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This book's principles to growth and scaling up allowed us to come together last month and identify a measurable path to scaling up!

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  - o Free up the senior management team from operational issues
  - o Refocus them on market facing

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activities and strategy setting o Align the  
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business 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 team to drive execution

- A goal without a routine is a wish.

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A friend, Craig Wasilchak with Crushing B2B, gave me a copy of “ Scaling Up: How a 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 book that will help any business owner

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