

Read Book **Vivid Vision A Remarkable Tool For Aligning Your Business Around A Shared Vision Of The Future**

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In this completely revised and updated edition of the customer service classic, Carl Sewell enhances his time-tested advice with fresh ideas and new examples and explains how the groundbreaking “Ten Commandments of Customer Service” apply to today’s world. Drawing on his incredible success in transforming his Dallas Cadillac dealership into the second largest in America, Carl Sewell revealed the secret of getting customers to return again and again in the original Customers for Life. A lively, down-to-earth narrative, it set the standard for customer service excellence and became a perennial bestseller. Building on that solid foundation, this expanded edition features five completely new chapters, as well as significant additions to the original material, based on the lessons Sewell has learned over the last ten years. Sewell focuses on the expectations and demands of contemporary consumers and employees, showing that businesses can remain committed to quality service in the fast-paced new millennium by sticking to his time-proven approach: Figure out what customers want and make sure they get it. His “Ten Commandants” provide the essential guidelines, including:

- Underpromise, overdeliver: Never disappoint your customers by charging them more than they planned. Always beat your estimate or throw in an extra service free of charge.
- No complaints? Something’s

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wrong: If you never ask your customers what else they want, how are you going to give it to them? • Measure everything: Telling your employees to do their best won't work if you don't know how they can improve.

In these increasingly divisive times, how does God intend for us to live well together in the common life? Drawing from scripture as well as writings from a variety of other faith traditions and contemporary theologians, *The World is About to Turn* offers a practical guide for dialogue and mutual understanding for leaders of faith organizations, schools, and member of faith communities; everyone who hopes to make a positive difference in our corporate life together. Chapters include: *The Failure of the American Religious Experiment*; *When Justice Rolls Down: Finding the Moral Courage to Do What is Right*; *Love One Another: Practicing Mercy and Compassion*; *Walking Humbly with God: Repentance and Reconciliation as a Path to a More Civil Society*; *Values Matter: Discovering Common Values in Many Faith Traditions*; *Embracing Differences: The Gift of Religious Pluralism*; and *Building Bridges of Hope: Ten Ways Forward with Multicultural and Inter Religious Dialogue*. Discussion questions at the end of each chapter, as well as an appendix with liturgical worship resources, make this hopeful book perfect for small group study, class usage, and congregational leadership.

'Simple can be harder than complex. You have to work hard to get your thinking clean to make it simple. But it's worth it in the end, because once you get there, you can move mountains' Steve Jobs, *BusinessWeek*, May 25,

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1998 To Steve Jobs, Simplicity wasn't just a design principle. It was a religion and a weapon. The obsession with Simplicity is what separates Apple from other technology companies. It's what helped Apple recover from near death in 1997 to become the most valuable company on Earth in 2011, and guides the way Apple is organized, how it designs products, and how it connects with customers. It's by crushing the forces of Complexity that the company remains on its stellar trajectory. As creative director, Ken Segall played a key role in Apple's resurrection, helping to create such critical campaigns as 'Think Different' and naming the iMac. *Insanely Simple* is his insider's view of Jobs' world. It reveals the ten elements of Simplicity that have driven Apple's success - which you can use to propel your own organisation. Reading *Insanely Simple*, you'll be a fly on the wall inside a conference room with Steve Jobs, and on the receiving end of his midnight phone calls. You'll understand how his obsession with Simplicity helped Apple perform better and faster.

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

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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.

Do you have a grip on your business, or does your business have a grip on you? All entrepreneurs and business leaders face similar frustrations—personnel conflict, profit woes, and inadequate growth. Decisions never seem to get made, or, once made, fail to be properly implemented. But there is a solution. It's not complicated or theoretical. The Entrepreneurial Operating System® is a practical method for achieving the business success you have always envisioned. More than 80,000 companies have discovered what EOS can do. In Traction, you'll learn the secrets of strengthening the six key components of your business. You'll discover simple yet powerful ways to run your company that will give you and your leadership team more focus, more growth, and more enjoyment. Successful companies are applying Traction every day to run profitable, frustration-free businesses—and you can too. For an illustrative, real-world lesson on how to apply Traction to your business, check out its companion book, *Get A Grip*.

Whether it's climbing Everest, launching a business, applying for a dream job, or just finding happiness in

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everyday life, Steve Sims, founder of the luxury concierge service, Bluefish, reveals simple and effective ways to sharpen your mind, gain a new perspective, and achieve your goals. From helping a client get married in the Vatican, to charming and connecting with business mogul Elon Musk, Bluefish founder Steve Sims is known to make the impossible possible. Now, in his first book, he shares tips, techniques, and principles to break down any door and step onto whatever glamorous stage awaits you. By following Steve's succinct yet insightful advice—as well as inspiration gleaned from the moving stories of others—you, too, can transform your life and achieve the impossible.

In this expanded 20th Anniversary Edition of the book that started a business revolution, a successful businessman shares his philosophy of management that puts the concerns of the employees first and creates a company that will provide people with lifelong livelihood. Original. 50,000 first printing.

The visionary author's masterpiece pulls us—along with her Black female hero—through time to face the horrors of slavery and explore the impacts of racism, sexism, and white supremacy then and now. Dana, a modern black woman, is celebrating her twenty-sixth birthday with her new husband when she is snatched abruptly from her home in California and transported to the antebellum South. Rufus, the white son of a plantation owner, is drowning, and Dana has been summoned to save him. Dana is drawn back repeatedly through time to the slave quarters, and each time the stay grows longer, more arduous, and more dangerous until it is uncertain

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whether or not Dana's life will end, long before it has a chance to begin.

You've thought about starting your own business . . . but how can you decide if you should really take the leap? There's a lot on the line, and you have to ask yourself difficult questions: Do I have what it takes? Is it worth it? And how the hell do I do it? You need answers, not bullshit. This book has them. *Entrepreneurial Leap: Do You Have What it Takes to Become an Entrepreneur?* is an easy-to-use guide that will help you decide, once and for all, if entrepreneurship is right for you—because success as an entrepreneur depends on far more than just a great idea and a generous helping of luck. In this three-part book, Gino Wickman, bestselling author of *Traction*, reveals the six essential traits that every entrepreneur needs in order to succeed, based on real-world startups that have reached incredible heights. If these traits ring true for you, you'll get a glimpse of what your life would look like as an entrepreneur. What's more, Wickman will help you determine what type of business best suits your unique skill set and provide a detailed roadmap, with tools, tips, and exercises, that will accelerate your path to startup success. Packed with real-life stories and practical advice, *Entrepreneurial Leap* is a simple how-to manual for BIG results. Should you take the leap toward entrepreneurship? Find out today and let tomorrow be the first step in your new journey, whatever shape it may take.

READY FOR EXPLOSIVE GROWTH AS AN ENTREPRENEUR AND ACCELERATED SUCCESS IN THE REST OF YOUR LIFE? Hal Elrod's *The Miracle Morning* has helped redefine the mornings and the lives of millions of readers since 2012. Since then, careers have been launched, goals have been met, and dreams have been realized, all through the power of the *Miracle Morning's* six Life

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S.A.V.E.R.S. THESE SIX DAILY PRACTICES WILL FUEL YOUR EFFORTS TO CREATE AND SUSTAIN POSITIVE CHANGE IN YOUR LIFE. Now The Miracle Morning for Entrepreneurs brings you these principles in a whole new light-alongside the Entrepreneurial Elevation Principles and the Entrepreneur's Elevation Skills. These are essential skills that you need to create a successful business and personal life. Cameron Herold- Bestselling Author and a widely-respected expert on entrepreneurial mindset-brings his wisdom and insight to you using Hal Elrod's powerful Miracle Morning framework. DEVELOP A VISION FOR YOUR BUSINESS, AND BECOME THE INFLUENTIAL AND INSPIRING LEADER YOU WERE ALWAYS MEANT TO BE. The principles and skills you'll find in this book will help you to channel your passion and achieve balance in a remarkable new way. Learn why mornings matter more than you think Learn how to master your own self-leadership and accelerate your personal development Learn how to manage your energy-physical, mental, and emotional Learn how to implement Hal Elrod's invaluable Life S.A.V.E.R.S. in your daily routine And much more... You're already an entrepreneur. Now discover how to take your success to the next level by first taking your self to the next level. The Miracle Morning for Entrepreneurs is your roadmap to masterfully building an empire with a powerful vision, utilizing your areas of personal genius, with the right team at your side. TAKE THE NEXT STEP: CLICK 'BUY NOW' AT THE TOP OF THIS PAGE! Start giving your business and your life the very best opportunities for success, right now. Selling can be uncomfortable, uneasy, and at times awkward. Traditional, always be closing, crushing quota methods only add to the pushy, icky discomfort of selling. But it doesn't have to be that way. Selling doesn't require pressure tactics, false urgency, shameless self-promotion, or mosquito-style

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persistence. This type of selling emerges from fear. It's self-centric, limiting, and transactional. Sell from Love is the other way. It's the better way. Sell from Love is a three-step framework that is inspired by authenticity, empathy, and purpose. When you sell from love, you will shift from transactional selling to transformational selling. Sell from Love will teach you how to: use your unique gifts, talents, and expertise to build a business you love. confidently navigate through selling fears, uncertainties, and doubt. magnetically attract clients, promote with integrity, and sell with ease. naturally close sales and find more purpose and meaning in your work. Sell from Love will help you get clients without compromising who you are, what you're selling or who you're selling to. You will learn how to love yourself, love your client, and love your offer so you can earn more money, expand your reach, and make a bigger impact with integrity, courage, and love.

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 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,

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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 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.

A guide to the Agile Results system, a systematic way to achieve both short- and long-term results that can be applied to all aspects of life.

This business classic features straight-talking advice you'll never hear in school. Featuring a new foreword by Ariel Emanuel and Patrick Whitesell Mark H. McCormack, one of the most successful entrepreneurs in American business, is widely credited as the founder of the modern-day sports marketing industry. On a handshake with Arnold Palmer and less than a thousand dollars, he started International Management Group and, over a four-decade period, built the company into a multimillion-dollar enterprise with offices in more than forty countries. To this day, McCormack's business classic remains a must-read for executives and managers at every level. Relating his proven method of

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“applied people sense” in key chapters on sales, negotiation, reading others and yourself, and executive time management, McCormack presents powerful real-world guidance on • the secret life of a deal • management philosophies that don’t work (and one that does) • the key to running a meeting—and how to attend one • the positive use of negative reinforcement • proven ways to observe aggressively and take the edge • and much more Praise for What They Don’t Teach You at Harvard Business School “Incisive, intelligent, and witty, What They Don’t Teach You at Harvard Business School is a sure winner—like the author himself. Reading it has taught me a lot.”—Rupert Murdoch, executive chairman, News Corp, chairman and CEO, 21st Century Fox “Clear, concise, and informative . . . Like a good mentor, this book will be a valuable aid throughout your business career.”—Herbert J. Siegel, chairman, Chris-Craft Industries, Inc. “Mark McCormack describes the approach I have personally seen him adopt, which has not only contributed to the growth of his business, but mine as well.”—Arnold Palmer “There have been what we love to call dynasties in every sport. IMG has been different. What this one brilliant man, Mark McCormack, created is the only dynasty ever over all sport.”—Frank Deford, senior contributing writer, Sports Illustrated

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 details the integral roles of the Visionary and Integrator and explains how an effective relationship between the two can help your business thrive. Offering advice to help Visionary-minded and

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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.

Does it feel like you work in a "red ocean filled with sharks?" Eat or be eaten. Fierce competition. Continual battling over scarce resources. What if there was another path? What if you could create your own blue oasis where profits are higher, marketing is as natural as breathing, and competition is nearly nonexistent? This nirvana can be a reality when you practice the principles of Giftology. In this unusual un-marketing resource you'll discover... \*Why Giftology isn't an expense...it's an investment that can pay off with huge dividends. \*How to practice Giftology on a tight budget... it's easy and very effective. \*How Giftology turns existing clients into your best salespeople. \*Why (and how) gifts with a relatively low value can trump something expensive. \*When is the best time to send gifts? (The answer may surprise you.) \*How to unleash a "Referral Factory," a small army of influencers vouching for you--no gimmicks, no catches. \*Find out how Giftology can transform your supply chain. \*The ten worst gifts... definitely avoid these. (This info's available in the expanded bonus resource. Just click the link inside! It's my gift to you.) The average person is hit with at least thirty thousand messages a day, courtesy of that "red ocean filled with sharks." Giftology neutralizes that deadly philosophy and equips you with every tool you need to make your message a priority. Every time. Get your copy today!

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How many self-help books are written by authors whose biggest success is selling self-help books? Three Simple Steps is different. Despite stock market crashes, dot-com busts, and the specter of recession, the author started a virtual company from home, using a few thousand dollars of his savings. A few years later, without ever hiring an employee or leaving his home office, he sold it for more than \$100 million. As the economy slipped into another free fall, he did this again with a company in a different field. He accomplished this through no particular genius. Rather, he studied the habits of the many successful men and women who preceded him, and developed three simple rules that, if followed diligently, virtually ensure success. Using them first to escape poverty, then to achieve a life of adventures, he finally turned them toward financial independence. Written in a straightforward and no-nonsense style, Three Simple Steps shows you how to take back control of your destiny and reshape your mind for increased creativity, serenity and achievement. While building on the wisdom of great thinkers and accomplished individuals from East and West, Three Simple Steps isn't a new age text or guide to esoteric fulfillment. Rather, it's a practical guide to real-life achievement by a pragmatic businessman who attributes his incredible successes to these very simple ideas. Three Simple Steps is a must-read guide for everyone who wants to achieve more, live better and be happier.

The classic work on the evaluation of city form. What does the city's form actually mean to the people who live there? What can the city planner do to make the city's image more vivid and memorable to the city dweller? To answer these questions, Mr. Lynch, supported by studies of Los Angeles, Boston, and Jersey City, formulates a new criterion—imageability—and shows its potential value as a guide for the building and rebuilding of cities. The wide scope

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of this study leads to an original and vital method for the evaluation of city form. The architect, the planner, and certainly the city dweller will all want to read this book. "The Wealthy Gardener is a hybrid. It is half fiction, half nonfiction. Chapters are divided into life lessons, each opening with a fictional story followed by real-life anecdotes. Why this format? As a father I wanted to engage my son in many lessons on wealth, but I didn't want to preach at him. A better way to do it then was by creating a parable. Like reading a biography for pleasure and insight, learning through stories can be more enjoyable and profound. While this approach comes at the risk of oversimplifying principles, it is a risk chosen for the greater good of clarity. The hybrid format remains the best way to entertain, engage, and explain the lessons of prosperity"--

Having a clear, compelling vision--and getting buy-in from your team--is essential to effective leadership. If you don't know where you're going, how on earth will you get there? But how do you craft that vision? How do you get others on board? And how do you put that vision into practice at every level of your organization? In *The Vision Driven Leader*, New York Times bestselling author Michael Hyatt offers six tools for crafting an irresistible vision for your business, rallying your team around the vision, and distilling it into actionable plans that drive results. Based on Michael's 40 years of experience as an entrepreneur and executive, backed by insights from organizational science and psychology, and illustrated by case studies and stories from multiple industries, *The Vision Driven Leader* takes you step-by-step from why to what and then how. Your business will never be the same.

**WORKING HARDER IS FAILING YOU** Entrepreneurs are working harder than ever, with almost half working 50 hours a week or more, swapping quality time with our families for long

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hours in our offices. The problem is, it isn't working. Despite the sacrifices, less than a third of businesses started today will survive long enough to see their 10th birthday. In *The Hard Work Myth*, you'll discover why working harder is a waste of time and learn the simple but high impact techniques used by some of the world's most successful entrepreneurs to achieve more, without working harder About the author: Barnaby Lashbrooke is on a mission to destroy the myth that working hard is the key to success. Why? Barnaby has built two multi-million dollar businesses, with more than \$32 million in total sales, all whilst working less than 35 hours per week and he believes if he can to it, you can too.

Part personal development guide, part adventure tale, *Tribe of Millionaires* teaches readers six timeless lessons about the power of those around us to transform our lives. When Ethan Martinez receives a mysterious invitation after the death of his father, he embarks on an adventure not only to save his struggling business, but to discover his past. Traveling to a tropical island with the mysterious "Tribe of Millionaires," Ethan finds his whole approach to business and life shifting with each lesson. The more time Ethan spends with the enigmatic members of the tribe, the more he comes to realize that the answers he seeks are, as they are for all of us, hidden in plain sight.

A visionary developer and master planner, James Rouse was a key figure in the story of how and why the United States was built the way it was during the last half century. This engaging biography touches upon all aspects of Rouse's life. Bring focus and direction to your work: Too often, if you ask four people in a nonprofit what their organization's mission is, you'll get four different answers. Organizations without clearly defined and agreed-to mission and vision statements frequently find themselves adrift at sea, in real financial trouble, and unable to make an ongoing, positive impact on

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the community. But an effective mission and vision statement can help an organization unify services and create a consistent approach to new program development. Crafting Effective Mission and Vision Statements will help your organization develop (or revise) mission and vision statements that bring focus and direction to your work. With orderly, easy-to-follow steps, this engaging guide shows you how to build ownership for the mission and vision statements among board and staff, and create a common understanding of your organization's goals. This useful guide also includes definitions of mission and vision statements, how they're different, and how to use both for greatest benefit; a seven-step process to develop a mission statement that captures exactly what your organization does; a six-step process to create a vision statement based on stakeholders' ideas and the organization's history, capacity for growth, and fundraising potential; four options to develop a vision for the short-term future; and worksheets to guide you through the entire process. Use this guide to create mission and vision statements that help your organization stay focused and keep it moving toward a positive future.

Say hello to YOUR version of uncommon success with a revolutionary 17-step roadmap to guide your journey to financial, location, and lifestyle freedom! Based on thousands of interviews from John Lee Dumas' highly acclaimed podcast, Entrepreneurs on Fire, this revolutionary 17-step roadmap provides a proven path for entrepreneurs like you to achieve the financial, location, and lifestyle freedom you are capable of. Let The Common Path to Uncommon Success show you how. The Common Path to Uncommon Success will: Reveal the critical steps successful entrepreneurs take to achieve uncommon success. Dispel the doubts and fear you're currently facing while providing a clear path to financial freedom and fulfillment. Ensure you avoid the pitfalls

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that have tripped up countless entrepreneurs. Provide a “Well of Knowledge” section for you to tap into anytime you're in need of inspiration or motivation! JLD's 17-step roadmap will help you accomplish your #1 goal in life, as it has for so many others, by showing you how to properly focus on your vision of success until it becomes your reality.

Remarkable real estate deals are happening all around us. Take a look behind the curtain to see exactly how investors have profited from their best deals ever! With 25 real-world stories from a group of investors across the country, this book uncovers the secrets behind unbelievable real estate deals, from sourcing and funding to profiting. Author Ken Corsini--star of HGTV's Flip or Flop Atlanta--has distilled the best investor interviews into this highly entertaining and educational book that will get your wheels spinning. Whether you're new to real estate or a seasoned veteran, you'll walk away from this book with a new appreciation for the endless possibilities that can generate real estate profits. You'll find new inspiration and insider information--and you just might pave the way to your best deal ever! Inside, you'll discover: 25 different techniques that made surprising profits in real estate Acquisition strategies used by the pros The best deal-finding and funding methods for phenomenal results New techniques that will take your investing to the next level A diversity of investments niches and strategies--single-family, multi-family, house hacking, Airbnb, owner financing, and more!

An internationally renowned self-help speaker draws on his research and teachings to outline an inspiring plan for fulfilling goals and dreams, explaining how to identify one's most meaningful values while aligning priorities to promote loving relationships, a fulfilling career, financial autonomy and a rich spiritual life. Original. 75,000 first printing.

In 1904, a relatively unknown Englishman named James

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Allen wrote a little book called *As a Man Thinketh*. The book has become one of the world's greatest self-help books — “self-empowerment” is a better term — for it not only reveals to us that the keys to success are within our own minds, it shows us how to use these keys to unlock the greatest fulfillment we can imagine. In this revised edition, author and publisher Marc Allen updates this classic, changing language that has become dated or obsolete, and honing the clarity of the message. He makes *As You Think* gender inclusive, showing how these principles are truly universal and apply to everyone, regardless of sex, age, race, beliefs, social class, or education. *As You Think* is a simple yet powerful reminder that “all we achieve and all that we fail to achieve is the direct result of our own thoughts.” We are the masters of our destinies.

Too many entrepreneurs push off planning for the sale of their business until the last moment. But for a business to sell for what it's really worth—or even more—owners need to prepare for the sale from the very start. In *Exit Rich*, author and mergers and acquisitions authority Michelle Seiler Tucker joins forces with Sharon Lechter, finance expert and author of *Rich Dad Poor Dad*, to create a must-have guide for all business owners—whether they're gearing up to sell a business now or just getting started building out their company into something to sell for a profit in the future. Seiler Tucker's twofold approach to selling your business for maximum profit combines two of the most powerful elements of her mergers and acquisitions toolkit: the “ST GPS Exit Model” to help business owners set goals for the sale before their business hit the market, and the “6 P Method” to help them objectively evaluate their business's worth, before their potential buyers do. Combined, these tools provide invaluable insight into the process of preparing a business for sale, finding the right buyers, and staging the sale itself.

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Throughout the book, Sharon Lechter's wisdom peppers each chapter in the "Mentoring Corner" section, providing forward-thinking entrepreneurs with the perspective that they need to take control of their business's future and exit rich. This book is a rich resource for any business owner looking to:

- Objectively evaluate their business before a sale
- Improve their chances of finding the right buyer
- Sell their business for maximum profit

Not all salespeople plan on a career in sales. Often, sales chooses them and suddenly they find themselves in a profession they aren't fully prepared for. *The Accidental Salesperson* is the answer, providing the advice and inspiration they need to master the essentials and hit the ground running. Fully updated to reflect the changes in the marketplace, the second edition provides a much-needed roadmap anyone can use to excel in sales. Filled with money-generating strategies, humorous yet instructive anecdotes, thought-provoking axioms, and powerful tools, the book includes brand new guidance on:

- Selling to people who don't have time to meet
- Differentiating between information seekers and genuine prospects
- Using social media, Skype, GoToMeeting, WebEx, and other online tools
- Building relationships competitors can't steal

Lively, entertaining, and mercifully free of the dull theories, manipulative methods, and high-pressure tactics of most sales books, the second edition of *The Accidental Salesperson* guides readers through every aspect of selling to today's customers.

What does it mean to lead with vision? From LinkedIn Learning Expert, Bonnie Hagemann comes the first book devoted entirely to vision as a key leadership principle. Hagemann and her co-authors delve deeply into the notion that a compelling vision that motivates and inspires is a differentiator for organizations that want to hire and retain

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talent, be more competitive, and thrive in uncertain times. But a compelling vision on its own is not enough, which is why the authors, sought-after leadership development experts globally, provide readers with detailed analysis of the essential things leaders must do to effectively engage the workforce around that vision: embody courage, forge clarity, build connectedness, and shape culture. *Leading with Vision* draws on quantitative data from the authors' research of over 400 companies supplemented with real-world examples from thoughtful leaders who exemplify the core principles of leading with vision in established companies, including: Olukai, Bumble Bee, Coresystems, Jimbo's, Bunge, and more. The book also includes an actionable blueprint developed by the authors that leaders and their organizations can implement on day one of their journey.

"You hear it all the time. It's the one thing that almost everyone in business can agree on. Except it's not actually true. Meetings don't suck--we suck at running meetings. When done right, meetings not only work, they make people and companies better. In *Meetings Suck*, world renowned business expert and growth guru Cameron Herold teaches you how to use focused, time effective meetings to help you and your company soar. This book shows you immediately actionable, step-by-step systems that ensures that you and everyone in your organization improves your meetings, right away. In the process, you'll turn meetings that suck into meetings that work."--Page [4] of cover.

The guide to shortening your execution cycle down from one year to twelve weeks Most organizations and individuals work in the context of annual goals and plans; a twelve-month execution cycle. Instead, *The 12 Week Year* avoids the pitfalls and low productivity of annualized thinking. This book

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redefines your "year" to be 12 weeks long. In 12 weeks, there just isn't enough time to get complacent, and urgency increases and intensifies. The 12 Week Year creates focus and clarity on what matters most and a sense of urgency to do it now. In the end more of the important stuff gets done and the impact on results is profound. Explains how to leverage the power of a 12 week year to drive improved results in any area of your life Offers a how-to book for both individuals and organizations seeking to improve their execution effectiveness Authors are leading experts on execution and implementation Turn your organization's idea of a year on its head, and speed your journey to success. 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

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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.

By focusing on mapping out how you see your company looking and feeling in every category of business, without getting bogged down by data and numbers, Vivid Vision creates a holistic road map to success that will get all of your teammates passionate about the big picture.

A powerful book presenting the 12 keys of business success and the 25 principles and practices of visionary business This transformative book has helped people all over the world to not only envision and create success but also build a truly visionary business: one that supports its employees, the community, and the environment. We meet Marc Allen's mentor Bernie, an unforgettable character who teaches Marc the ways of ethical and socially responsible business. Together they turn Marc's fledgling attempts at business into a thriving corporate success, founded on diverse principles of positive psychology, Eastern and Western spirituality, market savvy, and simple kindness. Marc finds that it's all too easy to fall prey to anxieties and negative beliefs when you set out to create your own business, especially if you are learning the details as

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you go. Fortunately, Bernie shows Marc the most important thing of all: how to transform his thinking and change his old beliefs. This essential inner work is one of the great keys Bernie gives Marc. Step by step, Marc learns everything necessary to create the business of his dreams.

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A one hundred percent proven plan for one hundred percent growth.

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