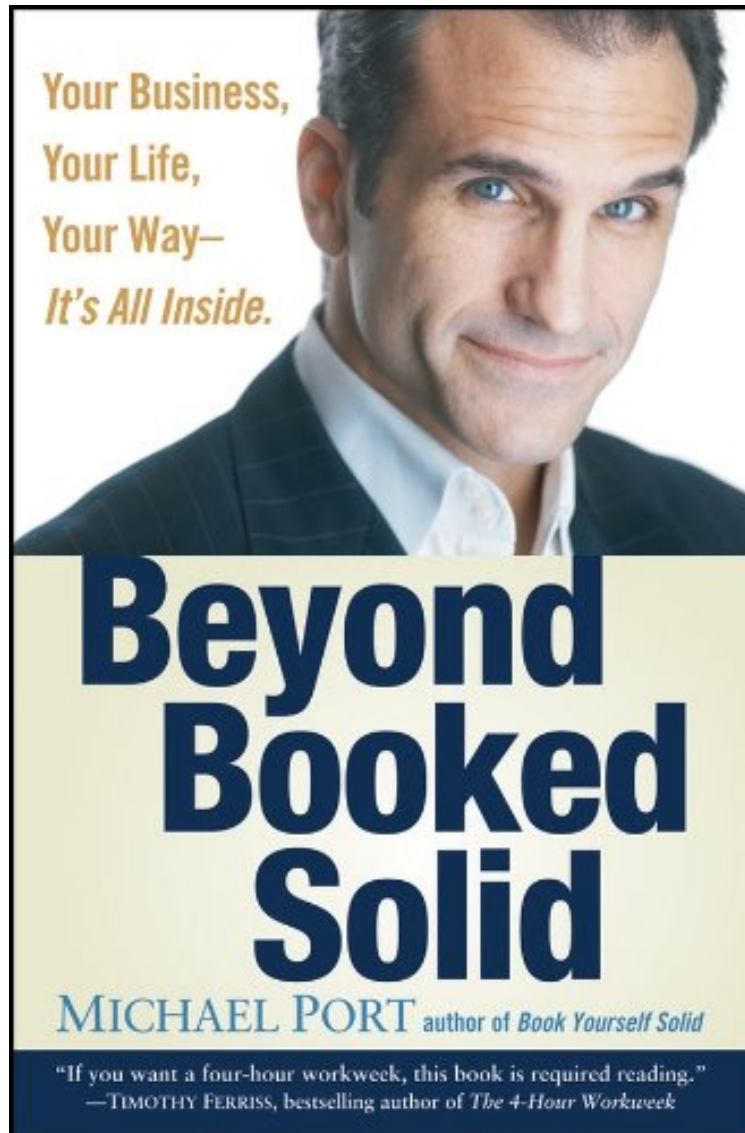


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Beyond Booked Solid: Your Business, Your Life, Your Way--It's All Inside

Michael Port

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Michael Port : Beyond Booked Solid: Your Business, Your Life, Your Way--It's All Inside before purchasing it in order to gauge whether or not it would be worth my time, and all praised Beyond Booked Solid: Your Business, Your Life, Your Way--It's All Inside:

7 of 8 people found the following review helpful. Super SequelBy Kindle CustomerMichael Port's first book, Book Yourself Solid, was a terrific book. His latest is even better. There is so much to like about this book. It is refreshing to see an author stretch himself by writing a sequel that is a real extension to the predecessor. So many authors churn out

books regurgitating that they have previously said. This book truly goes "beyond" his earlier book. Kudos, Michael Port, for being a true sequel writer. A second strength is the very thoughtful order in which this new material is presented. The table of contents alone has great value as a checklist for business success. And, the case studies placed at the end to reinforce the learning points presented in the book was a great idea. A third strength is the beautiful balance between sound business advice and worthwhile personal advice. As one that so believes the quality of one's business is a reflection of the quality of one's life, the author is to be congratulated for bridging the gap between business and personal attitude. A fourth strength is the quality of the advice offered. Having spent 25+ years as a business consultant, I am frequently appalled at the quality of advice given in books aimed at the same market as this one. I found not one point that I would debate in the 200 pages. Not a single one. I could go on and on. But, suffice it to say that I strongly recommend this book as a foundational philosophy for any entrepreneur, as well as for professionals in the large professional service organizations (e.g., law firms, accounting firms, etc.). Although the book was seemingly not targeted for the latter group, I believe that professionals in large firms could benefit by adopting Port's philosophies.

1 of 1 people found the following review helpful. Amazing guide for systematizing your business. By Daniel Barrett
This book really helped me when I needed it most. I was overwhelmed, working too much, and constantly anxious that my business would spin out of control. This book did a great job of taking an overwhelming task - systematizing a business that had relied entirely on my own skill and expertise - and breaking it down into easily manageable parts. It's awesome. If you're having issues dealing with the amount of work you're creating, get this book, read it, and read it again. 15 of 16 people found the following review helpful. Great concepts, light on action steps
By Gen of North Coast Gardening[[VIDEOID:30077991]] I loved Book Yourself Solid and liked how practical it was. This book was still a very valuable read, but some of his terminology could have been used more clearly, and I wish that he's provided better take-aways as to specific actions readers can take right now after reading this book. I'd recommend this book if you want to think about yourself and your business differently, but if you are in the mood to actually take some step by step actions right now, save this book for when you are in a contemplative or planning phase of your business.

In *Beyond Booked Solid*, Michael Port returns with new tactics for growing your business even bigger. Port's *Book Yourself Solid* was a huge hit among professional service providers and small business owners who learned to master the art of attracting clients and keeping them happy. In this book, he helps your business keep growing by taking the next step, beyond booked solid. That means maximizing your business while working less and earning more. This is the ultimate guide for your growing business.

From the Inside Flap
Michael Port's *Book Yourself Solid* was a huge hit among professional service providers and small business owners. With that book, thousands mastered the art of attracting tons of new clients and keeping them happy. But the tactics and strategies Port introduced in *Book Yourself Solid* worked too well! Today, many readers simply have more clients than they can handle. But, with every new success comes a new challenge. Port solves this problem with a revolutionary plan for gracefully upping your business to the next stage of success—*Beyond Booked Solid*. That means growing and expanding your business from a small operation that takes all your time and energy just to stay afloat to a bigger, better business that pays you more while you work less. You've worked so hard to build your business and earn the trust of your clients that you probably can't imagine letting go. But you can't truly grow your business if you're doing all the work yourself. How do you do it? Here you'll find innovative strategies for tweaking, designing, and arranging your business in ways that allow you to relax and work less while the business grows reliably and automatically. If you're booked solid now, or on your way, here's how you can enter a new realm of consistent, predictable growth and profit. Inside, you'll discover the four criteria necessary for building a business that goes beyond booked solid—profitability, scalability, excellence, and leverage—and exactly how to develop those criteria. In addition, *Beyond Booked Solid* will show you how to: Innovate for continuous growth with less work Cultivate the right attitude for continued success Double, triple, or even quadruple your sales Find sources of easy passive and leveraged income Systematize the business so it doesn't need you every day Delegate administrative dirty work to others Design your business so that it serves your ultimate lifestyle Packed with fresh tips, strategies, techniques, and resources, this one-of-a-kind business guide lets you make the transition to the next stage of business development and growth. For professional service providers and small business owners, there's nothing like the feeling that comes with being booked solid. Now, you can take the next step to long-term prosperity with *Beyond Booked Solid*.

From the Back Cover
Praise for: *Beyond Booked Solid* "If you want a four-hour work week, this book is required reading." —TIMOTHY FERRISS, bestselling author of *The 4-Hour Workweek* "If you liked *The E-Myth*, you'll love *Beyond Booked Solid*. Port's new book is required reading for all entrepreneurs." —Michael E. Gerber, author of *The E-Myth* "Many business advice books are like certain kinds of Chinese food—you read them and an hour later you're hungry again. By contrast, *Beyond Booked Solid* is like soul food. You read it, you come back for seconds, and finish it satisfied and happy, looking forward to the day when Michael Port writes his next book." —Ben Dattner, PhD, Adjunct Professor of Organizational Psychology, New York University "In *Beyond*

Booked Solid, Port offers you an opportunity to capitalize on one of the most underappreciated assets in business—leverage. And he shows you how to do it with authenticity."—Keith Ferrazzi, bestselling coauthor of *Never Eat Alone*"Michael Port has bridged the gap between professional and personal success. His book generously shares tips and techniques that will help you manage a successful life, much more difficult than it sounds. This is the perfect complement to *Book Yourself Solid*. If you wish you had more time and happiness in your business life, this book will make it come true."—Tim Sanders, author of *Love Is the Killer App*"Michael Port doesn't just talk about this stuff. He lives it!"—Seth Godin, author of *Meatball Sundaes*"If you want bigger revenues and profits, then *Beyond Booked Solid* is the book to read when you're tired of thinking small. It's a masterpiece because you will never think about your business (or your life) in the same way again. I highly recommend it for those who want to understand how to go from doing it all themselves to running a highly successful enterprise with no limit on what is possible."—Dr. Tony Alessandra, coauthor of *The Platinum Rule*"*Beyond Booked Solid* takes you beyond perspiration to inspiration. It is an innovative guide to the power of leverage; the kind of leverage that will produce amazing results while providing you with more time for your life outside of work. Buy this book if you want to leave a financial and a personal legacy."—Steve Lundin, New York Times bestselling coauthor of *Fish!*"Whether you are just starting out in your business or you're already booked solid, *Beyond Booked Solid* offers the tools and the inspiration to significantly grow your business and maintain work-life balance. If you want to learn tried-and-true innovations that will catapult your business to the next level, turn the page."—Brian Scudamore, founder and CEO, 1-800-Got-Junk?"The ideas in *Beyond Booked Solid* show you how to create a sustainable, profitable business and live the life you want. Perhaps even more important, you develop a keen sense of mastery and self-actualization—showing yourself that you can continuously grow and innovate, and creating a true sense of personal success."—Larina Kase, PsyD, MBA, business psychologist and New York Times bestselling coauthor of *The Confident Speaker*About the AuthorMichael Port is the author of *Book Yourself Solid: The Fastest, Easiest, and Most Reliable System for Getting More Clients Than You Can Handle Even if You Hate Marketing Selling* Through his successful consulting business, has lectured, trained, inspired, and provided coaching and consulting services to over 20,000 business owners. He is the creator of *ThinkBigRevolution.com*, an online membership club to over 5000 service professionals; the *Book Yourself Solid* line of training products, including audio programs, seminars and distance learning programs; and *The Product Factory*, the #1 information product creation program on the Internet, www.90DayProduct.com.