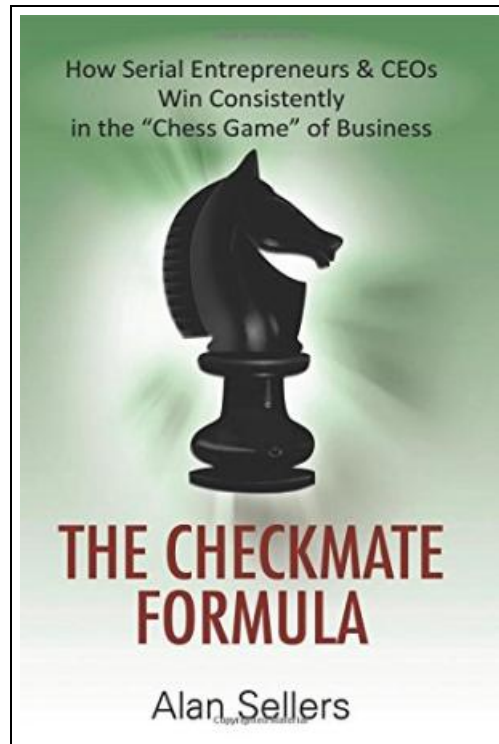


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Outskirts Press, 2015. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.THE CHECKMATE FORMULA Is there a formula for business success, or is it luck? Turns out that patterns exist. Up your game and beat the odds ! Learn how repeat business winners consistently find power, success, answers gold. Seasoned C-Suite businessman and CEO institute professor Alan Sellers spent three decades in the real world with billionaires, entrepreneurs, founders, Fortune 500 executives, financiers and industrialists searching out the answers to two questions: What are the essential elements in business that dictate success or failure, and how do repeat winners keep winning? In a novel compelling approach to understanding the world of business, the author identifies and deciphers four important patterns: least common denominators in business known as Forest-Level Truths; patterns in the challenges one confronts; patterns in the nature of what makes for effective solutions to those challenges; and patterns in the winning techniques of grandmasters. Through the eyes of serial winners, the book uses analogies to the game of chess and world of art, as well as stories examples from the best talents in history, to take the reader on a colorful journey that captures secrets of success in the brief Grandmaster s Mantra and powerful result-generation protocol known as The Checkmate Formula. Grandmasters in business perceive reality --- and feel, think and act --- differently than most of us. The book unravels their approach to see why they re special, including: -The Great Awareness, which shows how the greatest business minds view the world differently. -The Great Enabler and Dichotomy Pattern, key ways they think differently, and you can, too. -The Decryption Key, a force multiplier you can use to unlock the power of vast resources and achieve a high Effectiveness Quotient. The...

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