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every level to meet your
needs today and the
requirements that accompany

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growth and scaling up
allowed us to come together
last month and identify a

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- There are four main challenges to a business scaling up:
 - o Attracting and keeping the right People;
 - o Creating a truly differentiated Strategy;
 - o Driving flawless Execution;
 - and o Having plenty of Cash

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to weather the storms. • To
scale up a business there
are a few key priorities
that should be set:

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Verne's tools and techniques
have been key to scaling up
Benetton to become the #1
international fashion brand
in India. They work!

About the Book - Scaling Up

Set up a 10 to 25 years Big

Read Book *Scaling Up How A Few Companies Make It* and Why The Rest Don't (BHAG®). Break up the journey to 3-5 years target

- > Divided into annual goals
- > Broken down into specific actionable steps over the next few ...

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Author's Big Thought:

Scaling Up focuses on the
four major decisions areas
that every company must get
right: People, Strategy,

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execution and Cash
management. Running a
business is ultimately about
freedom. Scaling Up shows
business leaders how to get
their organizations moving
in sync to create something
significant and enjoy the

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TEXT #1 : Introduction

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- To scale up a business

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there are a few key
priorities that should be
set:

- o Free up the senior management team from operational issues
- o Refocus them on market facing activities and strategy setting
- o Align the junior

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team to drive execution • A
goal without a routine is a
wish. A routine without a
goal is aimless

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with Crushing B2B, gave me a
copy of "Scaling Up: How a

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Few Companies Make It...and
Why the Rest Don't" to read
as I work on my business. It
was a great gift and a
fantastic book! There is a
ton of information in the
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business owner looking to

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