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Smartstart Your California Business

Tom Hopkins, Omar Periu



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their dreams whether that's to create a legacy for generations or to follow the build and sell it road to success. Within these pages Tom Hopkins and Omar Periu delve deeply into the nuances of business ownership both on the practical and emotional side of things. They will help readers avoid some of the most common pitfalls entrepreneurs face. Readers will learn how to establish a compass they and the rest of their teams can rely on to guide business decisions going forward. Topics covered include self-analysis as an entrepreneur, how to evaluate a business idea, how to choose the best structure for a business including working with legal and accounting professionals, business communication skills, hiring and managing team members, prioritization, selling skills, marketing strategies, negotiation skills, and how to keep clients happy long term. Own this book and you'll have the opportunity to be guided to your own success by two of the best and proven teachers in the business. Bob Burg, bestselling coauthor of *The Go-Giver* and *The Go-Giver Influencer*. Inside the pages of this masterpiece you'll get the formula for success that gives you the winning edge in the hyper-competitive marketplace. Jeb Blount, CEO of Sales Gravy and author of *Fanatical Prospecting*.

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In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is really astonishing. Within the pages of "**Smartstart Your California Business**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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