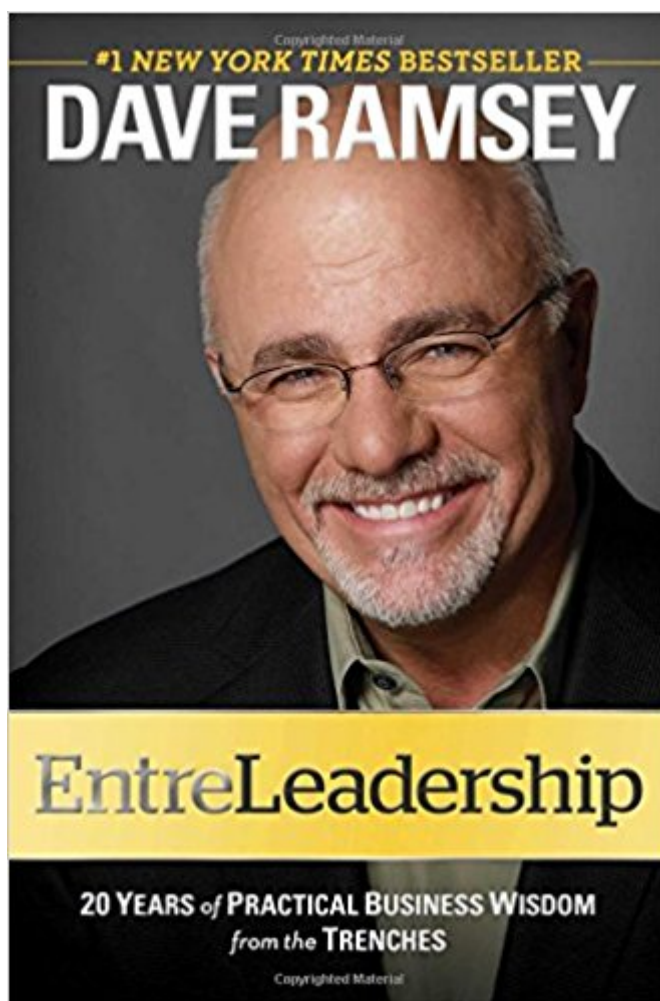


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# EntreLeadership: 20 Years Of Practical Business Wisdom From The Trenches



## Synopsis

From New York Times bestselling author and nationally syndicated talk radio host Dave Ramsey comes the secret to how he grew a multimillion dollar company from a card table in his living room. Your company is only as strong as your leaders. These are the men and women doing battle daily beneath the banner that is your brand. Are they courageous or indecisive? Are they serving a motivated team or managing employees? Are they valued? Your team will never grow beyond you, so here's another question to consider. Are you growing? Whether you're sitting at the CEO's desk, the middle manager's cubicle, or a card table in your living-room-based startup, *EntreLeadership* provides the practical, step-by-step guidance to grow your business where you want it to go. Dave opens up his championship playbook for business to show you how to:

- Inspire your team to take ownership and love what they do
- Unify your team and get rid of all gossip
- Handle money to set your business up for success
- Reach every goal you set
- And much, much more!

## Book Information

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## Customer Reviews

"Full of excellent anecdotes and practical tips on entrepreneurship, hirings and firings, and leadership at its best. This book is quintessentially Ramsey." —Stephen R. Covey, author, *The 7 Habits of Highly Effective People* (Stephen R. Covey, author, *The 7 Habits of Highly Effective People* and *The Leader in Me*) "Dave Ramsey's *EntreLeadership* speaks right to the heart of business leaders, showing not just the how to, but also the

Why to that apply to any sized business, from a garage-based startup to a powerhouse market leader. And by the way, I'm the biggest Dave Ramsey acolyte ever!

• Dr. Arthur B. Laffer, economic advisor to President Ronald Reagan (Dr. Arthur B. Laffer, economic advisor to President Ronald Reagan)

“Entrepreneurs are needed in America now more than ever • but there's a big difference between starting a company and leading one. And there's an even bigger difference between a company that's valuable and one that has values. But Dave has figured out the recipe to being both things at once, and his lessons are invaluable.”

• Glenn Beck, #1 New York Times bestselling author (Glenn Beck, #1 New York Times bestselling author)

“Dave Ramsey has taken commonsense leadership principles and made them uncommonly practical, useful, and life changing. His straightforward and plain-talk approach is refreshing. Even more admirable is that his advice is not a bunch of leadership fru-fru fluff, but it's solid and substantive.”

• Mike Huckabee, former governor, FOX News host (Mike Huckabee, former governor, FOX News host)

“Every entrepreneur is searching for the elusive formula that perfectly blends the creativity of the start-up with the leadership qualities to guide a growing team. Dave Ramsey reveals the ingredients in *EntreLeadership*, a guide for the complete business leader.”

• S. Truett Cathy, founder and CEO, Chick-fil-A, Inc. (S. Truett Cathy, founder and CEO, Chick-fil-A, Inc.)

“Throughout my career, I've been blessed to spend time with millions of quality leaders at practically every level of every industry • and I haven't met one yet that could not benefit from the clear, practical business principles Dave lays out in *EntreLeadership*!”

• John Maxwell, New York Times bestselling author (John Maxwell, New York Times bestselling author)

“Wisdom equals knowledge plus scars. If it is your passion to be successful in business, it would be foolish not to listen to the wisdom of someone who has done so for decades. As I read, I kept thinking, Yes! This is right on the money!”

• Jeff Foxworthy, comedian, television and radio personality, author (Jeff Foxworthy, comedian, television and radio personality, author)

“Dave Ramsey is a straight-shooting, no-nonsense, faith-anchored blessing to our world. Each time he speaks, millions of us listen up and learn. Dave leads one of America's most successful organizations. Learn from his common sense counsel. You'll be glad you did.”

• Max Lucado, New York Times bestselling author (Max Lucado, New York Times bestselling author)

“How do I know Dave Ramsey's *EntreLeadership* book can help every small business? Because my son, as CEO of our company, attended Dave's *EntreLeadership* ultimate business experience and applied the principles in our company with dramatic results. The difference is bigger than black and

white! – the difference is between red and black!

• Zig Ziglar, motivational speaker, New York Times bestselling author (Zig Ziglar, motivational speaker, New York Times bestselling author)

“Over a thousand Hobby Lobby employees have proudly benefited from Financial Peace University for several years. Now I am excited to learn about EntreLeadership, which provides great insight on how to become a successful Entrepreneur leader.

• David Green, CEO and founder, Hobby Lobby Stores, Inc. (David Green, CEO and founder, Hobby Lobby Stores, Inc.)

“I love this book! One minute Dave sounds like a Harvard prof, and the next minute he is coming at you like an alley fighter! Either way you will wind up being a better leader.

• Bill Hybels, senior pastor, Willow Creek Community Church (Bill Hybels, senior pastor, Willow Creek Community Church)

“You know Dave Ramsey as the financial genius on television and radio who doles out those excruciatingly practical nuggets of wisdom. But there’s way more to Dave than financial advice. Meet Dave Ramsey, the business pioneer and entrepreneur. Dave leads a world-class organization filled with some of the sharpest young leaders you will find anywhere. And in EntreLeadership, he tells us how he did it. Thanks, Dave!”

• Andy Stanley, Founding Pastor, North Point Community Church (Andy Stanley, Founding Pastor, North Point Community Church)

“Popular talk-show host and bestselling author Ramsey shoots business leadership advice straight from the hip in a substantive title refreshingly devoid of theory. Decent advice for small-business entrepreneurs.”

• Kirkus Reviews (Kirkus Reviews)

Dave Ramsey is America’s trusted voice on money and business. He’s authored three New York Times bestselling books: Financial Peace, More Than Enough, and The Total Money Makeover. His latest book, EntreLeadership, releases in September 2011. The Dave Ramsey Show is heard by more than 4.5 million listeners each week on more than 500 radio stations. Follow Dave on Twitter at @DaveRamsey and on the web at DaveRamsey.com.

There is so much to like about this book. I’m a small business entrepreneur and his advice will work for a team of two or three just as much as a team of 2000. I think the only thing I don’t like is he forgets what it was like to be doing one’s own books and there isn’t any suggestion to get someone on board who can do them for you when you grow beyond your simple spreadsheet. If you don’t know what you don’t know, it’s hard to realize when you’re in over your head!

There is a lot of great material in this book. It’s told more as a personal experience and how you can

apply his experience and those of other Entreleaders to the various aspects of your business. This is definitely a leadership and business book to keep as a periodic reference. Unfortunately, I read this book when I did not hold a leadership position nor did I have my own business. But that does not mean that I don't apply some of the more important principles like integrity and honesty in my roles. I'm a big fan of Dave Ramsey and his show because he doesn't sugarcoat or dance around serious topics. I hope you enjoy the read.

I really enjoyed this book. It's nice to hear from someone who has some practical advice for running a business. We have been in business for over 25 years, and the take-away from this book was still extremely helpful. Relationships can be difficult, and Dave's practical advice, based on experience, gave me much confidence in making decisions.

This book is awesome. That's got a ton of great information for business owners and leaders. There's so much to implement. I've gone back to this book and the website multiple times to create vision, mission, and next I need to work on core values. The chapter on hiring staff is awesome. The entreleadership podcast is a really awesome supplement to this

Great practical business book! Real, useable advice. Good reminder for those with experience and great way to learn business from an entrepreneurial perspective. Highly recommend, especially if you're in business for yourself. Bought three more for my kids!

Working in a government job many of these principles are difficult to apply because it requires that you think a little more and comply with federal rules. This book is Dave's testimony and applying Godly principles to business is a big deal. I compare it to God's tithe. Do you want to manage all 100% of your money or in obedience give God the first 10% and have him bless the remaining 90%? The same goes with your time and relationships as an EntreLeader. Offer that first 10% of everything back to God (who ordains each of your days in the first place anyway) and test his blessing on the remaining 90%. Give credit and praise to God as he blesses the work of your hands.

If you are interested in entrepreneurship this is a great book! There are many great life and business lessons to take away so be sure to take notes.

I own a small business that currently has 3 employees and is rapidly growing. I read this book a

year ago at the recommendation of another small business owner and found it to be the most helpful book I've ever read on business, though the *Ã* *Â* *The E-Myth Revisited: Why Most Small Businesses Don't Work and What to Do About It* *Ã* *Â* is a very close second. I've read dozens of business books and this is the best. Every single one of his chapters sets a solid framework for the essential elements of running a business. It starts with setting goals and making them clear and trackable. He give tips for prioritizing and time management. He helps with how to hire employees, train them, communicate to them, encourage them, compensate them and fire them if necessary. He goes through marketing, sales, accounting, financing, and vendors. Basically, every single aspect to running a business is covered, and Dave walks you through step by step how to implement these principles. If I hadn't read this book last year, there's no way I would be where I am today. I wouldn't have had a plan, been able to motivate employees, or handle the growth we experienced. I even had one of my employees read certain chapters of this book throughout the year to get us on the same page and help him grow in his leadership capabilities. I'm planning to read it again this year in order to try to take my business to the next level again. I compiled in the back a list of other books that he cited in the book as I read - in itself it is a great bibliography for business and leadership. And be sure not to miss the bonus chapters online, they're just as good as the rest of the book. I highly recommend this book to anyone who owns a business or is in management to any degree.

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