that it threatens to topple his company, his career, and everything he holds true about leadership itself. In the story's telling, Lencioni helps his readers understand the disarming simplicity and power of creating organizational health, and reveals four key disciplines that they can follow to achieve it.

The chilling *Saga of Darren Shan*, the ordinary schoolboy plunged into the vampire world.

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The bestselling business book from award-winning restaurateur Danny Meyer, of Union Square Cafe, Gramercy Tavern, and Shake Shack Seventy-five percent of all new restaurant ventures fail, and of those that do stick around, only a few become icons. Danny Meyer started Union Square Cafe when he was 27, with a good idea and hopeful investors. He is now the co-owner of a restaurant empire. How did he do it? How did he beat the odds in one of the toughest trades around? In this landmark book, Danny shares the lessons he learned developing the dynamic philosophy he calls Enlightened Hospitality. The tenets of that philosophy, which emphasize strong in-house relationships as well as customer satisfaction, are applicable to anyone who works in any business. Whether you are a manager, an executive, or a waiter, Danny's story and philosophy will help you become more effective and productive, while deepening your understanding and appreciation of a job well done. *Setting the Table* is landmark a motivational work from one of our era's most gifted and insightful business leaders.

How to Master the Art of Selling

A Resource for Writers, Rappers, Poets, and Lyricists

Chillpreneur

What We Can Learn from the History of Outstanding Corporations

The Word Rhythm Dictionary

The Lean Entrepreneur

Enduring Success addresses a key question in business today: How can companies succeed over time? To learn the source of enduring greatness, author Christian Stadler directed a team of eight researchers in a six-year study of some of Europe's oldest and most stellar companies, targeting nine that have survived for more than 100 years and have significantly outperformed the market over the past fifty years. Readers may wonder, "Why European companies?" Yet, Europe is the ideal place to seek the key to long-term success; half of the Fortune Global 500 companies that are 100 years old or older can be found in Europe, as can 72 of the 100 oldest family businesses in the world. Fifteen years after Collins and Porras' Built to Last, this new book incorporates fresh insights from management science and provides the first non-US perspective on long-range success. Through Stadler's study, a counterintuitive story emerges: the greatest companies

adapt to a constantly changing environment by being intelligently conservative. Enduring Success provides a coherent framework, grounded in five principles and practical concepts, for business leaders who are prepared to learn from the history of some of the world's greatest institutions. View the author's YouTube channel for more discussion of the book.

Balm for the soul—Alessandra Olanow offers advice, inspiration, and encouragement for anyone who needs a shoulder to lean on during a difficult time. “I Know This Too Shall Pass. (But It Would Be Helpful to Know When).” After a series of events left her a divorced single mother questioning herself, her relationships, and basically, everything she thought was true about her “picture-perfect” life, Alessandra Olanow began drawing and posting illustrations on Instagram that reflected her feelings and struggles to right her life. She chronicled her journey of healing, expressing the shock, delusion, denial, self-pity, and self-doubt she experienced and the self-empathy and

forgiveness that ultimately helped her regain a sense of self—but stronger, more fearless, and more hopeful than before. Her charming illustrations and keen, memorable observations—struck a chord. Within a year, her audience grew dramatically, from 9,500 to 157,000 followers, including celebrities Katie Couric, Jennifer Garner, Elise Loehnen (chief content officer at Goop), the poet Joao Doederlein, and Joanna Goddard (founder of A Cup of Jo). *I Used to Have a Plan* brings Olanow's soothing sensibility to a wider audience, featuring new drawings and ideas that touch upon the universal experiences of unexpected change and loss. Divided into five parts—"I Didn't See That Coming," "It's OK That You're Not OK," "Where'd I Go," "The Only Way Out Is Through," and "I Like It Here, Can I Stay a While?"—the book beautifully encapsulates the experience of encountering difficulty, processing it and healing from it, and becoming stronger and with a better sense of self. Full of advice, commiseration, empathy, and wit that is comforting, helpful, direct, and remarkable in its truth, I

Used to Have a Plan helps everyone through the painful yet ultimately uplifting process of healing. I Used to Have a Plan includes 75-100 illustrations.

"Having been born a freeman, and for more than thirty years enjoyed the blessings of liberty in a free State—and having at the end of that time been kidnapped and sold into Slavery, where I remained, until happily rescued in the month of January, 1853, after a bondage of twelve years—it has been suggested that an account of my life and fortunes would not be uninteresting to the public." -an excerpt

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