

Step Up!: How to Win More and Lose Less in Business!

By Daniel Grissom

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STEP UP! - 6 steps make 80% of the difference in the improvement and achievement of superior results. YOUR COMPETITION HAS STEPPED-UP, SHOULD YOU? In STEP UP! Daniel identifies the critical challenges facing sellers,street-smart strategies and shows you how to work smarter, not harder. As well, the author provides a collection of "classic quotes" from other leaders in the field of excellence including his mom. Every idea, tip and suggestion in this book is focused on helping individuals and organizations improve their performance and results. All of the content is the result of many years of research, interviews and personal experience. So, the advice is not mere theory; it's the real deal on results! It's the book for achieving business excellence. for achieving business excellence.

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Editorial Review

Review

Daniel is a unique blend of business thinker and personal motivator. He helped our organization. I recommend you read this book!

About the Author

Daniel Grissom is a business graduate from Michigan State University and an MBA from Atlanta University School of Business. Grissom holds a CPBA, CPVA and CAIA - certifications which enable Grissom to accurately identify the DNA of sellers/leaders and organizations using a series of assessment tools. Grissom has delivered business seminars to Google, IBM ExxonMobil and countless other blue-chip companies across 3 continents.

Dr. Kimbro is known as one of the most insightful and scholarly writers in the field today. As a lecturer & researcher in the field of management, entrepreneurship & human potential, he encourages his readers to look within to extract the keys that underlie all accomplishment. Dr. Kimbro studied the methodology of Napoleon Hill, author of Think and Grow Rich. Dr. Kimbro decided to do what Hill had done in the 1930's. He developed a survey to use among peak performing black Americans. Two years later, he learned from the Hill Foundation, that Hill himself, had drafted a book in 1970 that explored the identical question and had written nearly 100 pages on the subject, which turned out to be his last. The Hill Foundation commissioned, Dr. Kimbro to update and complete Hill's original manuscript. Think and Grow Rich: A Black Choice, the results of Dr. Kimbro's and Hill's efforts, distills the secrets of success contained in the lives of peak performing men & women.

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