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## Hyper Grow Your Business How To Use Your Phone To Do More And Sell More Without Spending More

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Community focus. We support the growth of small businesses in hyper-localised boroughs of East London. By helping to create more opportunity and employment locally, we hope to encourage a thriving community. So far we have brought the "Grow Your Business" Programme to Hackney, Tower Hamlets, Newham and Waltham Forest.

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Hyper Grow Your Business. By: Ben Rife. Narrated by: Mark Smeltzer. Free with 30-day trial \$14.95/month after 30 days. Cancel anytime. Publisher's Summary. Ben Rife will be showing you how to use the ultimate tool - the phone - to do more and sell more while spending less time and money. Ben Rife is president/CEO/founder of Bullfrog Group, LLC. ...

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A Book to hyper-grow your business + get stuff done quickly, cheaply and ultra-efficiently Tim 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 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 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 can now boot-strap their enterprise to make money while experimenting with different income streams. A nod from investors is becoming less and less critical. - The Entrepreneurial Handbook shows step by step how to hyper-grow whether you're a start-up, an established small or medium sized business. - This book shifts your thinking from bricks and mortar to your own global dynamic team. - Peek into the secret inner world of \$50 Million C.E.O.'s Most modern businesses are beset with huge overheads. Many businesses get stuck in limbo, unable to hire the team they need to grow. The Entrepreneurial Handbook allows you to break through those limitations and truly explore your potential. With the use of the Internet's evolving tools for communication, a Global Dynamic Team can be quickly organized, motivated and managed by a small (often single person) organization. Now tasks can be done quickly, cheaply and with little expense or hassle. The Entrepreneurial Handbook lays out how to effectively build this team. The Entrepreneurial Handbook walks you through the steps to apply these practices to your own business, giving you the practical

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details you need. - Develop your own micro-job team for tasks costing as little as 10-20 cents eBuild your own mid-level team for jobs like design, web, pay-per-click and social media - See how to hire your own high-level team for everything from sales to marketing to production without paying a cent for insurance, 401k, desk-space or equipment. The Entrepreneurial Handbook gives you the concepts, tools and processes you need to accelerate to hyper-growth, getting business done quickly, cheaply and ultra-efficiently.

Break your revenue records with Silicon Valley's "growth bible" "This book makes very clear how to get to hyper-growth and the work needed to actually get there" Why are you struggling to grow your 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 privileges, luck, or working harder. There's a template that the world's fastest growing companies follow to achieve and sustain much, much faster growth. From Impossible to Inevitable details the hypergrowth playbook of companies like Hubspot, 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 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. Pinpoint why you aren't growing faster Understand what it takes to get to hypergrowth Nail a niche (the #1 missing growth ingredient) What every revenue leader needs to know about building a scalable sales team There's no time like the present to surpass plateaus and get off of the up-and-down revenue rollercoaster. Find out how now!

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, 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 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 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 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 (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 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 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 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 For: Entrepreneurs, Startup

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Founders, Product Managers, Product Teams, 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 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 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 owner."-MARK ROBERG 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 building products made an impact at HubSpot. I'm glad he's finally putting all of his insight in one place."-MIKE VOLPE CMO, Cybereason / Former CMO, HubSpot

Ben Rife will be showing you how to use the ultimate tool - the phone, to do more and sell more, while spending less time and money. Ben Rife is President/CEO/Founder of Bullfrog Group, LLC. Ben and his company work with small and mid-sized businesses across the country to turn the desk phone into a revenue generating, productivity driving, and cost cutting tool. Bullfrog for Business does this as the "Next Generation Business Phone System" by leveraging mobile phones and desktops to deliver the latest UC features, such as audio and video conferencing, desktop and file sharing, and instant messaging and presence. Bullfrog has also made the INC 5000 list of fastest growing privately held companies in America.

Impossible Goals, Inevitable Successes Why are you struggling to grow your 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 privileges, luck, or working harder. There's a template that the world's fastest growing companies follow to achieve and sustain much, much faster growth. From Impossible to Inevitable details the hypergrowth playbook of companies like the record-breaking 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 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 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 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 grow until you Nail a Niche. Overnight success is a fairy tale. You're not going to be magically discovered. You need sustainable systems that Create Predictable Pipeline. Growth exposes your weaknesses and it will cause more problems than it solves until you Make Sales Scalable. It's hard to build a big business out of small deals. Figure out how to Double Your Deal size. It'll take years longer than you want, but don't quit too soon. Make sure you can Do the Time. Your people are renting, not owning their jobs. Develop a culture of initiative, not adequacy by Embracing Employee Ownership. Employees, you are too accepting of "reality" and too eager to quit. You can Define Your

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Destiny to make a difference, for yourself and your company, no matter what you do or where you work. The authors take each ingredient and break it down into specific steps to guide you through implementation. From Impossible to Inevitable helps you take impossible goals and turn them into inevitable successes for your business and team. You will achieve success even bigger than you can imagine from where you're sitting today.

Hyper Growth: How to Connect to Your Customer in New Ways! "When it comes to results driven marketing that hit the bottom line, Taimour is a subject matter expert. If you want to build growth in your business, I recommend you give his marketing strategies and tools a try." - Peter Ciceri, former CEO of Compaq Canada "I've known Taimour Zaman for 17 years and he's got a unique ability to get in front of senior executives from around the world. His book Hyper Growth: How to Connect to Your Customer in New Ways! provides proven ideas, tips and tactics that any executive can use to increase the number of face to face meetings they have with their customers." - Doug Cummings, SVP of Q9 Networks "If you are looking for techniques to get the attention of senior executives or instantly find new customers, Hyper Growth: How to Connect to Your Customer in New Ways! has it all. I have worked with Taimour Zaman for over a decade and his successful techniques for engaging senior executives has been well articulated here." - Tom Vassos, Author, Destination Innovation

IF YOU THINK YOU KNOW SALES...YOU DON'T KNOW JACK! Jack Daly stands above all others. His energy is matched only by his genius and understanding about what makes the best sales organizations. It's not commission strategies, it's not about glossy sales materials; it is about people. Jack understands better than most that if you look out for your people and insist that they look out for your customers, the result is unprecedented growth (and a lot of very happy and inspired employees and customers). -Simon Sinek, Optimist and Author of Leaders Eat Last and Start With Why "Winning teams result from strong cultures and leadership driven systems and processes. In the world of sales, as detailed in Hyper Sales Growth, Jack Daly knows how to lead and win." -Pat Williams, Co-Founder, Orlando Magic, Author of Vince Lombardi on Leadership "If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day. This book will change your life as a leader and a salesperson, and you will thank Jack Daly every day you make a new sale." -Willy Walker, Chairman and CEO, Walker & Dunlop "It's finally here!! The book all the million fans (that's literal) of Jack Daly have been wanting - a book that shares the same time-tested sales management techniques that work to drive growth he's been teaching in his powerful and packed workshops. It's all about getting the sales management piece right; this is the book that shows you the way." -Verne Harnish, CEO of Gazelles Author of Mastering the Rockefeller Habits and The Greatest Business Decisions of All Time "If you want to get predictable revenue and profitable growth, Jack Daly is your source for the state of the art in sales. Read this book, buy it for your team, follow his advice and you'll be unstoppable." -Christine Comaford, Executive Coach & Presidential Advisor NY Times Best Selling Author of SmartTribes: How Teams Become Brilliant Together "Jack Daly is a rare gem in the business world. I have seen him transform several companies, by growing revenue, by upgrading corporate cultures, and by growing employees' capacity to produce results. His vast knowledge and experience gives him a perspective unmatched by anyone I've experienced. This book is a must read if you are interested in taking your company to the next level in the most direct way possible." -Rick Sapio, CEO of Mutual Capital Alliance, Inc.

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Well known technology executive and angel investor Elad Gil has worked with high growth tech companies like Airbnb, Twitter, Google, Instacart, Coinbase, Stripe, and Square as they've grown from small companies into global brands. Across all of these break-out companies, a set of common patterns has evolved into a repeatable playbook that Gil has codified in High Growth Handbook. Covering key topics including the role of the CEO, managing your board, recruiting and managing an executive team, M&A, IPOs and late stage funding rounds, and interspersed with over a dozen interviews with some of the biggest names in Silicon Valley including Reid Hoffman (LinkedIn), Marc Andreessen (Andreessen Horowitz), and Aaron Levie (Box), High Growth Handbook presents crystal clear guidance for navigating the most complex challenges that confront leaders and operators in high-growth startups. In what Reid Hoffman, cofounder of LinkedIn and co-author of the #1 NYT bestsellers *The Alliance* and *The Startup of You* calls "a trenchant guide," High Growth Handbook is the playbook for turning a startup into a unicorn.

Foreword by Bill Gates LinkedIn cofounder, legendary investor, and host of the award-winning *Masters of Scale* podcast reveals the secret to starting and scaling massively valuable companies. What entrepreneur or founder doesn't aspire to build the next Amazon, Facebook, or Airbnb? Yet those who actually manage to do so are exceedingly rare. So what separates the startups that get disrupted and disappear from the ones who grow to become global giants? The secret is blitzscaling: a set of techniques for scaling up at a dizzying pace that blows competitors out of the water. The objective of Blitzscaling is not to go from zero to one, but from one to one billion — as quickly as possible. When growing at a breakneck pace, getting to next level requires very different strategies from those that got you to where you are today. In a book inspired by their popular class at Stanford Business School, Hoffman and Yeh reveal how to navigate the necessary shifts and weather the unique challenges that arise at each stage of a company's life cycle, such as: how to design business models for igniting and sustaining relentless growth; strategies for hiring and managing; how the role of the founder and company culture must evolve as the business matures, and more. Whether your business has ten employees or ten thousand, Blitzscaling is the essential playbook for winning in a world where speed is the only competitive advantage that matters.

As a salesperson, how much time do you spend learning proven sales techniques from your company's Top Producers? How much time do you spend practicing those techniques in-house, refining them with other team members before taking your final, polished approach on the 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 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 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, tools, and procedures that sales teams can begin implementing immediately.

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