

The Dan Sullivan Question

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working in the financial services industry for the past decade michael zechmann has met a lot of people looking to make some extra money right now usually they aren t looking for a new job or to switch careers they just need to make more money this includes retirees stay at home parents or the average working family trying to save extra money more money now teaches

everyone how to find multiple ways to make money that they will actually enjoy doing

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through those connections

physician heal thyself market of one is a long overdue challenge to why an industry which prides itself on differentiating its clients brands is so averse to differentiating its own rory sutherland vice chairman ogilvy uk the best way to beat the competition is to not have any to find a space no one else can occupy market of one is a roadmap to get your agency to that rarefied place greg hahn co founder mischief no fixed address the agency market isn't oversupplied it's under differentiated market of one is the essential guide for agency leaders who refuse to compete on price and instead want to stand out attract better clients and build a renowned high margin business by breaking free from so called best practice in positioning culture sales and pricing you'll inspire your team improve your work and create an agency that your competitors envy packed with candid truths powerful reframes and just enough healthy scepticism market of one offers you a step by step roadmap that's both strategic and personal blending commercial insights with the practical realities of agency life it's your opportunity to design the agency you've always wanted to run robin bonn is the ceo of co definery one of the world's leading consultancies specialising in agency positioning from renowned global networks to the world's top independents he's repositioned close to 150 agencies and coached dozens of senior leaders he's also the host of the immortal life of agencies podcast and a columnist for marketing week

have you ever had a new idea or a goal that excites you but not enough time to execute it what about a goal you really want to accomplish but can't because instead of taking action you procrastinate do you feel like the only way things are going to get done is if you do them but what if it wasn't that way what if you had a team of people around you that helped you accomplish your goals while you helped them accomplish theirs when we want something done we've been trained to ask ourselves how can i do

this well there is a better question to ask one that unlocks a whole new world of ease and accomplishment expert coach dan sullivan knows the question we should ask instead who can do this for me this may seem simple and it is but don't let the lack of complexity fool you by mastering this question you will quickly learn how billionaires and successful entrepreneurs like dan build incredible businesses and personal freedom this book will teach you how to make this essential paradigm shift so you can build a successful business effectively while not killing yourself immediately free up 1 000 hours of work that you shouldn't be doing anyway bypass the typical scarcity and decline of aging and other societal norms increase your vision in all areas of life and build teams of whos to support you in that vision never be limited in your goals and ambitions again expand your abundance of wealth innovation relationships and joy build a life where everything you do is your choice how you spend your time how much money you make the quality of your relationships and the type of work you do making this shift involves retraining your brain to stop limiting your potential based on what you solely can do and instead focus on the nearly infinite and endless connections between yourself and other people as well as the limitless transformation possible through those connections

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