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Levy is a coach and consultant to the CEOs of some of the most profitable businesses in the world. As a speaker for peak international organizations like Vistage, CEOspace and Secret Knock, he is constantly creating industry

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leading tools, processes and practices. This book reveals the mindset, strategies and tools used daily in that hidden world. Once upon a time, every new enterprise started with a concept, became a business plan and then hit the

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pavement to raise money from investors. The capital raised, in exchange for equity, became the start-up seed that built the business. All that has changed. A tide of technology has transformed the business world. Entrepreneurs

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have dreamed of becoming a successful leader to become impactful for their team while having a happy, prosperous home life. Leadership in the workforce can be difficult to accomplish and maintain because sales become

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stagnant or failing, teammates keep quitting, job loss is rising, and the stress carries over into one's personal life. Even those who have tried it all from books to training, have difficulty breaking the cycle. Radical Integrity is here to help

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those who have dreamed of being a successful sales leader become impactful to their team and clients and have a flourishing home life. Within Radical Integrity, readers learn: The truth about why they are not seeing success and how to

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strategies, and effective
implementation techniques as
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competition, and the wealth of
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marketing scenarios. Creating a brand—and steering it in the right direction—is a multi-layered process involving extensive research and inter-departmental cooperation.

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entrepreneur Alejandro Cremades delivers an accessible guide on how to sell your startup. With first-hand experience as a fully exited entrepreneur, investment banker, and lawyer, Cremades describes the tips and tricks startup founders need

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Are you communicating with your customers on a regular basis? Do you know how to manage and prioritize customer feedback once you've gathered it? When it comes to building a great product, a great team, and a great brand,

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relying solely on the opinions of internal stakeholders will get you nowhere. The key to achieving HYPERGROWTH is being customer-driven. So if you're ready to start putting your customers first, keep reading... What You'll Learn:
A New Approach to Product

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Management and Developing SaaS
Products People Love Today, there's no
excuse for not communicating with
customers on a daily basis. Messaging
has exploded, new generations are
focused on 1:1 communication by
default, and artificial intelligence is finally

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coming so we can deliver 1:1 at scale. So why would you build a product, or a company, without leaning into the advantages of that ecosystem? In his new book, **HYPERGROWTH**, serial entrepreneur and Drift co-founder/CEO David Cancel shares a modern approach

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for building products and structuring teams that makes customer communication a central priority. The book tells the story of how Cancel's customer-driven approach started out as a test with a product team (Performable), transformed an entire organization

Download File PDF Hyper Grow Your Business: How To Use Your Phone To Do More And Sell More Without Spending More (HubSpot), and sparked a new movement (Drift). What's Inside: Practical Advice and Frameworks for Becoming Customer-Driven and Growing Your Business Responsive Development (RD): a new approach to building products that adds the customer

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back into the equation The Burndown Framework: a framework for implementing Responsive Development that's faster and more flexible than Agile. The Three-Person Team: the customer-driven way to structure engineering teams. Each team consists of a tech lead

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who manages two other engineers.

Getting Rid of Roadmaps: through building a culture of transparency and accountability and working closely with internal customers, you can release product updates more rapidly and iteratively. The Spotlight Framework: a

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framework for helping you focus on the right parts of customer feedback so you can take the appropriate next steps. The framework breaks feedback down into three main categories: user experience issues, product marketing issues, and positioning issues. Who This Book Is

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Marketing Teams ... Entire Companies!

Every part of your business can benefit from being customer-driven. With the rise of SaaS and the on-demand economy, customer expectations have

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changed. Customers expect their voices to be heard. They find value in being part of a community, and being part of that journey of creating the product. So stop running your business like we're still living in the 2000s. It's time to take a customer-driven approach. Here's what

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people are saying about the book: "David Cancel is one of the best when it comes to building products that customers love. And now he's sharing his wisdom and writing the book explaining how he does it. This is a must read for any entrepreneur or business

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owner." -MARK ROBERGSE Senior
Lecturer, Harvard Business School,
Former SVP of Sale and Services at
HubSpot "When it comes to building
business software, there's no one better
than David Cancel, and I saw first-hand
how his customer-driven approach to

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building products made an impact at
HubSpot. I'm glad he's finally putting all
of his insight in one place."-MIKE

VOLPECMO, Cybereason / Former
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During the last decade, platform
businesses such as Uber, Airbnb,

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Amazon and eBay have been taking over the world. In almost every sector, traditional businesses are under attack from digital disrupters that are effectively harnessing the power of communities. But what exactly is a platform business and why is it different? In Platform

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Strategy, Laure Claire Reillier and Benoit Reillier provide a practical guide for students, digital entrepreneurs and executives to understand what platforms are, how they work and how you can build one successfully. Using their own "rocket model" and original case studies

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(including Google, Apple, Amazon), they explain how designing, igniting and scaling a platform business requires learning a whole new set of management rules. Platform Strategy also offers many fascinating insights into the future of platforms, their regulation and

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governance, as well as how they can be combined with other business models. Benoit Reillier and Laure Claire Reillier are co-founders of Launchworks, a leading advisory firm focused on helping organizations develop and scale innovative business models.

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Today's enterprises face a profound leadership crisis - and the speed of business has far outstripped conventional executive development systems. In *Grow Your Own Leaders*, three world-renowned experts introduce an entirely new approach for identifying

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tomorrow's leaders within your own organization, accelerating their development, and deploying them immediately, to address new challenges wherever they emerge.

Impossible Goals, Inevitable Successes
Why are you struggling to grow your

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business when everyone else seems to be crushing their goals? If you needed to triple revenue within the next three years, would you know exactly how to do it? Doubling the size of your business, tripling it, even growing ten times larger isn't about magic. It's not about

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privileges, luck, or working harder.

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achieve and sustain much, much faster
growth. From Impossible to Inevitable
details the hypergrowth playbook of
companies like the record-breaking

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Zenefits (which skyrocketed from \$1 million to \$100 million in two years), Salesforce.com (the fastest growing multibillion dollar software company), and EchoSign—aka Adobe Document Services—(which catapulted from \$0 to \$144 million in seven years). Whether

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you have a \$1 billion or a \$100,000 business, you can use the same insights as these notable companies to learn what it really takes to break your own revenue records. For instance, one of the authors shows how he grew his income from \$67,000 to \$720,000 in four years while

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maintaining a 20-30 hour work week and welcoming a new child—nine times.

This book shows you how to surpass plateaus and get off of the up-and-down revenue rollercoaster by answering three questions about growing revenue to tens times its size: Why aren ' t you growing

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faster? What does it take to get to hypergrowth? How do you sustain growth? This powerful, effective book provides a template for you to kick off your biggest growth spurt yet. This template includes The 7 Ingredients Of Hypergrowth: You ' re not ready to

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initiative, not adequacy by Embracing Employee Ownership. Employees, you are too accepting of “ reality ” and too eager to quit. You can Define Your Destiny to make a difference, for yourself and your company, no matter what you do or where you work. The authors take

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each ingredient and break it down into
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principles that lead to success in their industry. The information, strategies and tools contained in this book are the result of years of research and experience in the profession. Within its pages you will find the following

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the hard way is tough! But you don't have to do business the hard, tough way. The idea in the title and some of the chapters in this book are to shake you up, make you mad! Why settle for poor lead generation, trading dollars for hours, price wars and little profits, when you don't have to? Why not just learn some tried and proven strategies

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and practices that make your business profitable, produce as many leads as your business can handle, and position you to grow your business? Well for some it takes a kick in the butt and being ticked off to take action. For others, it's as simple as getting the hand in front of their face out of the way so they can see past the obstacles in

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their way. Either way, you need motivated! While I'm making you mad, I want to make you glad. Glad that someone cares enough to get your attention, provide some options and walk you through what it takes to grow your business.

Underdog Thinking is real-life business adventure story that follows the journey of

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an Indian Immigrant to the U.S. who was told he “didn’t know a damn thing about American business.” But as opportunity would have it, a short time later he found himself an accidental entrepreneur with a front row ticket to the ins and outs of launching and growing a business. He was flying high on his growing success—until a

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fateful moment when everything changed. As businesses rise and fall to the tune of supply and demand, sometimes the harshest betrayals come out of nowhere, when you least expect it—as do the surprising sparks of hope. When an unforeseen circumstance initiates a chain of events that leave him at a crossroads he must make the tough call: to

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give in and give up, or push through and win. CEO, business ethics thought leader, speaker and author Atul Vir has lived that story. And even in the darkest moments when failure seemed most imminent, he drew on the work ethic instilled from his earliest days, and his commitment to do right by his customers—to bring his dream

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up from the ashes and back to life. In his new book, Underdog Thinking, Vir inspires readers to face any challenge that comes their way—with practical business lessons for every step of the journey gleaned from his experience as both an immigrant building a business and as CEO of Equator Appliances for more than 25 years. The

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book dives into current themes dominating the business landscape, including: global business, overcoming failure, bootstrapping, securing financing, immigration and what innovation truly means. While many people offer sage advice on these topics, Vir's lessons are paired with a unique, captivating story and more than two decades of

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entrepreneurial expertise in an industry dominated by much bigger players—major multinational corporations.

This workbook was designed as a resource to help entrepreneurs navigate the innovation continuum - the path from new idea to successful company. It was designed as a companion to the programs provided

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organizations depend on three key
resources: physical resources,*

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*such as materials and equipment;
financial resources, including cash,
credit, and debt; and people.*

*There can be no doubt that people
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product or service, and efficient processes are all important. But all of this depends on the ability of the people within the organization to execute strategies, plans, and processes to make a business successful. This book describes

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what it takes to redesign your HR strategy to be successful and create added value to your organization. This book takes you on the following journey towards Standout HR, HR that fools business results: -First, you gain

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underlying processes -Next, you
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Harvard MBA and the growth of hard-knocks experience. While Oxford doesn't try to teach you everything about business, he does drill deep into the do-or-die hurdles you have to clear in all three phases of a business's

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growth, which includes hyper-growth, human and financial scaling, and--most importantly--how to stay out of no man's land between being a big operation and a small one. What Oxford writes on exiting your

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business has never been discussed, much less documented, especially in regard to how lawyers, accountants, and investment bankers can set entrepreneurs up to fail. Oxford also wisely shows entrepreneurs

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road? And how much time each day or week does your Sales Manager spend helping you develop those high-performing techniques and processes? Same question for you, Sales Managers: How much of your day or week is

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dedicated to growing your sales team? How much time do you spend teaching or arranging for the mentoring or practicing of proven sales techniques? Are you teaching your salespeople how to fish, or are you just telling them

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how many fish they need to bring in to meet quota? In The Sales Playbook for Hyper Sales Growth, we not only delve into the necessity of developing these processes within a company but also provide valuable techniques,

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examples, you will start growth
hacking the minute you start
reading. Rooted in asymmetrical
warfare, Sabry shows you how the
weak win and how they do it. If
your in a weaker position than a
competitor or another nation,***

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this step-by-step approach will show you how to unlock unseen possibilities. These growth possibilities will identify growth problems, how to exploit the most significant growth opportunities, and then scale them into full-scale operations. In this book, the

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following will be covered

CHAPTER 1 INTRODUCTION:

WHY DO COMPANIES NEED TO

GROWTH HACK *What is growth*

hacking, why it is essential and

how it is rooted in asymmetrical

warfare **CHAPTER 2 GROWTH**

HACKING MINDSET: CREATE

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**THE RIGHT GROWTH HACKING
MINDSET** *How growth hacking
works, how growth hackers think,
and how you approach growth
hacking* **CHAPTER 3 READY: TO
DISCOVER AND UNLOCK YOUR
STRATEGY** *How to prepare for
growth hacking by profiling your*

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growth challenges **CHAPTER 4**
SET: YOUR EXPERIMENTS AND

DEVELOPMENT IDEAS *Start
experimenting, discovering and
developing growth hacks*

CHAPTER 5 GROWTH HACK:
AND SCALE YOUR APPROACH

How to implement, and scale

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**growth hacks for full-scale
operations GROWTH HACKER'S**

TOOLKIT BONUS CHAPTER A:

HIRE A GROWTH HACKER

BONUS CHAPTER B 50

EXAMPLES OF BONUS CHAPTER

C 88 TOOLS Let's get started

growing now with your first

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Marketing, or technology, you
can 10x the growth of your
organization, whether a startup a
corporate, or government.
Editorial Reviews "Growth is a
science as rare as palladium, and

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this book unlocks those unique elements that every CEO and entrepreneur should master. This book is a blueprint that should be on every executives desk." -- Elia Korban, Director at PwC "For many growth is an art to be mastered and a science to be

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*discovered and this is what
Nader's book has done with*

*simplicity, illustrating how
growth really works." - Hisham*

*Farouk, Board of Governors
Member - Grant Thornton*

*International Ltd "It's not often
that somebody like Nader Sabry*

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*comes along. His book Ready,
Set, Growth Hack matches his
extensive business and technical
knowledge with an accessible,
easy-to-read style that engages
and entertains. Full of examples
and real-world applications,
Sabry's book should be a 'must-*

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***read' for every organization that
wants to grow." -- Stephen***

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*blueprint on how to collaborate
their part in whole growth
engine." - Neil Walters, Senior
Partner, McGrill Consulting
Group Inc. "The fact that anyone
can 10x their growth is a
powerful idea, but what is even
more powerful is when a master*

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what this book is about." - Rohit*

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***to book on growth, Nader has
done an excellent job in
demystifying the mysterious
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