

Best Businesss Ever

United States. Bureau of Animal Industry

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The Second-Best Business Book Ever Written Tom Marks, 2024-07-16 Honesty in thought leadership matters And so does seeing the light Honesty in its purest form is a key characteristic of all thought leaders so I m going to hit you with the truth Many business books today are written for the purpose of winning more business for an author or acquiring new speaking gigs and anyone who fits into that camp is A OK with me It s a smart move But after more than four decades in sales and marketing I m beyond those goals Frankly it feels great that I m not anchored to those intentions anymore I have only one intent in The Second Best Business Book Ever Written and that s to teach the ins and outs of thought leadership to as many people as possible because that s how corporations and the individuals who run them succeed There s a process to becoming a thought leader it's methodical detailed and rewarding After all where s the amusement in being a price chopper Or even a technology leader where the tenure is as short as my nephew s attention span The greatest thought leaders started sharing their thinking 2 500 years ago through the teachings of my four favorites Socrates Plato Aristotle and Aspasia I m going to travel with you down the thought leadership road known as the Via Egnatia from the foothills that rise above Athens to the skyscrapers that tower above Madison Avenue And along the way I m going to show you how I did it for Fortune 500 companies and for small and midsize businesses with a few wild detours along the way By all accounts the Green Bay Packers future Hall of Fame guarterback Aaron Rodgers was born with a rock solid throwing arm and an annoying chip on his shoulder I m no Rodgers fan after all I was born and raised in inner city Chicago and have been a Bears fan since birth but I recognize greatness and Aaron Rodgers is a great football player Some of his other qualities Not so much But these aren t lessons about tackle football They re insights about leadership about what happens off the football field and on a more important playing field about greatness in sales marketing and business and about thought leadership the single most important differentiator in the business playbook Or as Plato not so recently said obviously unaware of Aaron Rodgers s famous retreat into darkness We can easily forgive a child who is afraid of the dark the real tragedy of life is when men are afraid of the light I d like to shed some light on what s required in business but frequently misunderstood What every salesperson needs to know but doesn't always know how to achieve it And what every marketing expert wishes they had in their bag of tricks To simply say that thought leadership is an essential part of the disciplines of market leaders is like saying a stick is an essential part of a Popsicle Well it is assuming you re not interested in taste color packaging name price quality and the beat goes on Tom Marks survived forty seven years in the advertising business and has lived to write about it He s the founder of TMA Peritus one of the leading marketing thought leadership and corporate ethics firms in North America and has won more than sixty five American Advertising Awards for his writing He spent many years on the professional speakers circuit and survived that too His thought leadership workshops for Fortune 500 companies have brought him national acclaim and has made him a favorite among the nation s CEOs It's Your Turn - The Buy a Small Business

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