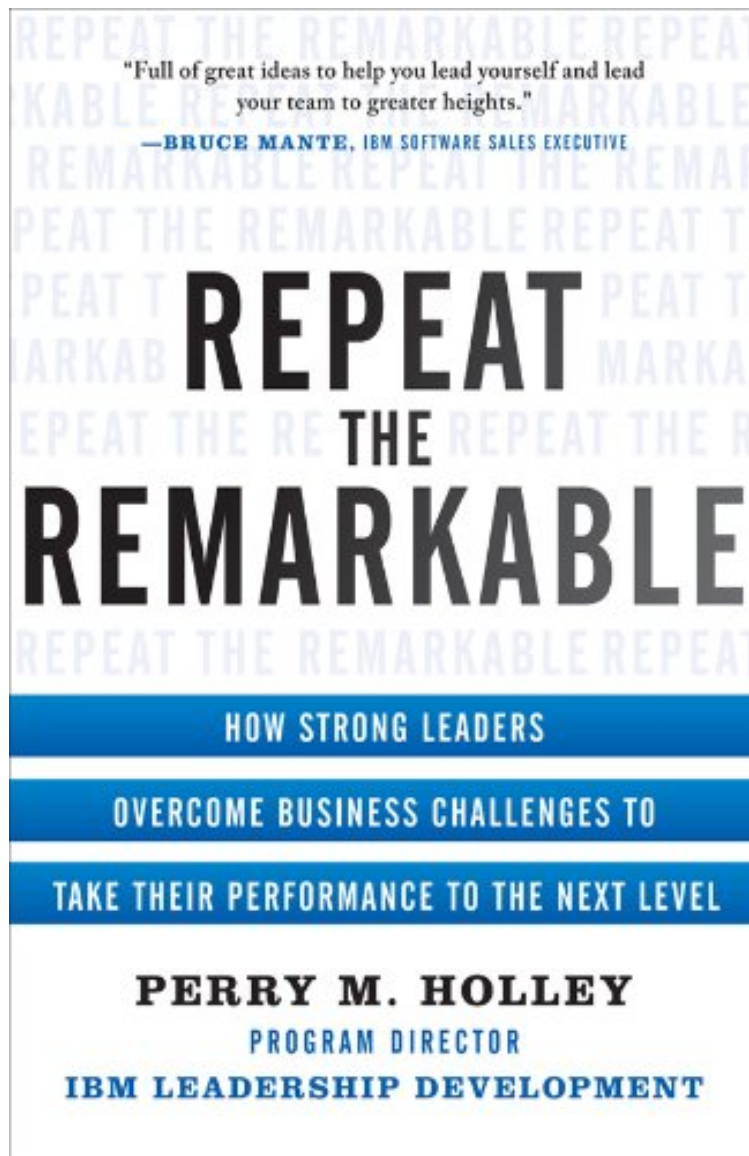


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Repeat the Remarkable: How Strong Leaders Overcome Business Challenges to Take Their Performance to the Next Level

Perry Holley

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Perry Holley : Repeat the Remarkable: How Strong Leaders Overcome Business Challenges to Take Their Performance to the Next Level before purchasing it in order to gage whether or not it would be worth my time, and all praised Repeat the Remarkable: How Strong Leaders Overcome Business Challenges to Take Their Performance to the Next Level:

0 of 0 people found the following review helpful. Remarkable book on leadership
By Mark Meredith
Author Perry Holley's "Repeat the Remarkable", is a terrific book that take's the reader through a thoughtful and entertaining journey of what it takes to not only attain high performance organizational results but do it again and again throughout one's career. Perry creates a great structure for examining what makes for remarkable performance by using the metaphor of a house. Starting at the foundation level, Perry helps the reader examine remarkable performance through outcomes and values. He builds on that solid foundation with the "rooms" of preparation, persistence, discipline and exceptional results. Along the tour, Perry shares entertaining stories, humorous anecdotes, and wonderful examples of remarkable results from his decades at IBM and his experiences as a sales executive, presenter and coach. Each chapter teaches, inspires and motivates the reader to take action in his/her own professional and personal life. "Power Points" at the end of the chapters create coachable moments for the reader and a strong incentive to "look in the mirror" for creating one's own remarkable results. The book also gives the reader an insider's view into IBM's sales culture and why the company has successfully endured for over a hundred years with many remarkable results along the way. This book should be in anyone's library who is interested in learning tips, techniques, concepts and ideas to not only generate remarkable performances in oneself and others but repeat them for sustainable business and organizational results.

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By Jeff Krider
Do you want to be an average leader or mediocre sales executive? If so, this is NOT the book for you. If you want to find a guide to transform yourself into an exception leader and performer, then I'd highly encourage you to invest in yourself and read this guide to finding the "Remarkable" leader in you. Holley takes a look at business's most challenging hurdle....How to develop exceptional business and personal leadership talent both in yourself and others. He provides innovative frameworks, clear explanations and highlights real life examples to model remarkable performance. Holley shines a bright light on the attributes and characteristic of today's top leaders and builds a checklist that can be used in crafting your own foundation, framework and functional building blocks of personal development. He discusses the key derailers of remarkable leadership and explores the impact of attitude, discipline and personal responsibility on those that would follow you. Using examples of IBM's leadership development programs and referencing the top personal development, spiritual and business leaders, Holley helps put theory to practical application. This is an exceptional book that you will keep on your desk as a handy go-to reference for years to come. It's one of my best leadership guides!

0 of 0 people found the following review helpful. Solid business practices and advice
By Heidi
As a fellow IBMer, I've had the pleasure to hear the very inspirational Perry Holley speak several times. His book compiles a lifetime of experience and delivers actionable ideas on navigating leadership challenges. You're only a leader if people want to follow you - Perry provides the tools to transform you and your organization. Great book to share with your team as well.

Learn how IBM has overcome its toughest challenges—and how you can replicate iconic company's success Over the past 100 years, the IBM Corporation has survived several recessions and innumerable twists and turns in the global technology market. And even in an economy of global recession, this icon continues to repeat remarkable performance after remarkable performance—reinventing the meaning of corporate sustainability, employee loyalty and value-added leadership—and followed by memorable customer service. Repeat the Remarkable reveals the leadership lessons of a top IBM leadership development trainer. In it, Holley gives you the tools to tap into your own personal success—so you can lead your company to remarkable and repeatable performances Perry Holley is program director, IBM Leadership Development.

About the Author PERRY HOLLEY is a program director with IBM Leadership Development. He serves and leads global teams, their managers, and top executives in developing and repeating remarkable performances.