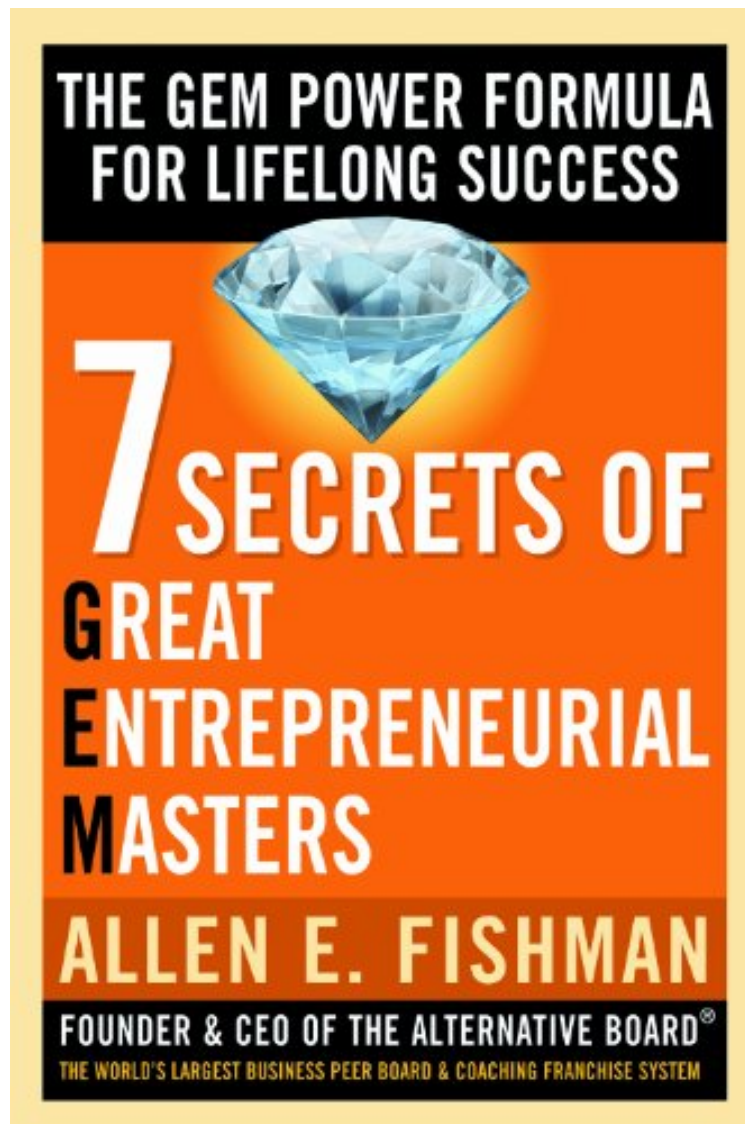


(Pdf free) Seven Secrets of Great Entrepreneurial Masters: The GEM Power Formula For Lifelong Success

Seven Secrets of Great Entrepreneurial Masters: The GEM Power Formula For Lifelong Success

Allen E. Fishman

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Allen E. Fishman : Seven Secrets of Great Entrepreneurial Masters: The GEM Power Formula For Lifelong Success before purchasing it in order to gauge whether or not it would be worth my time, and all praised Seven Secrets of Great Entrepreneurial Masters: The GEM Power Formula For Lifelong Success:

1 of 4 people found the following review helpful. After 20 years, finally another book for business owners! By John F. Dini I'm glad to see that has this book packaged together with "The E-Myth Revisited." Too bad it took 20 years for someone to publish another book that speaks so directly to business owners. Fishman understands the life of someone

who cannot separate his (or her) company from his family, and vice versa. It's all one. This book isn't about leadership, or management, or technique, or strategy, but then again, it's about all of that and more. Make sure you slow down for the last few chapters, because the author seems in a hurry to pack in as much smart stuff as he can, and you would be well served to read each paragraph carefully. 11 of 13 people found the following review helpful. Learn From Someone who is Full of Himself By David E. Young It has been said that, if you honk your own horn, no one will want to do it for you. This is a book about horn honking. This book shows an ego at work that is big enough to fill the universe yet small enough to dwell in your heart. Before you reach page 15 of this book, you will have seen over 150 different tidbits of inside information from the author such he loves his mom, he loves his dad, he loves his two daughters, he loves his son in law, he loves his friends and his dreams have been satisfied beyond his wildest expectations. He mentions seven times that he lives in Aspen (all this before we reach page 15) and we are told several times that he hikes, bikes and rides ski lifts. Unfortunately in all of this verbiage we find no mention of his wife or the mother of his daughters. How can a life be so successful and happy without learning how to love another of our Heavenly Father's Creations? Fishman shows us what an ego on display is all about. There is insight that can be gained from this book and you will find it right there in the Conclusion at the end of the book where you don't have to wade through the "I am happy and successful and live in Aspen, Colorado" drivel. However, the real story of this book is one that hasn't been told and that involves the Power of Persuasion. How did Fishman get McGraw - Hill to publish this book? Had he chosen to discuss his talent of persuasion, he might have come up with a different title than one that appears to be a Stephen Covey knockoff. 3 of 4 people found the following review helpful. 7 Secrets-REAL DEAL By D. Williams The title of this book might make you think it's another self-improvement clone of the Stephen Covey genre, but it's much better. If you have your own business, or are thinking of starting one, it would be tough to find a better primer. If you're busy, this is a great read, because Fishman crams more practical content into fewer pages than less valuable books. The author obviously has first-hand knowledge from his TAB Boards exposure of what keeps most private business owners awake at night after the rush of entrepreneurship subsides and the business sometimes becomes a prison. The real value here are the chapters about re-connecting your business goals to your "personal vision", or what you're supposedly in business for in the first place. The chapters on communication, negotiation and fostering creativity are better, more concise, and more practical for private business owners than most entire books on these subjects.

Revealed for the first time -- the exclusive formula for business success practiced by thousands of entrepreneurs Allen E. Fishman, founder and CEO of The Alternative Board TABreg., interviewed top entrepreneurs, identifying their common traits and practices to create the GEM Power formula. As a business leader, speaker, and Great Entrepreneurial Master himself, he has taught the formula to thousands of businesspeople. Now, in Seven Secrets of Great Entrepreneurial Masters, he shares these secrets with you. Filled with thought-provoking written exercises, savvy advice, and inspiring anecdotes, the book takes readers on a journey of guided introspection to help them balance work and life for maximum success and happiness.

From the Back Cover [flap] If someone offered you the key to achieving personal and professional success and fulfillment, would you take it? In Seven Secrets of Great Entrepreneurial Masters (GEMs), Allen Fishman does just that. Used by thousands of entrepreneurs around the world, Fishman's proven GEM Power Formula allows you to map out what you want most in life-your own Personal Vision of Success-and then turn your dreams into reality. The Seven Secrets of GEMs: 1) Personal Vision 2) Look in the Mirror 3) Personal Plan 4) Results-Driven Communication to Make it Happen 5) Negotiating to Make it Happen 6) Creativity to Make it Happen 7) Changing Course Based on the traits and practices of successful entrepreneurs, the GEM Power Formula shows you how to integrate your personal and professional goals for maximum success and happiness. From the amount of time you want to devote to work and family each week, to the overall vision you have for your future, the Seven Secrets enable you to achieve your desires through the tested GEM process of self-exploration and planning. You get the strategies you need to Identify your strengths and weaknesses Develop your long-range plan for fulfillment Smash through communication barriers Create and embrace new ideas Get the help and co-operation you need Overcome roadblocks to your success Fishman shows you how to make the Seven Secrets an effective part of your day-to-day life, as well as how to use them whenever you make important business or personal decisions. He also helps you break out of your comfort zone, develop a sense of accountability, and take control of your destiny-all requirements for making the GEM Power Formula work for you. No matter your background or profession, Seven Secrets of Great Entrepreneurial Masters is an invaluable tool for reaching your full potential and the success you desire in work and life-on your own terms. Unleash the GEM Power Formula and harness your top potential! "The application of the Seven Secrets to my clients increased my business by 50% and my client retention to 98% in one year." -Jacquelyn Gernaey, HyTech Consulting "Allen Fishman is a visionary. He has a unique understanding of the challenges faced by business owners and of how they can strategically lead their lives and businesses to attain their dreams." -Wayne Berry, Aquarius International "There have been many attempts at figuring out what makes certain business owners and managers

successful. *Seven Secrets of Great Entrepreneurial Masters* gives an inside, proactive perspective on what makes successful GEMs tick. -Darrell Crawford, The Crawford Group Co., LLC "Theory is great for the classroom, but the business world calls for "real-world" solutions. This book gets right down to the actual problems, issues and opportunities faced by small business owners and shows how to address each in a way that maximizes success." -Greg Walker, PCS Systems, Inc. About the Author Allen E. Fishman is the founder and CEO of The Alternative Board TABreg, the world's largest business peer-board and coaching franchise system. He has been featured in a variety of media venues, including CNBC, Bloomberg, The Wall Street Journal, and USA Today. Fishman actively pursues speaking engagements around the world.