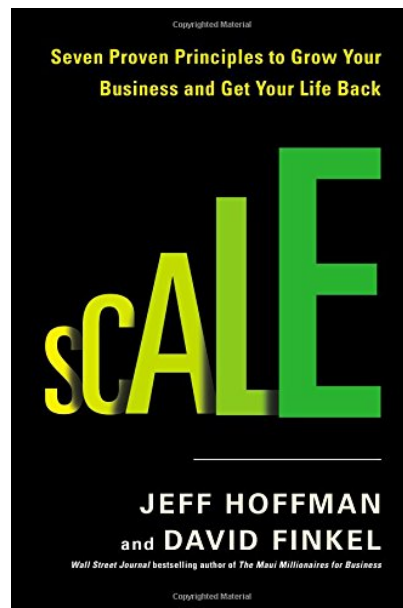


B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back PDF



B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back by *By Jeff Hoffman, David Finkel*

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By Jeff Hoffman, David Finkel**

Your concrete road map to rapidly grow your business and get your life back! Have you ever wanted to grow your business but held back because of fear that it would take over your life? As an owner, it's all too common to feel you have to choose between your personal life and the success of your business. But the surprising truth is that the only way to truly scale and grow your company is to reduce its reliance on you. This means that, done right, scaling ensures that you can grow your business without sacrificing your life. Jeff Hoffman, a serial entrepreneur and former CEO in the Priceline.com (Priceline Yardsale) family of companies, and David Finkel, CEO of Maui Mastermind, a business coaching company with thousands of clients worldwide, offer a concrete road map for rapidly growing your business while also gaining more personal freedom. You'll not only learn the best strategies to generate growth, but you'll also get proven insider tips to sustain that growth through sound systems, empowered teams, and intelligent internal controls. Hoffman and Finkel will also show you how to overcome predictable obstacles in any pillar of your business—including sales, operations, and finance—with insight for building better lead-generation systems, managing cash flow, and retaining talent. You'll learn how to:

- Escape the Self-Employment Trap and build a business, not a job.
- Systematize your business to reduce costs and increase capacity.
- Ensure your company survives the "Hit by a Bus" test.
- Uncover your company's top leverage points (and execution strategies to implement what you discover).
- Fund your growth with the seven cash flow commandments.
- And much more.

Scale offers a game plan to work less and get your business to produce more. Written by two worldclass entrepreneurs who have started, scaled, and successfully exited from multiple businesses, which collectively have generated tens of billions of dollars in sales, it gives you their bottom-line best ideas to effectively grow your company. If you have ever felt stuck in your business, not knowing the best way forward, this book is your must-read guide.

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B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back Review

This B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back book is not really ordinary book, you have it then the world is in your hands. The benefit you get by reading this book is actually information inside this reserve incredible fresh, you will get information which is getting deeper an individual read a lot of information you will get. This kind of B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back without we recognize teach the one who looking at it become critical in imagining and analyzing. Don't be worry B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back can bring any time you are and not make your tote space or bookshelves' grow to be full because you can have it inside your lovely laptop even cell phone. This B.e.s.t Scale: Seven Proven Principles to Grow Your Business and Get Your Life Back having great arrangement in word and layout, so you will not really feel uninterested in reading.