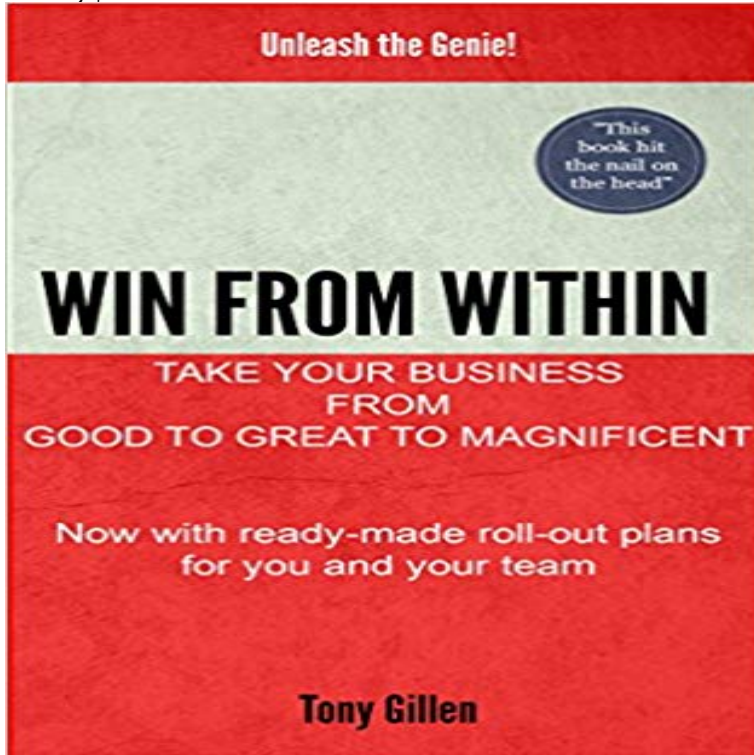


Win From Within: Take Your Business From Good To Great To Magnificent



Win From Within Take Your Business From Good To Great To Magnificent You want solid business results whether you are the CEO of a major corporation, an independent contractor, a team leader, a team member or just a mompreneur. Make this book your magic lantern. It is much more than a regular how to book on business success. It is a book to inspire you to launch your business or to take it from good to great and from great to magnificent. It is a detailed road map for you to follow and a manual for you to use. Everything in it is straightforward, practical and proven time and again - across many lines of business, in small start-ups and in multi-national, household name corporations. I say this because I've seen it, I've done it and I've taught others to do it. I wrote this book in two main sections so you can make the most use of it easily, quickly and effectively. Section 1 is a true-to-life business situation. It will feel as though you are sitting in on the meetings, the training, the discussions and watching everyone learn to use the strategy and the coaching skills for their own situations and needs. Follow the CEO as he answers, in detail, THE 5 QUESTIONS OF LEADERSHIP to begin his company's journey to greatness. THE 9 POINTS OF PERFORMANCE become the foundation of excellence for him and everyone else. Those nine points make it crystal clear how each person (including you) can work to company standards and deliver personal excellence in every action. ACED is the secret ingredient that delivers individual effectiveness and overall success. Watch the Success Strategist as she demonstrates and explains this advanced coaching process. Watch the team members use it to deliver the clear and intended results that tell everyone the genie is unleashed. The CEO uses the Win from Within strategy as part of his overall vision for the company's future, the Office Manager changes her role

into one that's much more effective in contributing to the company's success and the Company Receptionist uses the strategy to advance from just having a job into starting a real career. The Sales Team coach themselves by using ACED to generate 62 ways to bring in more business and then further develop those 62 ideas into over 100 specific actions that prove to them they can and will dominate their market. (How many of these actions will you put to immediate use in your business?) By observing the whole strategy in this way you will be able to get it under your belt and start using it. Section 2 Part 1 is an EXECUTIVE SUMMARY so you can, in about 20 pages, get the whole success strategy and begin to use it straight away. It is also a very handy reference guide for you to look at any time you want a quick reminder of something as you put it into action. Each element of the summary refers you back to appropriate chapter(s) for more detail. Part 2 of this Section contains The TWO ROLL-OUT PLANS for you to follow one for you and, if you have one, the other is for your team. You also get a complete set of ACED Standard Coaching Questions and a blank template of The Achievement Sequence. Use them. They are there so you can succeed sooner, easier and more assuredly.

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