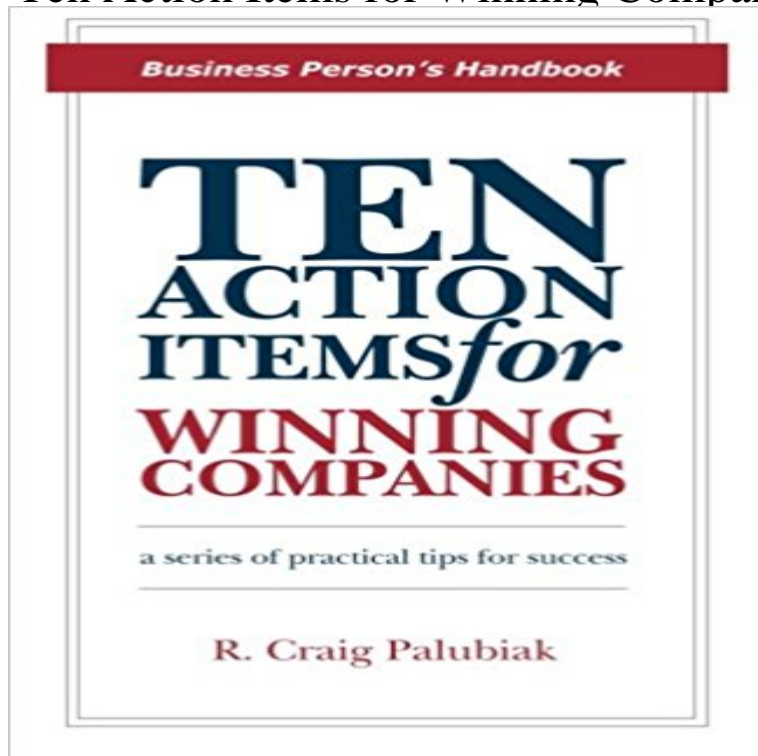


Ten Action Items for Winning Companies: Business Persons Handbook



The Business Persons Handbook consists of a series of practical tips which address real world issues facing today's business person. The purpose is to provide concise, yet thought-provoking perspectives that will lead to timely, positive solutions for you and your team. TIPS Goal Setting Company versus Personal! Corporate Mission Why Have One? Employee Partnership What is the Benefit? Employee Feedback A Direct Link! The Height of Ingratitude The Customer! Learn to Read the Need Equals Dollars! Competitive Intelligence Your Enemies! Business Growth Strategies The Approach! Product Offering Where to Start? CUSTOMERization Customer Selection! Business Leaders Praise - Ten Action Items for Winning Companies Palubiak touches on all the necessary ingredients for long-term corporate success. He cuts through the clutter and focuses on the essentials that really matter. Jim Weddle Managing Partner of Edward Jones Investment Firm - edwardjones.com I've read dozens of business books from some of the most revered business leaders and 10 Actions for Winning Firms provides very clear, simple and actionable principles for successful management. This book can serve as an instruction manual for leaders no matter how large or small the company. Dave Peacock - President, Anheuser-Busch Worldwide Beverage - anheuser-busch.com The handbook is a very concise source of common sense tips that will keep a manager or entrepreneur focused on the key issues that drive a successful business. Great job! Mike Mooney - Chairman, Footwear Unlimited International Importer - footwearunlimited.com What a great read! So often, companies lose sight of the important, common sense approach on running a business. They are the ones that often have short life cycles and allow the competition to overcome them due to their

lack of core values. Great job on the book and a great resource for all companies to practice! Steve Schulte - CEO, Porta-King Building Systems Global Leader - portaking.com This book is a fast-paced, pragmatic and concise overview of the core operating principals for growing and managing a successful business. Easy and fun to read! Dennis Haar - CEO, SS8 Networks Silicon Valley Technology - SS8.com What starts out as a book that covers the basics, this quick read reminds even the most successful entrepreneur what it takes to continue to build a fundamentally strong company. Ray Gadd CMO, Treasure Valley Foods Venture Capitalist - treasurevalley.com This is an excellent collection of common sense strategies that can move any company ahead. It covers a lot of ground in a short time in a fashion that is clear to all levels of management, from the board room to the shop floor. Gregory Sahrman COO, Payment Alliance International ATM Processor - paymentallianceintl.com Great work! Its a quick read full of management insight. Every leader should constantly review these easy to use tips. Denny Reed COO, Momentum Worldwide Global Marketing - momentumww.com Enjoyed it! Quick read. Reads like a Power Point presentation. Reminds me of those Five Minute Manager books. Lots of good, common sense ideas. Bill Bay CEO, Mel Bay Publications International Music Publishing - melbay.com This is a welcome antidote to some very complex, very expensive panaceas like ISO, Six Sigma, and the like. Its nice to see a quick, concise tome that brings true high value and common sense into the business vernacular. Mike Kane President, VRCG Automotive Consulting - vrcg.com This is a quick and practical read, and reminds me of the old axiom that Common Sense is so Uncommon. As the world moves increasingly faster, your book crystallizes whats most important to gaining and keeping loyal internal and external customers. Mark Grieman Executive VP, Adams Gabbert Technology Consulting -

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