

Rules of the Hunt: Real-World Advice for Entrepreneurial and Business Success By Michael Dalton Johnson {site_link} Praise for Rules of the Hunt To say that Rules of the Hunt is one of the most unusual business books I've ever read or reviewed would be an understatement. --Jill Konrath author of SNAP Selling and Selling to Big Companies This is a great book full of ideas examples stories and rules for increased business success and profitability. speaker and author of The Silent Language of Leaders Rules of the Hunt offers insights from the heart and mind of a man who has overcome the difficult challenges of attaining business and personal success. In Rules of the Hunt he provides invaluable insight into everything you need to know--from practical skills like negotiating recruiting and time management to soft skills like mental agility and personal growth. His advice will accelerate your growth and profits--delivered in a friendly often humorous way through brief business anecdotes short tutorials case histories an occasional rant and a few horror stories. Learn everything you need to know about: LEADERSHIP--create loyalty inspire trust and motivate others RELATIONSHIPS--form strong bonds with customers employees suppliers and investors SALES--engage and excite your buyers and close more sales MARKETING--identify locate and promote like the pros TECHNOLOGY--master today's most important tool the Internet OPERATIONS--get things done the right way to grow profits FORESIGHT--avoid pitfalls and plan for future challenges before they appear SURVIVAL--maintain your health and sanity while pursuing your business goals Successful entrepreneurship is both an art and a science and in order to succeed you must know the rules. If you reckon that 'seeding' the tip jar is a good idea how about some research or real world testing to see whether it really is the case? Call me old fashioned but I want to see the data,

Michael Dalton Johnson is an award winning trade book and magazine publisher and a successful entrepreneur with over 30 years of business leadership. com an educational website for sales professionals marketers and business owners. He is a highly savvy marketing professional and the creator of a product that has sold over 3 million units, At the age of 15 he dropped out of high school to take a full time job. After his service in the military he worked as a ranch hand factory worker and construction laborer before venturing into the business world: He has never taken a business course and brings an unpretentious outsider's view to the subject of business. The father of five he Michael Dalton Johnson is an award winning trade book and magazine publisher and a successful entrepreneur with over 30 years of business leadership, com an educational website for sales professionals marketers and business owners. He is a highly savvy marketing professional and the creator of a product that has sold over 3 million units. At the age of 15 he dropped out of high school to take a full time job: After his service in the military he worked as a ranch hand factory worker and construction laborer before venturing into the business world, He has never taken a business course and brings an unpretentious outsider's view to the subject of business, The father of five he and his wife Kathryn make their home in Rancho Santa Fe California: --Ivana Taylor Editor Small Business Trends I have never read a business book with so much wisdom--and so many useful ideas--on virtually every page. --Bob Bly copywriter consultant and seminar leader An easy but powerful read that's guaranteed to give you fresh insights into entrepreneurial success, --Brian Tracy author of Million Dollar Habits I love everything about this book : If you are an entrepreneur or small-business owner you can't make a better investment in your future success! --Carol Kinsey Goman Ph. --Wendy Weiss founder and CEO Weiss Communications Rules of the Hunt is unusual in that you won't find any trendy advice complex theories or unrealistic promises: Rather you'll get the kind of friendly honest and down-to-earth advice you would expect from a trusted mentor, A successful entrepreneur with more than 30 years of experience in the trenches Michael Dalton Johnson knows what it takes to build and run a profitable business: And in true mentor form Johnson helps you preserve both your physical and mental health during your chase for business success, In essence Rules of the Hunt teaches you what business schools can't. With Rules of the Hunt you have everything you need to outfox the competition maintain your integrity and actually enjoy your hunt for business success. Straightforward easy to understand pragmatic and devoid of subjective theories and ideologies Rules of the Hunt simply tells it like it is, Rules of the Hunt: Real-World Advice for Entrepreneurial

and Business SuccessFull disclosure - I was provided a review copy of this book by the publishers, Unfortunately for me in the plethora of business books that are currently available this one doesn't really stand out, That doesn't mean that there is anything wrong with it it simply means that it really doesn't stand out from the crowd: It is a basically a book of quick suggestions and observations organized around a chapter topic: This to me meant that it didn't really get into the meat of things. All the suggestions are great but there are two problems with that. Either I have read them before or they are the opposite of what I have read before: For example one suggestion is to 'seed' the tip jar with money to get the ball rolling: Problem is that both probably apply equally but what I would really like to see from business books in general is actual qualitative results from such idioms. Different options appeal to different people but the more business books I read the less they tend to stand out: Yes all the suggestions mentioned are great but you know what? For a regular reader I want something different I want something unique. If you are new to business books or interested in some general thoughts and suggestions this book has value: If you are a seasoned reader looking for something a bit out of the ordinary then this may not be the title for you. 9780071791397 With so many good business and sales books available I wouldn't rush to read this one, You could read the subtitles and get everything you need from the book. He is the founder of SalesDog.He joined the Army at age 17. He is the founder of SalesDog.He joined the Army at age 17. And all of it presented with no wasted words. .D. You'll get them here. Nothing more nothing less. Elsewhere I have read you shouldn't do this.Business is like philosophy. There is a lot of common sense stuff in the book. It's average. 9780071791397

