



Double Your Profits: In Six Months or Less

By Bob Fifer

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One of the nations' foremost financial consultants shares 78 proven ways to cut costs dramatically, send productivity through the roof, and, in just six months, double profits.

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Editorial Review

From Library Journal

"Double your profits in six months or less," says management consultant Fifer, simply by following his rather Draconian cost-cutting suggestions. Fifer shares his Fortune 500 consulting experiences with these 78 ways to leave your losses, such as eliminating unnecessary management, bidding on supplier goods, paying invoices later, and controlling all expenses at the top. Of this list, 24 are standard customer service and sales rep motivation tips, all more completely covered elsewhere. Furthermore, in today's lean organizations, most of these decisions have already been implemented. Executives now are focusing on the real cost control that comes from unnecessary process steps, rework, and management tampering. Pass on this one.

Dale Farris, Groves, Tex.

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Review

"*Double Your Profits* is terrific ... it's insightful, practical, and comprehensive." -- Larry Bossidy, Chairman and CEO, Allied Signal/Honeywell

A highly readable, eminently common sensical guidepost to success in business. Every chapter is a mini-refresher course on controlling costs, satisfying customers, motivating people, improving profits and building pride. It's a safe bet *Double Your Profits* will be a high-yield investment. --Norman R. Augustine, Chairman and CEO, Martin Marietta

I've given *Double Your Profits* to many colleagues and clients over the last few years. Best book my wife ever gave me. Best common sense business book I've ever read. It's a book that needs to be read periodically by any business owner and their associates. --Ted Fagan, President, Eco Mist Solutions Inc.

I made *Double Your Profits* required reading for all the up and coming assistants I trained. We increased our sales and nearly tripled our profits in one year! This book is one of my top five "must-have" books on business/life. --Mark W. Shelby, CKMS

Mr. Fifer doesn't hold back anything. His sage advice rolls off of every page. If it's time for you to get a wake-up call about your business, this could be the bell. --The Net Review of Business Books

"Simple and straightforward."--Jack Welch, Chairman of GE

From the Back Cover

This peerless profit-boosting guide presents seventy-eight key insights that are notable for their aggressive approach and contrarian perspective. Top consultant Bob Fifer shows how to turn the tables on hardball-playing suppliers and competitors. He also challenges outmoded assumptions and explains why arbitrary budgets are sometimes the best budgets; computers often hinder more than help; bosses are frequently underpaid; customers can often be persuaded to pay more; and suppliers can often be persuaded to charge less. By following Bob Fifer's advice, you'll be able to cut costs to the bone, send productivity through the roof, and double your profits in the space of only six months.

Users Review

From reader reviews:

Gary Lopez:

Why don't make it to become your habit? Right now, try to prepare your time to do the important take action, like looking for your favorite publication and reading a book. Beside you can solve your trouble; you can add your knowledge by the reserve entitled Double Your Profits: In Six Months or Less. Try to stumble through book Double Your Profits: In Six Months or Less as your buddy. It means that it can to become your friend when you really feel alone and beside regarding course make you smarter than ever before. Yeah, it is very fortunated for yourself. The book makes you much more confidence because you can know everything by the book. So , we need to make new experience along with knowledge with this book.

Jacqueline Harding:

Why? Because this Double Your Profits: In Six Months or Less is an unordinary book that the inside of the guide waiting for you to snap that but latter it will zap you with the secret the idea inside. Reading this book alongside it was fantastic author who also write the book in such awesome way makes the content interior easier to understand, entertaining means but still convey the meaning fully. So , it is good for you because of not hesitating having this any longer or you going to regret it. This unique book will give you a lot of benefits than the other book get such as help improving your talent and your critical thinking way. So , still want to hold up having that book? If I were being you I will go to the publication store hurriedly.

Garth McDonald:

Playing with family in the park, coming to see the ocean world or hanging out with buddies is thing that usually you may have done when you have spare time, after that why you don't try factor that really opposite from that. One activity that make you not experiencing tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of information. Even you love Double Your Profits: In Six Months or Less, it is possible to enjoy both. It is good combination right, you still need to miss it? What kind of hangout type is it? Oh occur its mind hangout guys. What? Still don't have it, oh come on its referred to as reading friends.

Marilyn Fox:

Many people spending their time by playing outside with friends, fun activity using family or just watching TV all day long. You can have new activity to invest your whole day by studying a book. Ugh, ya think reading a book will surely hard because you have to accept the book everywhere? It okay you can have the e-book, taking everywhere you want in your Cell phone. Like Double Your Profits: In Six Months or Less which is obtaining the e-book version. So , try out this book? Let's notice.

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