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TRACTION

GET A GRIP ON YOUR BUSINESS

GINO WICKMAN

Traction Get A Grip On Your Business

Gino Wickman, Mike Paton



Traction Get A Grip On Your Business

Traction Gino Wickman, 2012-04-03 OVER 1 MILLION COPIES SOLD 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* *Get A Grip* Gino Wickman, Mike Paton, 2014-04-08 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 **Entrepreneurial Leap** Gino Wickman, 2019-10-15 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

What the Heck Is EOS? Gino Wickman,2017-09-05 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

Traction Gabriel Weinberg,Justin Mares,2015-10-06 Most startups don t fail because they can t build a product Most startups fail because they can t get traction Startup advice tends to be a lot of platitudes repackaged with new buzzwords but Traction is something else entirely As Gabriel Weinberg and Justin Mares learned from their own experiences building a successful company is hard For every startup that grows to the point where it can go public or be profitably acquired hundreds of others sputter and die Smart entrepreneurs know that the key to success isn t the originality of your offering the brilliance of your team or how much money you raise It s how consistently you can grow and acquire new customers or for a free service users That s called traction and it makes everything else easier fund raising hiring press partnerships acquisitions Talk is cheap but traction is hard evidence that you re on the right path Traction will teach you the nineteen channels you can use to build a customer base and how to pick the right ones for your business It draws on inter views with more than forty successful founders including Jimmy Wales Wikipedia Alexis Ohanian reddit Paul English Kayak and Dharmesh Shah HubSpot You ll learn for example how to Find and use offline ads and other channels your competitors probably aren t using Get targeted media coverage that will help you reach more customers Boost the effectiveness of your email marketing campaigns by automating staggered sets of prompts and updates Improve your search engine rankings and advertising through online tools and research Weinberg and Mares know that there s no one size fits all solution every startup faces unique challenges and will benefit from a blend of these nineteen traction channels They offer a three step framework called Bullseye to figure out

which ones will work best for your business But no matter how you apply them the lessons and examples in Traction will help you create and sustain the growth your business desperately needs **Rocket Fuel** Gino Wickman, Mark C.

Winters, 2015-04-28 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 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 **Traction** Justin Mares, Gabriel

Weinberg, 2014-08-26 Most startups end in failure Almost every failed startup has a product What failed startups don't have are enough customers Traction Book changes that We provide startup founders and employees with the framework successful companies use to get traction It helps you determine which marketing channel will be your key to growth If you can get even a single distribution channel to work you have a great business Peter Thiel billionaire PayPal founder The number one traction mistake founders and employees make is not dedicating as much time to traction as they do to developing a product This shortsighted approach has startups trying random tactics some ads a blog post or two in an unstructured way that will likely fail We developed our traction framework called Bullseye with the help of the founders behind several of the biggest companies and organizations in the world like Jimmy Wales Wikipedia Alexis Ohanian Reddit Paul English Kayak.com Alex Pachikov Evernote and more We interviewed over forty successful founders and researched countless more traction stories pulling out the repeatable tactics and strategies they used to get traction Many entrepreneurs who build great products simply don't have a good distribution strategy Mark Andreessen venture capitalist Traction will show you how some of the biggest internet companies have grown and give you the same tools and framework to get traction

The EOS Life Gino Wickman, 2021-09-21 Do what you love with people you love Make a huge difference Get compensated accordingly And still have time for other passions The EOS Life will help you to discover clarify and customize the life you want to live one where you do what you love every day with the people you love doing it with while at the same time making a huge difference and impact getting compensated very well for doing it and still having plenty of time to pursue other passions hobbies and interests that energize you From Gino Wickman creator of the Traction Library The EOS Life will give you practical real world time tested tools and insights to maximize your productivity vitality happiness and work life

balance This book is a must read for all entrepreneurs and their leadership team members interested in living their ideal life

How to Be a Great Boss Gino Wickman, René Boer, 2016-09-13 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 tools that have worked for more than 30 000 bosses in every industry You can learn to be a great boss and dramatically improve both your organization's performance and 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

The Martha Rules Martha Stewart, 2006-10-03 Martha Stewart is an undeniable force in the business world One of the world's greatest entrepreneurs she turned her personal passion into Martha Stewart Living Omnimedia a billion dollar business Now for the first time Martha Stewart shares her business knowledge and advice in this handbook for success Tapping into her years of experience in building a thriving business Martha will help readers identify their own entrepreneurial voice and channel their skills and passions into a successful business venture Her advice and insight is applicable to anyone who is about to start or expand a venture of any size whether it is a business or philanthropic endeavor but also to individuals who want to apply the entrepreneurial spirit to a job or corporation to increase innovation and maintain a competitive edge Featuring Martha's top principles for success as well as stories and anecdotes from her own experiences *The Martha Rules* is sure to appeal to business readers fans and anyone who admires her for her style taste and great advice and who have great business ideas of their own

The Age of Speed Vince Poscente, 2008-08-26 To succeed in today's ever accelerating world speed is the name of the game Forget slow and steady wins the race The key to getting ahead is not fighting or hiding from speed but embracing speed and using its power to your advantage As Vince Poscente demonstrates in this rewarding and yes fast paced book speed has a unique ability to enrich your life He empowers you to take control of your time your tasks your priorities and your talents and start making life everything you want it to be Twenty new tips exclusive to this paperback edition show you how to recognize the difference between repetitive chores and passionate pursuits and assign the appropriate amount of time and energy to each mentally shatter the outdated idea that work home and leisure should be completely separate and create a new purpose driven model of organizing your time

discover how to control interruptions including how and when to accept them by learning when to multitask and when to focus Speed provides amazing benefits you become more conscious of how you spend your time understand your authentic purpose and find yourself more flexible and open to new opportunities When you harness the power of speed your life and work become less stressful less busy and more balanced What are you waiting for Praise for The Age of Speed The Age of Speed is your bible to surf the speed tsunami that's overtaking business and life Scott Cook chairman and co founder Intuit Thought provoking It's time to make peace with the whoosh of your 24/7 lifestyle Time Vince Poscente's counterintuitive notion of embracing speed rather than coping with it will change the way people live and work Stephen M R Covey author of The Speed of Trust Mastering the Rockefeller Habits Verne Harnish,2023-09-20 A Detailed Roadmap for Companies at Various Stages of Development on How to Get to the Next Level Leaders and employees of growing firms want ideas and tools they can implement immediately to improve some aspect of their business Verne Harnish serial entrepreneur advisor and venture investor brings to business leaders the fundamentals that produce real wealth the same habits that typified American business magnate John D Rockefeller's disciplined approach to business Harnish masterfully intertwines the legendary business philosophy of Rockefeller with lessons to be learned from ten extraordinary organizations Aiming to empower present day business leaders this remarkably successful book includes invaluable lessons from real world case studies A treasure trove of practical situations teeming with insights and actionable recommendations Mastering the Rockefeller Habits will help you unlock the secrets to scaling up your enterprise while simultaneously sidestepping the pitfalls that plague new ventures From seasoned industry titans to ambitious start up founders anyone can swiftly implement these teachings for immediate impact **Scaling Up** Verne Harnish,2014 In this guide Harnish and his co authors share practical tools and techniques to help entrepreneurs grow an industry dominating business without it killing them and actually have fun Many growth company leaders reach a point where they actually dread adding another customer employee or location It feels like they are just adding more weight to an ever heavier anchor they are dragging through the sand To make matters worse the increased revenues have not turned into more profitability so at some point they wonder if the journey is worth the effort This book focuses on the four major decisions every company must get right People Strategy Execution and Cash The book includes a series of One Page tools including the One Page Strategic Plan and the Rockefeller Habits Execution Checklist which more than 40 000 firms around the globe have used to scale their companies successfully

A Stake in the Outcome Jack Stack,Bo Burlingham,2003-09-16 The First Management Classic of the New Millennium A bold experiment is taking place these days as leading edge companies turn upside down the management paradigm that has dominated corporate thinking for more than one hundred years Southwest Airlines is perhaps the most visible practitioner soaring through economic downturns while its competitors slash their budgets and order massive layoffs but you can find other pioneers of the new approach in almost every industry and market niche Their secret a culture of ownership that allows

them to tap into the most underutilized resource in business today namely the enthusiasm intelligence and creativity of working people everywhere No one knows more about building a culture of ownership than CEO Jack Stack who s been working on one for the past twenty years with his colleagues at SRC Holdings Corporation formerly Springfield ReManufacturing Corporation Along the way they ve turned their company into what Business Week has called a management Mecca attracting thousands of people representing hundreds of businesses to SRC s home in Springfield Missouri There the visitors learn how to incorporate the ideals and values of SRC s remarkable corporate culture into their own organizations and then they go back and do it Now in A Stake in the Outcome Stack offers a master class on creating a culture of ownership presenting the hard won lessons of his own twenty year journey and explaining what it really takes to build for long term success The pioneer of open book management described in the best selling classic The Great Game of Business Stack and twelve other managers began their journey in 1982 when they purchased their factory from its struggling parent company SRC grew 15 percent a year while adding almost a thousand new jobs and the company s stock price rocketed from 10 cents to 81 60 per share In the process Stack discovered that long term success required constant innovation and that building a culture of ownership involved much more than paying bonuses handing out stock options or setting up an employee stock ownership plan In a successful ownership culture every employee had to take the fate of the company as personally as an individual owner would Achieving that level of commitment was extraordinarily difficult but Stack realized that the payoff would be enormous a company that was consistently able to outperform the market A Stake in the Outcome isn t about theory it s about practice Stack draws from his own successes and failures at SRC to show how any company can teach its employees to think and act like owners including how to implement an effective equity sharing program how to promote continuous learning at every level of the organization how to fire up employees competitive juices how to broaden the concept of leadership and delegate responsibility for the business and how to build a workforce that is fast on its feet and ready to take advantage of every opportunity You ll also learn about other companies that have succeeded in building cultures of ownership and the lessons they can teach the rest of us Written in Jack Stack s straightforward witty no beating around the bush style A Stake in the Outcome is like having a one on one session with a master entrepreneur and business innovator It shows managers and executives of companies both large and small how to build a ferociously motivated workforce that is energized and committed to meeting and overcoming the most daunting challenges a company can face

The Great Mental Models, Volume 1 Shane Parrish, Rhiannon Beaubien, 2024-10-15 Discover the essential thinking tools you ve been missing with The Great Mental Models series by Shane Parrish New York Times bestselling author and the mind behind the acclaimed Farnam Street blog and The Knowledge Project podcast This first book in the series is your guide to learning the crucial thinking tools nobody ever taught you Time and time again great thinkers such as Charlie Munger and Warren Buffett have credited their success to mental models representations of how something works that can scale onto

other fields Mastering a small number of mental models enables you to rapidly grasp new information identify patterns others miss and avoid the common mistakes that hold people back The Great Mental Models Volume 1 General Thinking Concepts shows you how making a few tiny changes in the way you think can deliver big results Drawing on examples from history business art and science this book details nine of the most versatile all purpose mental models you can use right away to improve your decision making and productivity This book will teach you how to Avoid blind spots when looking at problems Find non obvious solutions Anticipate and achieve desired outcomes Play to your strengths avoid your weaknesses and more The Great Mental Models series demystifies once elusive concepts and illuminates rich knowledge that traditional education overlooks This series is the most comprehensive and accessible guide on using mental models to better understand our world solve problems and gain an advantage

Spurious Correlations Tyler Vigen,2015-05-12 Spurious Correlations is the most fun you ll ever have with graphs Bustle Military intelligence analyst and Harvard Law student Tyler Vigen illustrates the golden rule that correlation does not equal causation through hilarious graphs inspired by his viral website Is there a correlation between Nic Cage films and swimming pool accidents What about beef consumption and people getting struck by lightning Absolutely not But that hasn t stopped millions of people from going to tylervigen.com and asking Wait what Vigen has designed software that scours enormous data sets to find unlikely statistical correlations He began pulling the funniest ones for his website and has since gained millions of views hundreds of thousands of likes and tons of media coverage Subversive and clever Spurious Correlations is geek humor at its finest nailing our obsession with data and conspiracy theory

Clockwork Mike Michalowicz,2018-08-21 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 [Hacking Growth](#) Sean Ellis, Morgan Brown, 2017-04-25 The definitive playbook by the pioneers of Growth Hacking one of the hottest business methodologies in Silicon Valley and beyond It seems hard to believe today but there was a time when Airbnb was the best kept secret of travel hackers and couch surfers Pinterest was a niche web site frequented only by bakers and crafters LinkedIn was an exclusive network for C suite executives and top level recruiters Facebook was MySpace's sorry step brother and Uber was a scrappy upstart that didn't stand a chance against the Goliath that was New York City Yellow Cabs So how did these companies grow from these humble beginnings into the powerhouses they are today Contrary to popular belief they didn't explode to massive worldwide popularity simply by building a great product then crossing their fingers and hoping it would catch on There was a studied carefully implemented methodology behind these companies extraordinary rise That methodology is called Growth Hacking and its practitioners include not just today's hottest start ups but also companies like IBM Walmart and Microsoft as well as the millions of entrepreneurs marketers managers and executives who make up the community of Growth Hackers Think of the Growth Hacking methodology as doing for market share growth what Lean Start Up did for product development and Scrum did for productivity It involves cross functional teams and rapid tempo testing and iteration that focuses customers attaining them retaining them engaging them and motivating them to come back and buy more An accessible and practical toolkit that teams and companies in all industries can use to increase their customer base and market share this book walks readers through the process of creating and executing their own custom made growth hacking strategy It is a must read for any marketer entrepreneur innovator or manager looking to replace wasteful big bets and spaghetti on the wall approaches with more consistent replicable cost effective and data driven results

Scale Jeff Hoffman, David Finkel, 2014-08-14 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 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 mustread guide *The Great Game of Business* Jack Stack,Bo Burlingham,2014-07-03 In the early 1980s Springfield Remanufacturing Corporation SRC in Springfield Missouri was a near bankrupt division of International Harvester Today it s one of the most successful and competitive companies in the United States with a share price 3000 times what it was thirty years ago This miracle turnaround is all down to one man Jack Stack and his revolutionary system of Open Book Management in which every employee understands the company s key figures can act on them and has a real stake in the business In Stack s own words When employees think act and feel like owners everybody wins As a management strategy the great game of business is so simple and effective that it s been taken up by companies from Intel to Harley Davidson

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