

Smartstart Your Massachusetts Business

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,2010 **The Smart Start Up** Tom Hopkins,Omar Periu,2018-07-03 Start and build a high profit business choose exactly the right product for you outsell your competition and put yourself onto the road to riches Brian Tracy New York Times bestselling author The Smart Start Up helps readers start strong and stay strong in the early phases of growing their businesses providing fundamental strategies for beating the odds With this information entrepreneurs will be able to reach the success level of 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 *SmartStart Your Georgia Business* Oasis Press

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