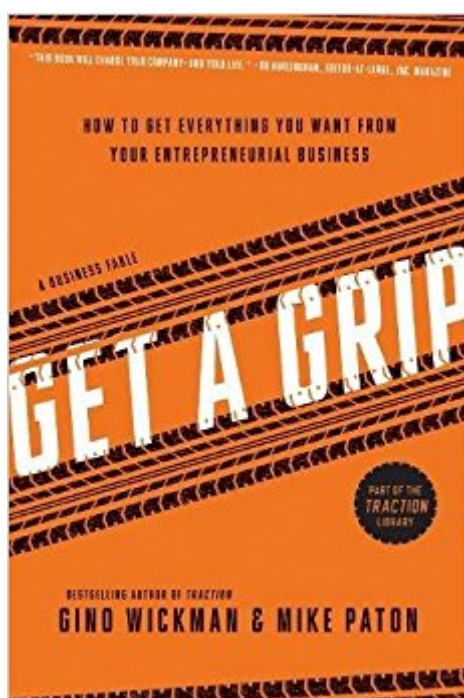


The book was found

Get A Grip: How To Get Everything You Want From Your Entrepreneurial Business



Synopsis

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. Their story is not unusual, and the challenges they were facing are common—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 learn to develop and commit to a clear vision, establish focus, build discipline, and create a healthier and more cohesive team. The story of Swan Services is a fable, but the Entrepreneurial Operating System®, a complete entrepreneurial toolkit, is very real and has helped thousands of businesses worldwide. 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.

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Customer Reviews

"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."#151;Dan Sullivan, Founder of Strategic Coach #147;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#151;and your life.#151;Bo Burlingham, Editor-at-Large of Inc. magazine, Author of Small Giants: Companies That Choose to Be Great Instead of Big

Gino Wickman's passion is helping people get what they want from their businesses. To fulfill that passion, Wickman created the Entrepreneurial Operating System(r) (EOS), a holistic system that, when implemented in an organization, helps leaders run better businesses, get better control, have better life balance, and gain more traction with the entire organization advancing together as a healthy, functional, and cohesive team. Wickman spends most of his time as an EOS Implementer, working hands-on with the leadership teams of entrepreneurial companies to help them fully implement EOS in their organizations. He is the founder of EOS Worldwide, a growing organization of successful entrepreneurs from a variety of business backgrounds collaborating as certified EOS Implementers to help people throughout the world to experience all the organizational and personal benefits of implementing EOS. He also delivers workshops and keynote addresses. The product of an entrepreneurial household, Mike Paton has spent much of his 30-year career helping hundreds of entrepreneurs get what they want from their businesses. He ran or helped run four entrepreneurial companies before discovering the Entrepreneurial Operating System(r) (EOS). Drawn to its simple, timeless concepts and practical, real-world tools, Paton quickly decided to devote himself to helping other business owners and leaders master this complete "way of operating" an entrepreneurial organization. Since then he's conducted more than 400 full-day EOS sessions for the leadership teams of more than 60 companies, and has helped thousands more business leaders clarify, simplify, and achieve their vision by delivering dynamic keynote talks and interactive workshops."

If 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.

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.

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!

There are a lot of great business books out there but few are as relatable and practical as Get a Grip. Whether you are a small business owner struggling with leading your team or finding the right people or a solopreneur in the early stages of your business, this book is for you. Gino Wickman lays out the Entrepreneurial Operating System--a road map for building an organization around a shared vision and practical steps for getting the right people in the right roles, how to assess and hire people with shared values, and a system for identifying and executing a plan to reach clear objectives. Plus, I've never read a business book in the form of a fable. It's easier to remember

important concepts when you can remember the associated story. I have a lot of hope as a fledgling business owner, there is a way to work ON my business rather than IN my business...and actually enjoy the process. Read this book!

Learned of this book indirectly from a friend and decided to read it to see what he thought was so special. Gotta say, Mr. Wickman has a solid grip himself on what it takes to facilitate the leadership of a company. His overall framework is excellent, and the tools he has developed are just what a business needs to use in order to run as smoothly as a well-oiled machine. Even though there is some redundancy throughout the book, it works well because it transports the reader into the room with the participants he is writing about. I've already given copies of this to two other people - but I kept my own for future reference.

A simple, clear path to three things entrepreneurs crave: crystal clear vision, consistent traction, and lasting team health. "Get a Grip" weaves the common story of how struggling entrepreneurial leaders learn to run their business instead of it running them. The EOS tools, as practical and simple as they seem to be, just make everything easier. And this book contains no theory! Rather it lays out only time-tested disciplines and tools that work. We deployed EOS with the author, Mike Paton, as our "implementer" and everything got better. Our problems didn't go away magically, but we were so much better equipped to deal with them.

the first business book that kept my attention. i actually had a hard time putting it down. if people could really be this honest and not so self-serving, it would be a great way to run a business

I highly suggest this book to any entrepreneur that has a growing business who is having challenges making sense of all the new (and bigger) moving pieces and decisions. It is one of three books I require everyone who joins our team to read. This book helps you create a system to run your organization. I suggest that every business has a product or service they provide, which requires a system for providing it; and also has a system needed for running the organization (which most people fail to realize). This book provides that system. One suggestion . . . I would read the book and decide whether you are willing to go "all in". I wouldn't suggest taking bits and pieces of this book and attempting to work it into your system. This will require you to change everything from the cadence of your organization, to the language your team uses. I suggest that it will be well worth it.

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