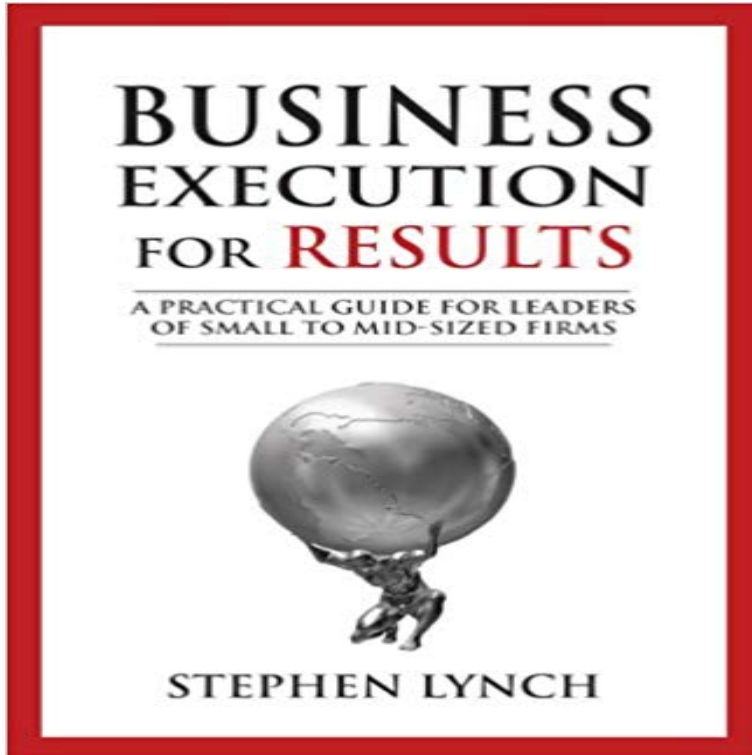


## Business Execution for RESULTS: A Practical Guide for Leaders of Small to Mid-Sized Firms



Business Execution for RESULTS was named Judges Choice Winner in the Management category of the 2014 Small Business Book Awards. The awards celebrate the best business books that appeal to entrepreneurs, managers and their employees. The Winners were chosen by an expert panel of 24 judges from the small business community in the USA. The criteria for judging the Winners included: quality and quantity of the content conveyed; usefulness to small business owners and entrepreneurs; and freshness of the subject matter or how it was treated. The level of fan support for each Winner was also taken into account. Ready for Better Business RESULTS? In this practical guide for small to mid-sized companies, Stephen Lynch takes you through the proven strategic planning and business execution processes you need to drive better business RESULTS. This is not just theory. Stephen works in the trenches. As Chief Operating Officer of RESULTS.com he knows what its like to run and grow a business. Business Execution for RESULTS sets out a framework that utilizes best-of-breed concepts and tools. Its a process that thousands of RESULTS.com clients all around the world use to get RESULTS. RESULTS.coms business model gives it a unique and privileged insight into what really works and what doesnt when creating and executing a winning strategy. To save you from spending several lifetimes trying to figure it out on your own, this book will show you how. In Business Execution for RESULTS, Stephen replicates the methodology he personally uses when he works with leadership teams of small and mid-sized firms globally. It incorporates the best of dozens of effective business practices modified to work together in a process that will help you get RESULTS. As COO of RESULTS.com, Stephen is responsible

developing the strategic planning and business execution practices incorporated in RESULTS.coms software and consulting services, and contained in the book Business Execution for RESULTS.

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