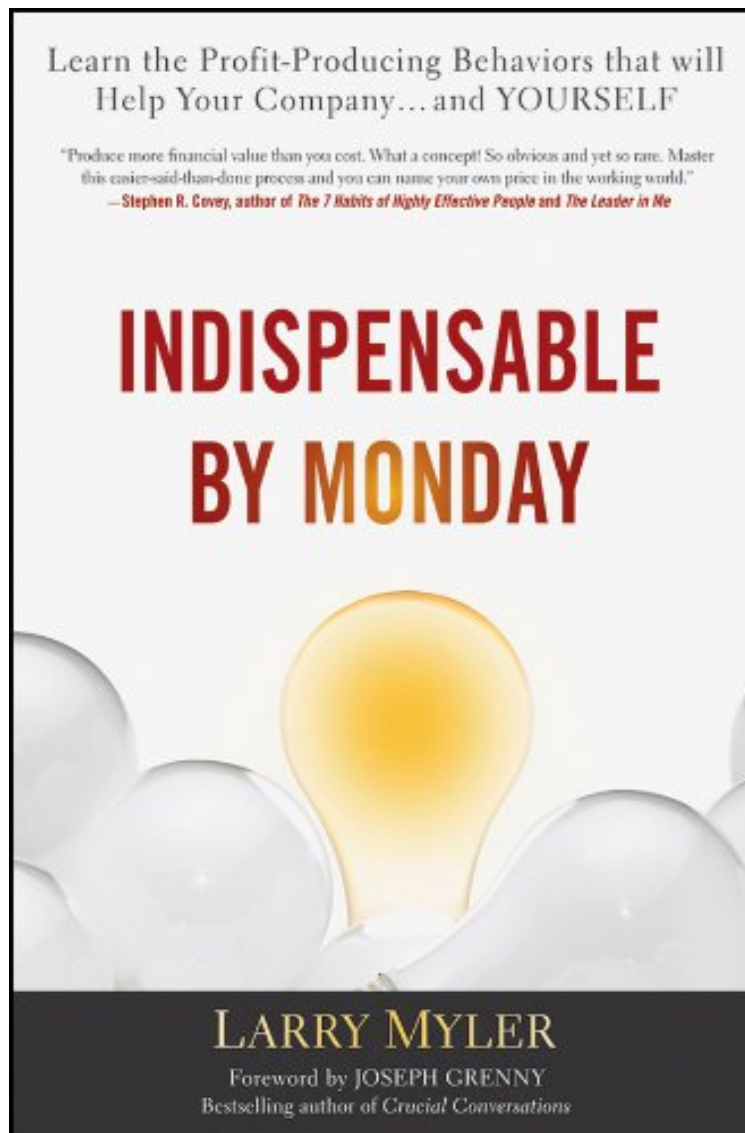


(Download free pdf) Indispensable By Monday: Learn the Profit-Producing Behaviors that will Help Your Company and Yourself

Indispensable By Monday: Learn the Profit-Producing Behaviors that will Help Your Company and Yourself

Larry Myler

DOC | *audiobook | ebooks | Download PDF | ePub



[Download](#)

[Read Online](#)

#1288515 in eBooks 2010-01-12 2010-01-12 File Name: B0034DGPQS | File size: 35.Mb

Larry Myler : Indispensable By Monday: Learn the Profit-Producing Behaviors that will Help Your Company and Yourself before purchasing it in order to gauge whether or not it would be worth my time, and all praised Indispensable By Monday: Learn the Profit-Producing Behaviors that will Help Your Company and Yourself:

20 of 20 people found the following review helpful. "The Employee Looks Like a Hero..." By Arlen L. Indispensable by Monday is nothing short of visionary. Finally, someone has discovered and systematized a method that literally

ANY employee can use to capture the attention, appreciation, and loyalty of management. Author Larry Myler is going to be very popular very soon because of the vast number of ordinary people like you and me that he will empower in the workplace. This book and system have no competition, period. To my knowledge, nobody has ever devised anything like the Indispensable by Monday system. Everybody wins! The employee looks like a hero, and the company significantly increases profits, which can lead to employee promotion and raises. The profit source suggestions starting on page 31 seemed particularly valuable to me. I recommend this book and the brilliant PPG online tool to everyone I can possibly influence, because they will all have so much to gain from implementing Mr. Myler's system. I even made using the PPG tool an assignment for my Corporate Issues students. I have also given copies of this book to my consulting clients because it substantially boosts their personal and corporate profit potential. I couldn't be more enthusiastic about this system. Kudos to Mr. Myler and the Wiley editorial staff for making this available.

--Arlen L. Card
Business Law Attorney
University Professor

1 of 1 people found the following review helpful.
Powerful insights into the value of people
By Andrew Crestodina
It just makes so much sense to think about value and track accountability at the level of the team member. The outcome of reading this book will depend on who you are.

• Any employee who reads this will discover ways to both understand and measure the current and possible ROI of their current role.
• Any employer who reads this will instantly find themselves wishing that every person in the company had just read that page. Page after page you will have this feeling.

Irsquo;ve bought this book for several people, even before I finished it. Highly recommended for people in every industry, for anyone with or without a job.

11 of 11 people found the following review helpful. This book is required reading for everyone in our company.
By Coop
I bought a copy of this book for everyone in our small company. It is actually a fun and easy read, but it introduces a mindset that every person can follow, and has made our company instantly and dramatically more profitable. Now our employees have the ability to know exactly what to do to make themselves (and our company) more profitable, and it's given them the relief of increasing their job security, too.

The Profit Proposal Generator that goes with this book is really easy to use, and I'm no accountant! (although as a small company owner I'm forced to play one in my business life).

The reviews I've seen on this book so far are right - there a number of business and employment books out there right now, but this one stands out as a definite keeper.

Separates fact from fiction for what makes an employee indispensable
When trying to move ahead or even just keep a job, there are actions that would be of great advantage to any employee and there are strategies that are just plain stupid. Interestingly enough, the stupid strategies are used twice as frequently in corporate America.

Indispensable By Monday
goes beyond conventional wisdom to reveal and impart the skills and behaviors that any employee at any level of any organization can implement to bring substantial dollars to the company.

Author Larry Myler
and organizational performance consulting firm VitalSmarts asked 1,800 corporate leaders to identify the bottom-line behaviors that would make employees essential to their organizations. Now, Myler distills what he learned for every employee and employer.

Indispensable By Monday outlines the profit-producing behaviors that distinguish workers who add value from those who don't, such as reducing company costs, increasing income, improving key processes, bringing back lost customers and more.

From the Inside Flap
Here's the big secret: You become indispensable at your company when you improve profits. Simple enough, right? Amazingly, many employees and prospective employees miss this hidden-in-plain-sight point. The ones who don't miss this point, who understand how to incorporate profit-making, value-adding behaviors into everything they do
they're the indispensable few. Now which are you?

Indispensable by Monday lays out how you, whether you're the CEO or the mail clerk, can produce more money for your organization and increase success for yourself. Based on an exhaustive survey of 1,800 business leaders by author Larry Myler and organizational training company VitalSmarts, this helpful guide provides the exact skills and behaviors most employers look for in their employees, but too often don't find.

Immediately start adding financial value at work by learning the skills to:

- Cut costs and increase revenues using innovative methods
- Improve any process and increase efficiencies
- Enhance cash flow and create a competitive advantage for your employer
- Quantify your value with a Personal PL Statement, no matter your role
- Find the "most valuable" dollars that drop straight to the bottom line
- Become a superstar both on your resume and in your next performance review

The basic goal of business is profit. Indispensable by Monday empowers you to embrace this goal as your own. If you've got a job, you'll find out how to improve and advance in it. If you're searching for a job, you'll get the tools you need to beat the competition. No matter what you do or where you do it, Indispensable by Monday offers you the surest way to make your value tangible and your success lasting.

From the Back Cover
"So many people believe hard work speaks for itself. Unfortunately, it's just a necessary, but not sufficient condition for becoming indispensable to your organization. Myler provides practical, easy-to-use advice on how to get the credit you deserve for the value you bring to an organization."

—Dr. Karie Willyerd
Vice President
Chief Learning Officer, Sun Microsystems, and coauthor of *The 2020 Workplace*
"If you want to change who you are, you must change what you do. Get the job and keep the job you deserve! Read this book on Friday so that you will be indispensable by Monday!"

—Mike Murray
former VP of HR, Microsoft
"As a small business owner, I was able

to improve profitability by a large percentage simply by using a few of the concepts in this very valuable book."

—John G. Tinsley President/CEO, Centurion Security and Investigations "Very few business books are this direct and to the point. Use just one or two of its techniques and become a financial hero at work. It's that simple."

—Senator Margaret Dayton, Utah State Senate "I have used the ideas in this book to find over \$26,000 in unexpected profit for my employer! I'm working on another \$45,000 right now. The total of \$71,000 will repeat year after year. That's the same profit the company would make from over \$1 million in normal sales—every year! My boss loves me, and I'm loving my job security."

—Ben Clore, Facilities Manager

About the Author Larry Myler is the CEO of More or Less, Inc., a consulting firm specializing in profit enhancement through employee engagement. Previously, Larry was president of VitalSmarts, serving from 1992 to 2001. Myler, who holds an MBA (international emphasis), is a serial entrepreneur with six startups under his belt. Over the course of his thirty-year career, he has helped others improve their businesses by consulting and training for leadership teams and employees in the areas of interpersonal communication, profit enhancement, organizational efficiency, survey research, and more. Past clients include companies such as ATT, Shell Oil, Lockheed Martin, and Ford Motor Company.