


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:

Ana Steadman:

The book Double Your Profits: In Six Months or Less can give more knowledge and information about everything you want. Exactly why must we leave the good thing like a book Double Your Profits: In Six Months or Less? Wide variety you have a different opinion about e-book. But one aim this book can give many info for us. It is absolutely right. Right now, try to closer with the book. Knowledge or details that you take for that, you can give for each other; you are able to share all of these. Book Double Your Profits: In Six Months or Less has simple shape but the truth is know: it has great and massive function for you. You can appearance the enormous world by open up and read a reserve. So it is very wonderful.

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Steven Ellison:

Reading can called thoughts hangout, why? Because when you are reading a book especially book entitled Double Your Profits: In Six Months or Less your head will drift away trough every dimension, wandering in each and every aspect that maybe not known for but surely will become your mind friends. Imaging each and every word written in a publication then become one web form conclusion and explanation which maybe you never get ahead of. The Double Your Profits: In Six Months or Less giving you one more experience more than blown away your brain but also giving you useful details for your better life in this particular era. So now let us demonstrate the relaxing pattern this is your body and mind are going to be pleased when you are finished examining it, like winning a. Do you want to try this extraordinary investing spare time activity?

Sara Pacheco:

What is your hobby? Have you heard that will question when you got students? We believe that that concern was given by teacher with their students. Many kinds of hobby, Every person has different hobby. Therefore you know that little person similar to reading or as reading become their hobby. You need to understand that reading is very important along with book as to be the matter. Book is important thing to add you knowledge, except your own personal teacher or lecturer. You will find good news or update concerning something by book. Numerous books that can you decide to try be your object. One of them are these claims Double Your Profits: In Six Months or Less.

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