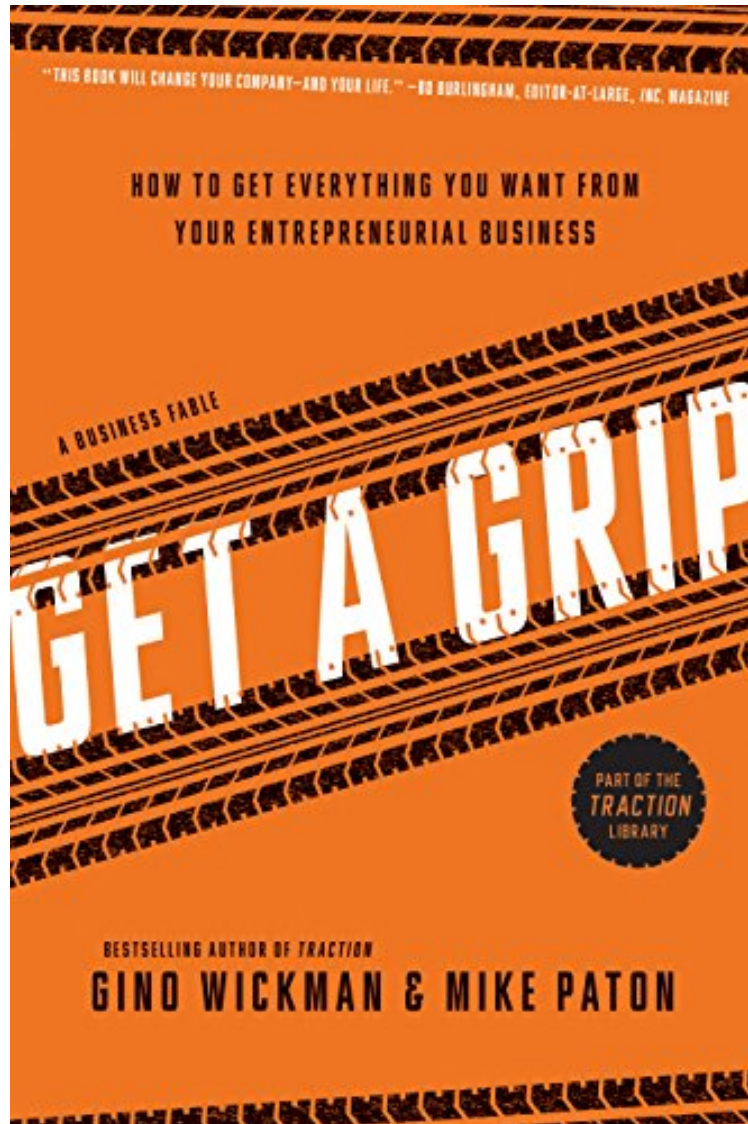


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Get A Grip: An Entrepreneurial Fable . . . Your Journey to Get Real, Get Simple, and Get Results

Gino Wickman, Mike Paton

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5 of 5 people found the following review helpful. A must read if you read TractionBy frankIf you haven't read traction, read that first, followed by Get a Grip and lastly, Rocket Fuel. In Get A Grip, Gino brilliantly demonstrates the power of the Entrepreneurial Operating System (EOS) at work. Demonstrating all 6 business components (Vision,

People, Data, Issues, Process Traction) and the powerful tools that make them real, Gino explores several potential dynamics you may encounter on your own journey and provides a practical understanding of how to transform your business and your people from stuck to unstuck. Each tool is introduced to a fairly dysfunctional and chaotic organization that appears healthy to most from the outside in. You can sense the tension followed by the relief and ultimately growth of the company as they apply each tool to the business. Before you attempt to apply the EOS system to your business or department, read this book so you can gain a few nuggets of insight of what you might encounter and how you might plow through the process. It's worth your time to do so. 2 of 2 people found the following review helpful. Read this 1st then the book Traction by the same author for building a great business system. By Cindy I strongly recommend you get this book and read it 1st if you are interested in the EOS system, as outlined in the book "Traction". This book is basically a story of a business that implements the steps in the book Traction. Traction is a little confusing and reading how a company has gone through the process, while encountering common problems, is extremely helpful. Many of what most business owners struggle with including personality conflicts, being too busy to implement ideas, or not knowing what type of ideas to implement to make your business run smoother and more profitably are discussed in this book. I highly recommend you read this book and also "Traction" if you need ideas on having your business run well. 2 of 2 people found the following review helpful. Absolutely awesome read for anyone in business. By Barry Kindt Absolutely awesome read for anyone in business, especially appropriate for those among us who have been in business for a long time and have struggled to scale a business! I believe I've read it several times and am working to implement the concepts to grow our brands to a higher level of Customer Service in order to continue to differentiate our offerings - both through SECCO Home Services, Pronto Plumbing Drain our Commercial Electrical Construction Service, and finally for our SECCO HVACR Service Business. This book is a great way to get the leadership team on the same page and forging forward with energy! Amazing book, amazing process!

It's time to take your business to the next level. Eileen Sharp and Vic Hightower were frustrated. After years of profitable, predictable growth, Swan Services was in a rut. Meetings were called and discussions held, but few decisions were made and even less got done. People were pointing fingers and assigning blame, but nothing happened to solve Swan's mounting problems. It felt as though they were working harder than ever but with less impact. The company Eileen and Vic had founded and built for 10 years was a different place. It just wasn't fun anymore. Their story is not unusual. The challenges they were facing are common, predictable, and solvable. Get A Grip tells the story of how Swan Services resolves its issues by implementing the Entrepreneurial Operating System. With the help of EOS, Eileen, Vic, and their leadership team master a set of managerial tools that allow them to get traction on their business, grow the business, and deliver better results for clients. The story of Swan Services is a fable, but the Entrepreneurial Operating System is very real and has helped thousands of businesses worldwide. A complete entrepreneurial toolkit, EOS has helped thousands of businesses get to where they want to be. In Get A Grip, learn how Swan Services leaders learned to develop and commit to a clear vision, establish focus, build discipline, and create a healthier and more cohesive team. With characters and situations created from collective business experiences and stories, Get A Grip is a fable that will ring true for entrepreneurial leaders the world over and guide them to get their companies on track.

"Gino Wickman's first book Traction, describing his Entrepreneurial Operating System (EOS), is already one of the great improvement game plans for business owners in America. Here, in his new brainstorm with coauthor Mike Paton, he takes entrepreneurial readers through a single story to show how every advantage of implementing EOS can actually become a practical reality in their own businesses. I would absolutely read both books together." Dan Sullivan, Founder of Strategic Coach; Over the years I've heard countless testimonials from entrepreneurs who swear by Gino Wickman's first book, Traction, but only after reading Get A Grip did I see clearly how implementing his Entrepreneurial Operating System could truly transform a business and put it on the road to greatness. This book will change your company and your life." Bo Burlingham, Editor-at-Large of Inc. magazine, Author of Small Giants: Companies That Choose to Be Great Instead of Big