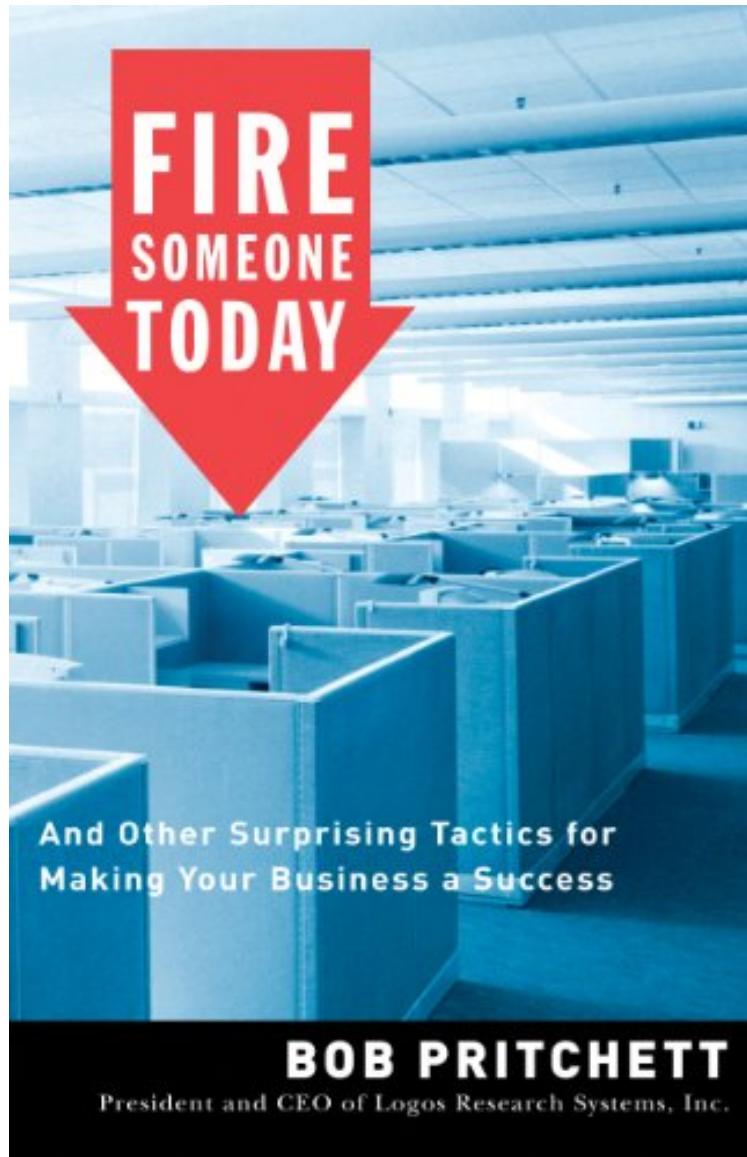


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# Fire Someone Today: And Other Surprising Tactics for Making Your Business a Success

*Bob Pritchett*

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**Bob Pritchett : Fire Someone Today: And Other Surprising Tactics for Making Your Business a Success** before purchasing it in order to gage whether or not it would be worth my time, and all praised Fire Someone Today: And Other Surprising Tactics for Making Your Business a Success:

22 of 22 people found the following review helpful. Conversation, Down-to-Earth, Practical. A Great Read!By Jacob and Kiki HantlaBob Pritchett, CEO of Logos Research Systems, writing in a conversational tone, has given an

excellent book filled with advice for entrepreneurs, for small business owners and managers. His chapters, however, are filled with such down-to-earth practical advice, that I suspect anybody could benefit. Pritchett claims that his only qualification to writing this book is that he's an entrepreneur (like his target audience); he's not CEO of any fortune 500 companies (but then again neither are you or I); he isn't the one-in-a-million super success stories (neither are you or I); he doesn't claim to have THE secret to success (THE secret doesn't exist so don't buy the books that claim to have it). What he has is life experience as a modestly successful entrepreneur who has lots of mistakes behind him. I found that the pages flew by. I never found myself awed by his intelligence or genius but I often found myself amazed by the simplicity of his advice that I may not have thought of had they not been put on paper in front of me. He makes you take a step back from the busy-ness and status quo of the small-business-owner's day and gives you advice that you need to hear but probably won't if you ask those closest to you. So basically, I found this to be a helpful, refreshing, and easy read. Finally, and this is what makes this book truly a success in my mind, since the advice is so specialized so as to apply only to upper management in major corporations, the concepts that he discusses apply to anybody who will ever be in a position of leadership. Most, but not all, of the application in the book is within a small-business context, but since he discusses strategies rather than specific application, much of the content is applicable to any leadership arena no matter how big or how small. PS As an added benefit, if you're a user of Bob's product (I am, and in my opinion it is the best Bible software made), reading this book will help you understand why Logos is how it is. 0 of 0 people found the following review helpful. Great advice. No fluff. By Noorss I work at Endeavor where successful entrepreneurs and business business people mentor upcoming entrepreneurs to help them scale up their business. These sessions are usually eye-opening. If being an entrepreneur is like walking through a tunnel with a flash light, these mentoring sessions are like turning on the flood lights for the entrepreneurs. This is a really good book that imparts some great advice from someone who lived through them. I really like that Bob shares the advice in a direct way, without fluff, and shares stories from his business on how he made mistakes and how applying the core of the lessons yielded better results. The book is easy to read and is fun. I found myself looking forward to picking up the book to read the next chapter/lesson. It really was like sitting having lunch with a wise and experienced entrepreneur and learning a lesson each time. One of my favorite books of all time. 0 of 0 people found the following review helpful. GREAT book! By Sheila M. Frazier This book was a fun, quick, interesting read! I was recently intrigued by an amusing ad seeking an Exec. Asst. for Mr. Pritchett, so I ordered the book to get a little insight into the man, his style, and his philosophies.....AND, I loved the title - Fire Someone Today: And Other Surprising Tactics for Making Your Business a Success. I must say that I am now sorry I did not apply for the EA position as I am certain Mr. Pritchett is a great boss! This clearly is a man who loves his "baby" (his company), but has made mistakes along the way in growing that baby. There are not a lot of business owners who will: 1. step back, reevaluate, and ADMIT to mistakes made; 2. CORRECT those mistakes; and, 3. honestly SHARE his experiences in a way that is not only engaging and entertaining but so very informational! While I am not a business owner and read it from an employee's perspective, I was encouraged to see there are people out there who do care whether their employees are growing and happy and more importantly, in a position where they can provide the maximum contribution to the business. It also gave me additional insight into the struggles of an entrepreneur - the steps forward and (sometimes) the slide back to "square one." Mr. Pritchett leads a company that is considered one of the best places to work in Bellingham, WA. After reading this book, I can see why!

Should you take the time to visit customers and suppliers in person? Absolutely. Who makes the best accountant? A pessimist. What do you do with a good employee who is a jerk? Fire him! Whether you are a young company that's just starting out or a mature business looking to grow, Bob Pritchett's hands-on advice and practical examples are a must-read for every manager, business owner, and entrepreneur. Inside this book, you will not find Thirteen Incontrovertible Laws of Excellence. You won't find motivational clichés to frame and put on your desk. And there are no step-by-step instructions for writing a business plan. Instead, in *Fire Someone Today*, you'll read what Pritchett has discovered through his years of experience as an entrepreneur and small business owner. It is a book about what to do, what not to do, and why. For your business, it could be that one piece of advice that makes all the difference . . . and even give you a few laughs along the way. "A year's worth of lunches with someone who has been way down the road and taken a lot of lumps." ?Guy Kawasaki, Author, *The Art of the Start* "Made you think! And that's more than you can hope for from the typical business book, that's for sure. Everyone who manages anyone needs to think about the stuff inside." ?Seth Godin, Author, *All Marketers are Liars* "Bob Pritchett has written a classic for anyone running or starting up a small to mid-sized business. There's compelling information on every page." ?Pat Williams, Senior Vice President, Orlando Magic "Fire Someone Today is a breakthrough for those of us who hate wading through theoretical business books." ?Kevin Cable, Cofounder, Cascadia Capital