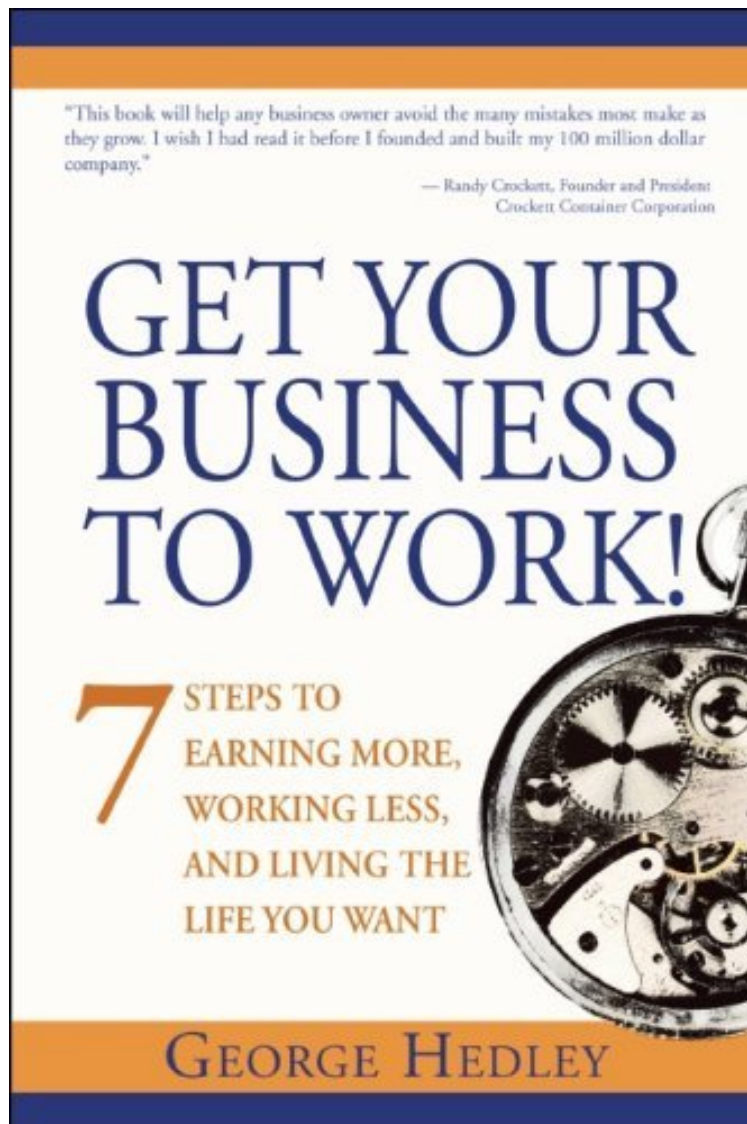


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Get Your Business to Work!: 7 Steps to Earning More, Working Less and Living the Life You Want

George Hedley

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George Hedley, who turned \$2,000 into a \$50 million company in seven years, provides a perceptive new guide with a simple, real-world solution to running a business smoothly while allowing profits to flow in effortlessly. *Get Your Business to Work! 7 Steps to Earning More, Working Less and Living the Life You Want* uses tried-and-true methods to help fledgling business owners as well as seasoned ones who are just looking to increase capital and productivity. The book offers a step-by-step process to help small business owners get what they want: profits, wealth, and freedom. Hedley explains where owners go wrong at each stage while growing their companies and details steps in the book to show how to make the inner-workings of the business more predictable in order to eliminate micromanaging and allow for maximum profitability with minimum stress. *Get Your Business to Work!* identifies areas owners struggle in the most: **Trusting employees and forgoing micromanagement**; **Satisfying customers**; **Writing business plans and implementing systems**; **Marketing and sales**; **Pricing and achieving overhead and profit goals**. Most companies never get to the next level because the owner isn't willing to make the necessary changes to make it happen. Through sound advice, as well as interactive exercises, *Get Your Business to Work!* encourages readers to work toward financial stability and independence by setting clear goals and following through.

This book will help any business owner avoid the many mistakes most make as they grow. I wish I had read it before I founded and built my \$100 million company. **Randy Crockett, founder and president, Crockett Container Corporation** George Hedley knows what it takes to build a successful company and has a great talent for connecting with readers. The practical real-world advice in this book lays out a simple plan that separates the successful businesses from those that constantly struggle and will save an entrepreneur a ton of money and frustration. **Wally Evans, president, Cahaba Media Group, Inc.; publisher, Construction Business Owner magazine** This book is the definitive guide to true small-business growth. George lays out what you need to know and do to meet your goals. He is a true master, and this book is right on the money. **Mark LeBlanc, owner, Small Business Success; author, Growing Your Business!** Starting and growing my company into forty locations with 200 employees was exciting and challenging. Reading *Get Your Business to Work!* years ago would have made my journey easier, quicker, and more profitable. Whether you are just starting your company, have one location, or want to expand it to many, this book is a must-read. **Kim Magonigal, founder and CEO, Kimco Staffing Services, Inc.** George has done it again with *Get Your Business to Work!* I am always amazed and inspired by George Hedley's innovative ideas to building a successful company. It delivers hard-hitting, realistic steps to help business owners be profitable and well-organized. This remarkable and encouraging book is a must-read for any business owner. **Wes and Kerry Hacker, founders and owners, Hacker Industries, Inc.** It took us years to learn half of what George laid out so clearly in this book. His blueprint and game plan would have gotten us to our goals much quicker than we experienced. Well-written and easy to follow. **Jerry and Bobbi Dauderman, founders, Nautilus Plus** Every business owner must read this book. It is the roadmap to building a company that works without the owner doing all the work. **Bill Tutton, founder and president, Tutton Insurance** I loved the message and hands-on exercises in *Get Your Business to Work!* George Hedley understands what entrepreneurs go through: the pain and the glory, and all the issues we face! George not only pinpoints the problems; he also provides the means to the solutions. And he shows us how to find ultimate entrepreneurial success, freedom, and wealth by applying the grounded wisdom found between these pages! **Andrea H. Gold, president, Gold Stars Speakers Bureau; CEO, Dynamic Pathways, Inc.** A powerful book from someone who actually is a self-made entrepreneur should be mandatory reading for business owners and those who aspire to become one. **Guy Johnson, founder and president, Johnson Capital** Entrepreneurs make a number of mistakes getting their businesses to work. This book would have assisted me in avoiding most of those mistakes. As a first-time entrepreneur, you realize that starting a business is not for the faint of heart. This book helps you maneuver your business around potential momentum-changing mistakes. One of the best resources for any entrepreneur looking to stabilize and grow his or her business. **Paul Tabet, founder and CEO, Topline Capital, LLC** By following George's words of wisdom, we had our best year ever and the future looks bright. **Chuck Ciarlo, founder, president, and CEO, Monet Software, Inc.** I wish I had this book when I founded my investment fund management business. It lays out exactly what you have to do to build and grow a profitable company. **Jon Fosheim, president and founder, Oak Hill REIT Management** *Get Your Business to Work!* will help every professional transform, grow, and build his or her practice into a profitable and organized business. **Dr. Sherri Worth, DDS, Cosmetic Reconstructive Dentistry**