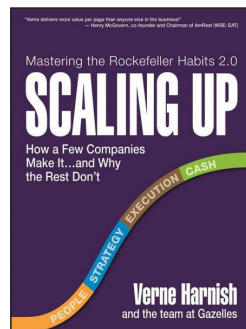


# The Ultimate Business Library

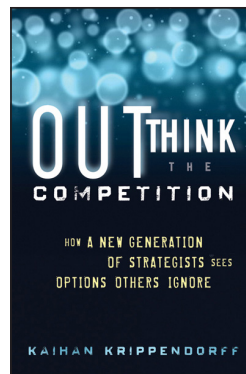
The best books that will help you grow your business.



## Scaling Up

VERNE HARNISH

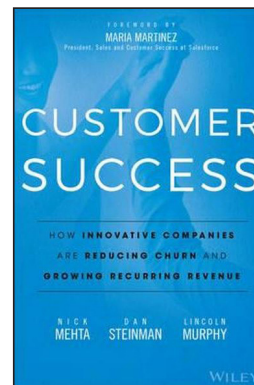
Scaling Up provides an essential framework to build your business. It will help you define your focus and business structure. On top of this, you embed your own core values and systems and develop your own blueprint for business growth. It's easy to read, relevant and packed with practical, useable tools and information – it gets to the point and it makes so much sense!



## Outthink The Competition

KAIHAN KRIPPENDORFF

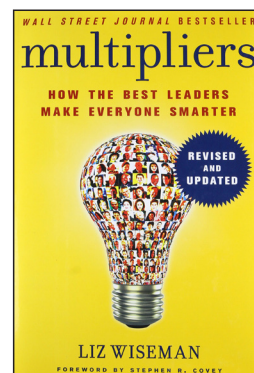
If you want to out-maneuvre your competition then this is the go-to book. It's highly strategic and will help you establish your multiple points of difference. This book looks at companies and the dynamics of business leaders who see opportunities where others don't. It helps you develop disruptive and innovative strategies and provides a clear path to competitive advantage.



## Customer Success

NICK MEHTA, DAN STEINMAN & LINCOLN MURPHY

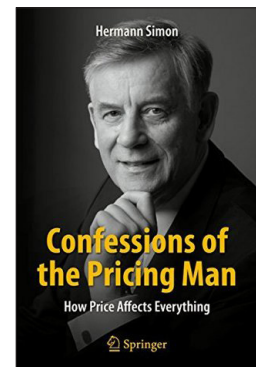
This book explores the idea that business relationships are fundamentally changing and that now, your business success is forever linked to your customer's success. This book is a cutting-edge guide to the exciting new model of customer management. If you have any type of reoccurring revenue business model, this book is the blue print for increasing customer retention and speeding growth.



## Multipliers

LIZ WISEMAN

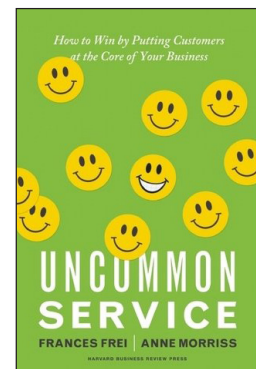
Are you a multiplier or a diminisher? What about the people that work for you? This book is an easy read and essential for anyone who relies on people in their business. It will help leaders unleash smarts and capability in others by inspiring employees to stretch themselves to deliver results that surpass expectations.



## Confessions of the Pricing Man

BY HERMANN SIMON

Learn how to think about pricing from a strategic perspective and how to set pricing. This book explains the impact of pricing decisions and provides you with a toolkit of workable tables that you can easily transfer into Excel spreadsheets. Use these tables within your business to see the value of your pricing decisions.



## Uncommon Service

FRANCIS FREI & ANNE MORRISS

Business is no longer about what we make, but about how we treat people. This book is about how you design excellence into the very fabric of your business to ensure your customers stay the number one priority. Centred on the idea that if your customers love you, they bring more customers. A thought provoking and practical book to help you become customer-centric.

If you are serious about business growth – call Leigh and let's see how we can move your business forward.

Mobile +64 27 412 9051

Email: [leigh@ssbg.co.nz](mailto:leigh@ssbg.co.nz)

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