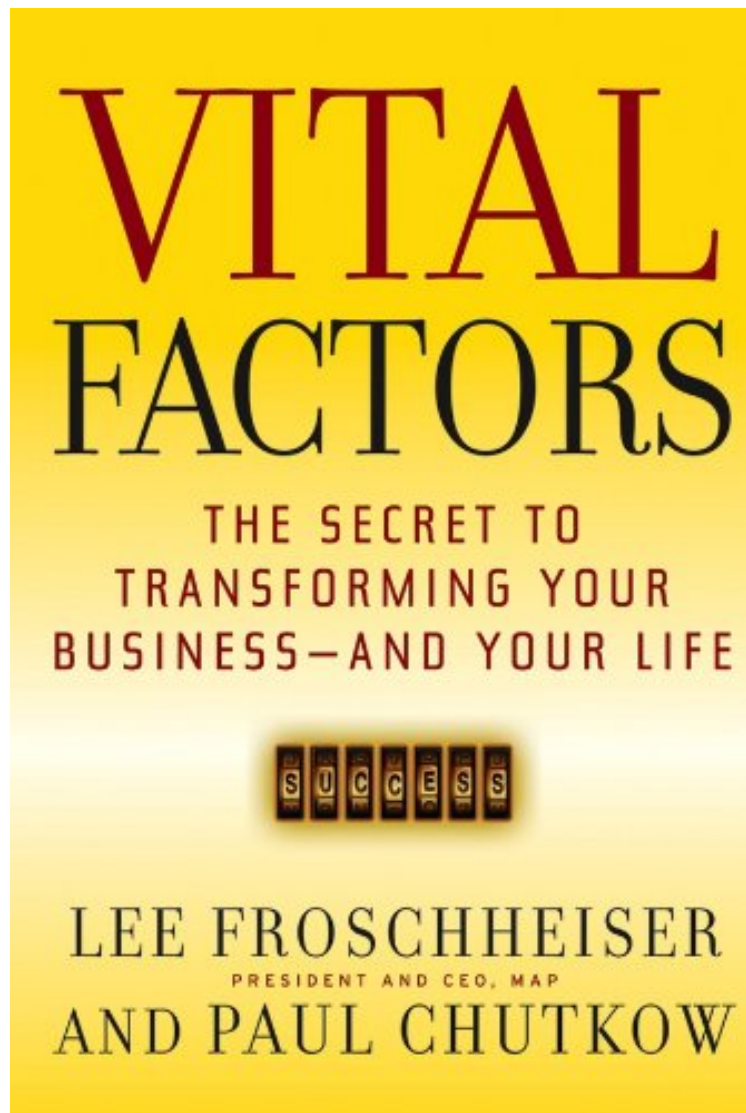


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## **Vital Factors: The Secret to Transforming Your Business - And Your Life (J-B US non-Franchise Leadership)**

*Lee Froschheiser, Paul Chutkow*  
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the consulting business. You cannot take much from this book to use in your business. There are single pages that refer to "MAP" (the author's consulting company) 12 times. MAP this and MAP that. Aaaagggghhhh. Enough already. Hard to finish. I want my money back. 0 of 1 people found the following review helpful. Terrific book. As a business management consultant I utilize ...By John P. Von Thaden III Terrific book. As a business management consultant I utilize many of the concepts and have seen many incorporated into best practices for businesses, I was not aware of the complete MAP process and was impressed with how the elements work together. The book does a great job of providing this direction and insight. I was impressed with the emphasis on personal improvement and leadership modeling that are key parts of the MAP system. If you need assistance implementing new business systems in your business feel free to contact me. 0 of 2 people found the following review helpful. A Must Read for any Serious Small Business Owner By David L. Stein I was a MAP Senior Consultant for 2-3 years back in the late eighties and didn't totally appreciate the value of the overall MAP system that its' creator, Eric Gillberg, MAP founder had passed along to his colleagues until I rejoined the professional management ranks after my short, but most professionally rewarding experience with that very talented group of consultants. The system is simple, pragmatic and extremely rewarding to those who chose to incorporate it into their company culture and, for that matter, their own personal lives. The heart of the system is learning to identify and focus attention on the Vital Factors of the business, rather than the trivial many that tend to clutter our professional lives. The book will also clearly illustrate how the business owner can significantly enhance business productivity, while empowering and motivating their team to become fully engaged in making the business successfully grow, increase revenues and improve profitability -- I know because it worked for me and a great couple of teams that I had the pleasure of being a member.

Praise for Vital Factors "Each story in this book provides a real-world example of the importance of finding ways to continually focus on and perfect your vital factors as a means to be successful in business and in life. Vital Factors brings to life the MAP process to help you figure out what really matters as you seek to enhance your personal life or to transform your business." mdash; Kerry Killinger, chairman and CEO, Washington Mutual "When I first became CEO I was inundated with constant interruptions and distractions. Then I discovered the MAP process. MAP forces you to focus on those core issues that drive an organization and eliminate the extraneous. Vital Factors shows the reader how to overcome these challenges through the stories of people who succeeded." mdash; John V. Shields, chairman emeritus, Trader Joe's Company "Vital Factors brings to life the power of concrete concepts that create consistency and results. I entrenched myself in these MAP principles early in my career, and years later I used them to develop my leadership team and transform our organization." mdash; Joseph V. Haggerty, chief operating officer, United Way of America "Vital Factors captures the winning formula to run any size business or organization. The real-world examples mdash; provide insight that will help you grow as a leader and advance your career. It is mandatory for all of my senior leaders." mdash; David Berman, vice president of worldwide sales and service, WebEx Communications, Inc. "Vital Factors is a valuable tool for all leaders and teams. It has provided our organization with a simple disciplined process to transform our business from being 'action focused' to 'results focused.' Vital Factors is now part of our culture and used by every employee; the linkage to results is incredible. Focus, discipline, communication, and accountability are driving positive results!" mdash; Sharon Stein, senior vice president, Ceridian