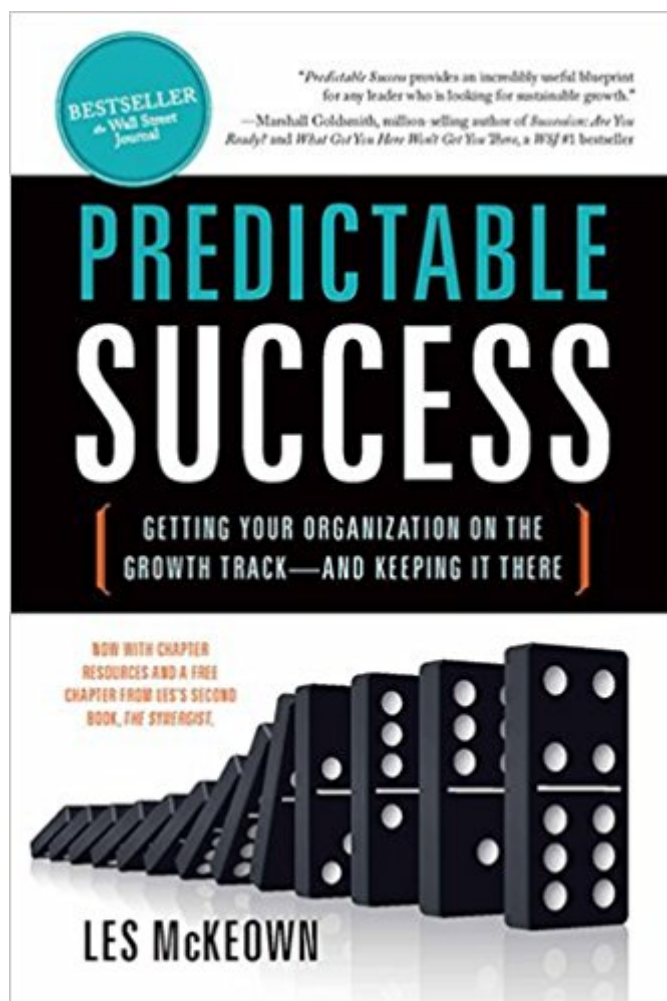


The book was found

# Predictable Success: Getting Your Organization On The Growth Track--and Keeping It There



## Synopsis

FROM THE WALL STREET JOURNAL BESTSELLER No matter what kind of organization you work for, whether it's your own small business or a global Fortune 100 company, your number-one goal is success. Predictable Success takes you step-by-step through a startlingly simple, intuitive, and universal process that shows you how to bring sustained, lasting, predictable success to your organization. Find out where your organization is today and take the uncertainty out of tomorrow as you make the journey towards Predictable Success.

## Book Information

Paperback: 256 pages

Publisher: Greenleaf Book Group Press (March 4, 2014)

Language: English

ISBN-10: 1626340765

ISBN-13: 978-1626340763

Product Dimensions: 14.6 x 0.7 x 9 inches

Shipping Weight: 11.2 ounces (View shipping rates and policies)

Average Customer Review: 4.8 out of 5 stars [See all reviews](#) (53 customer reviews)

Best Sellers Rank: #69,248 in Books (See Top 100 in Books) #21 in [Books > Business & Money > Management & Leadership > Industrial](#) #127 in [Books > Business & Money > Processes & Infrastructure > Organizational Learning](#) #1084 in [Books > Business & Money > Management & Leadership > Management](#)

## Customer Reviews

While it is often easy to see patterns of failure in business, it is very challenging to replicate success. That is why I was so intrigued with the methodology behind Les McKeown's new book Predictable Success. I have engaged with over a thousand entrepreneurs and businesses in my career and Les' insights on how to structure and manage an organization would provide value to every single one of them, from start-up to Fortune 500. Les describes seven stages of the business lifecycle, with Predictable Success being at the peak. First he describes how every business starts out in a struggle to find a sustainable and profitable market for your products/services before your capital runs out. This can take up to three-five years to master and there are pretty much two options- you succeed and move on to the next stage or if your capital runs out you fail, which happens to upwards of 85%+ of all new businesses. I know there are a lot of folks professing bootstrapping strategies, but as Les's model demonstrates, if you run out of capital before you find

that sustainable, profitable market, you will end up in that majority end of the statistics. The compromise: be frugal and scrappy in your expenditures, but still have that capital available to give your business enough time to get its legs underneath it. If you make it out of the early struggle, Les says you get to a high-growth stage called "Fun" (his highly technical term for it). The business grows rapidly, you begin to see the fruits of your labor, but as you grow, your business becomes more complex. Eventually, in your business' growth, you will get to a point where systems and processes are needed and the entrepreneur(s) can't just manage the business viscerally.

[Download to continue reading...](#)

Predictable Success: Getting Your Organization on the Growth Track--and Keeping It There  
Organization: The 7 Habits to Organize Your Day, Productivity, and Focus (organization, success, efficiency, declutter, focus, productive, mind control)  
The B2B Executive Playbook: The Ultimate Weapon for Achieving Sustainable, Predictable and Profitable Growth  
The Innovator's Toolkit: 50+ Techniques for Predictable and Sustainable Organic Growth  
The Founder's Mentality: How to Overcome the Predictable Crises of Growth  
The Founder's Mentality: How to Overcome the Predictable Crises of Growth  
Flat Track (Motorcycle Racing: The Fast Track)  
My Irish Dance Journal: Keeping track of my Irish Dance practice, goals, results, aspirations and lots of other stuff  
Lessons from the Mouse: A Guide for Applying Disney World's Secrets of Success to Your Organization, Your Career, and Your Life  
COACHING :Coaching Questions Powerful Coaching Questions To Kickstart Personal Growth And Success Now ! - Life Coaching, Life Coach, Success Principles, Success Habits- Organization Development: Behavioral Science Interventions for Organization Improvement, 6th Edition  
The Wonder Weeks: How to Stimulate Your Baby's Mental Development and Help Him Turn His 10 Predictable, Great, Fussy Phases into Magical Leaps  
Forward Keeping Their Marbles: How the Treasures of the Past Ended Up in Museums - And Why They Should Stay There  
Predictable Revenue: Turn Your Business Into A Sales Machine with the \$100 Million Best Practices of Salesforce.com  
Predictable Prospecting: How to Radically Increase Your B2B Sales Pipeline [(Predictable Revenue: Turn Your Business Into a Sales Machine with the \$100 Million Best Practices of Salesforce.com )] [Author: Aaron Ross] [Jul-2011]  
The 30 Day MBA in Marketing: Your Fast Track Guide to Business Success (30 Day MBA Series)  
Growth Hormones and Growth Factors in Acromegaly and Beyond: 4th International Workshop on "Highlights in Basic and Clinical Neuroendocrinology", Athens, November 2005: Proceedings  
TOP 101 Growth Hacks: The best growth hacking ideas that you can put into practice right away  
Money: Saving Money: Success: Get More Money & Success In Your Life Now!: 3 in 1 Box Set: Money Making Strategies, Saving Money Strategies & World's Best ... Tips for Personal Finance & Life Success)

