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**MICHAEL E. GERBER**

*Author of the Bestselling **The E-Myth Revisited***

# E Myth Mastery

**Michael E. Gerber**



## **E Myth Mastery:**

**E-Myth Mastery** Michael E. Gerber, 2005 The bestselling author of phenomenally successful and continually vital *The E Myth Revisited* presents the next big step in entrepreneurial management and leadership with *E Myth Mastery* A practical real world program that is implemented real time into your business Gerber begins by engaging the reader in understanding why the entrepreneur is so critical to the success of any enterprise no matter how small or large it may be and why the mindset of an entrepreneur is so integral to the operating reality of the organization of the small business and the enterprise He then covers seven essential skills Leadership Marketing Money Management Lead Conversion Lead Generation Client Fulfilment Each of these seven skills is presented through a specific training module with corresponding tests and exercises that explain the content and principles to be learned provide case studies and examples as well as worksheets for applying those ideas to the business Gerber ties it all together by helping readers put the pieces together in an *E Myth Business* an *E Myth Practice* and an *E Myth Enterprise* This is the book that will show you the difference between being an entrepreneur versus doing a job how to get money when the bank won't give it to you how to expand your customer base when big business moves in down the street how to develop the best people when you can't afford to pay them competitive wages how to increase the predictability of what your business is able to promise and then how to keep that promise every single time no matter where you are or what you're doing *Mastery is a business development program that helps you turn your company into a world class operation into a turn key money machine*

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**Summary of Michael E. Gerber's E-Myth Mastery** Everest Media, 2022-04-23T22:59:00Z Please note This is a companion version not the original book *Sample Book Insights* 1 The first and most important commitment to the extraordinary is personal A true *E Myth* entrepreneur on her way to building a *World Class Company* is committed to seeing herself as she really is beyond the optimism focused passion and willingness to take risks that are common to all 2 The journey to find the entrepreneur begins with understanding what entrepreneurship is and what it means to you It is not a trait quality or characteristic possessed by a rare few It belongs to each and every one of us It is a legacy a birthright which we are free to ignore claim or reject 3 The *E Myth* is the entrepreneurial myth It says that most small businesses fail because

they are not founded by entrepreneurs but by technicians suffering from an entrepreneurial seizure 4 The E Myth says that all technicians anyone who does technical work of any kind make the same fatal assumption that because they understand how to do the technical work of their business they understand how to build a business that does that work However this is untrue *The E-Myth Contractor* Michael E. Gerber,2009-03-17 With *The E Myth Contractor* Michael E Gerber launches a series of books that apply the E Myth to specific types of small businesses The first is aimed at contractors This book reveals a radical new mind set that will free contractors from the tyranny of an unprofitable unproductive routine With specific tips on topics as crucial as planning money and personnel management *The E Myth Contractor* teaches readers how to Implement the ingenious turnkey system of management a means of creating a business prototype that reflects the business owner s unique set of talents and replicating and distributing them among employees and customers Recognise and manage the four forms of money income profit flow and equity Harness the power of change to expand the company The book also provides help on a larger level leading readers towards becoming business visionaries by relinquishing tactical work and embracing strategic work by letting go to gain control Once put into action Gerber s revolutionary ideas promise not only to help contractors build successful businesses but successful lives as well [The E-Myth Enterprise](#) Michael E.

Gerber,2009-06-23 This excellent book is a must read for current and aspiring entrepreneurs Booklist Discover how to turn a great idea into a thriving business with *The E Myth Enterprise* using the proven methods that bestselling author Michael E Gerber has developed over the course of his more than forty years as an entrepreneur and coach Michael E Gerber is THE 1 name in small business and his company E Myth Worldwide boasts more than 52 000 business clients in 145 countries *The E Myth Enterprise* shows readers how to get started because simply coming up with a brilliant business idea is the easy part

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