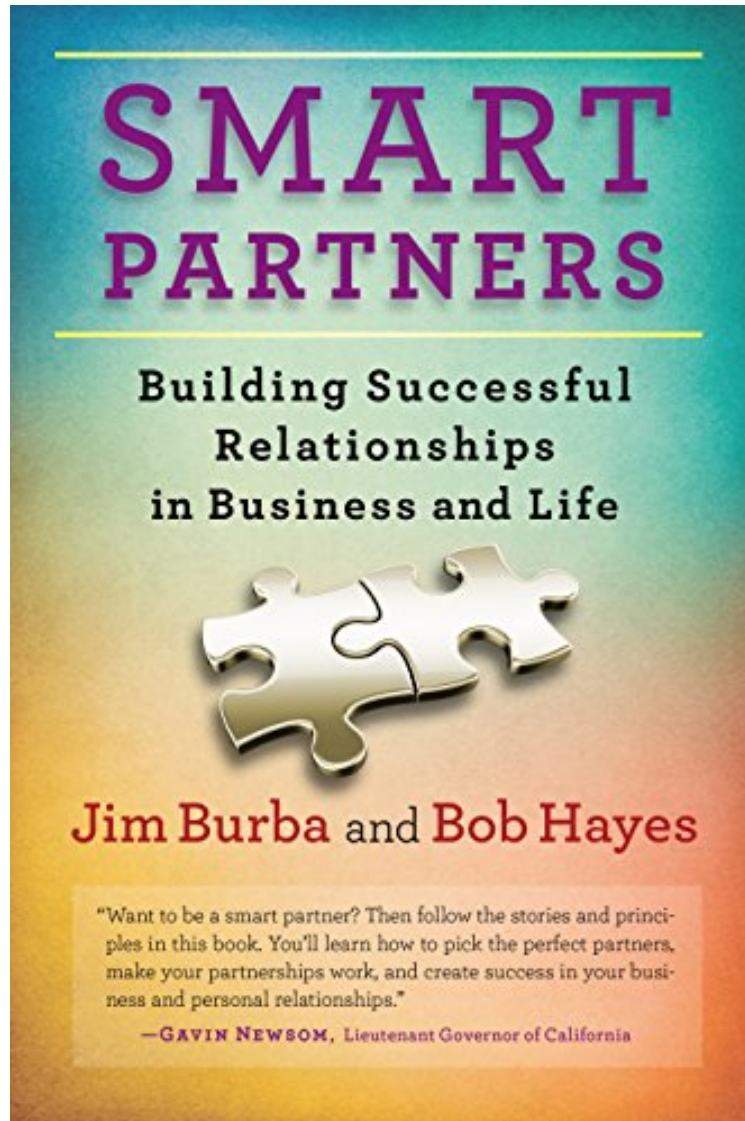


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Smart Partners: Building Successful Relationships in Business and Life

Jim Burba, Bob Hayes
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Jim Burba, Bob Hayes : Smart Partners: Building Successful Relationships in Business and Life before purchasing it in order to gage whether or not it would be worth my time, and all praised Smart Partners: Building Successful Relationships in Business and Life:

0 of 0 people found the following review helpful. IF YOU CANrsquo;T FIND 3 PRINCIPLES IN THIS BOOK TO PUT TO WORK IN YOUR LIFE TODAY, THEN YOU NEED TO RE-READ THE BOOK.By MarkNot a head-in-the-clouds book of idealistic thoughts about relationships, but a very much down-to-earth book of practical things

[based on transcendent principles!] that you can begin doing TODAY to improve your relationships, both business and personal. Also, the book is based on WHAT HAS WORKED [AND NOT WORKED!] FOR THEM! There is nothing speculative about this book — it's grounded in real-life experience. Relationships are relationships and people are people, and I am of the mind that the same principles apply to both personal/romantic/whatever you want to call them partnerships as well as business partnerships. The authors don't call this out explicitly, but I think the point comes out in several places, most notably the last three chapters. This is the most useful book I've read this year, and I heartily recommend it to anyone who is, or will be, in any kind of relationship at all. 0 of 0 people found the following review helpful. which has been a great learning experience on how to work with people By W. Green I've had the pleasure of partnering with Jim Bob, which has been a great learning experience on how to work with people. So, I was intrigued when I heard they were writing a book chronicling their ups and downs with business partners. SMART PARTNERS is a great tool if you want to avoid some common mistakes people make with new partnerships. Not only do Jim Bob share hilarious anecdotes over their years of being together, they have also interviewed respected leaders of several different fields, with their successes and failures. Overall, it's an insightful, entertaining read that has some great takeaways to use not only in business dealings, but overall in your everyday life. Too bad this isn't required reading in high school, it sure would have saved me a lot of headaches and heartaches. 0 of 0 people found the following review helpful. Feel confident about your business choices! By Dean As a partner in a small but growing business, this provided me with clear guidance on how to organically build relationships and choose other good business partners. The book isn't preachy or overly intellectual - it provides solid advice through anecdotal stories from logical minded business folk who have lots of practical experience.

Most people want partners in their personal lives, and many businesses start with some form of partnership structure. Yet so many personal and professional partnerships disintegrate, sometimes quickly. That's one reason why our own partnership seems so amazing, even miraculous, to people who know us. "How do you do it?" they constantly ask. "How have you spent so many years living and working together 24/7 without killing each other?" A general business/how-we-did-it-book, *Smart Partners* outlines the methods and thinking we've used to achieve financial success while also keeping our personal partnership alive and interesting. Drawing on our unique experiences both personally and professionally, we present principles for building, sustaining, and growing not merely serviceable relationships in business and life, but true partnerships. Partnerships are a big deal—not just specific partnerships, but the very idea of partnership. That's why, from the very inception of a relationship, partners should proceed slowly, cautiously, thoughtfully, going "all in," and doing whatever they can to keep the relationship vibrant and healthy. They should honor their relationship at every turn, and with all their strength. No matter what business yours are in you can transcend your sense of "merd" to create a very powerful "we." It's a matter of concentrating on partnership, committing to it, and embracing the right practices—such as choosing your partner well, negotiating proper roles, planning for your mutual success, and adjusting so as to overcome challenges as they arise. Fundamentally, it's about looking beyond yourself so as to share business and life with another person. None of this is easy, of course, but it's so worth it. Read our stories, learn our partnership principles, and apply them to your life. We think yours will discover what we have long known: We is better than me. And the truth is, anyone can be a smart partner.

"Want to be a smart partner? Then follow the stories and principles in this book. Yours will learn how to pick the perfect partners, make your partnerships work, and create success in your business and personal relationships." —Gavin Newsom, Lieutenant Governor of California "Smart Partners offers valuable and real-world insights on how to create and sustain successful business relationships, from the view of very successful partners. Relationships make the difference." —Bill Marriott, Executive Chairman and Chairman of the Board, Marriott International "Over the years I have known Burba and Hayes, I have watched them thrive professionally and personally; they have inspired me, and I am thrilled to see them now inspire the world through Smart Partners." —Ross Mathews, Television Personality and Bestselling Author "Burba and Hayes share their decades of experience in making partnerships work for them in their business, as well as their personal lives. Smart Partners is a must-read." —Jason Collins, Former NBA player "I have had the pleasure of watching Jim and Bob develop an amazing business by not only working hard, but by making very smart decisions about collaborations. Smart Partners is a must-read for every entrepreneur who dreams big." —Chip Conley, Head of Global Hospitality and Strategy, Airbnb, Best-selling author "This chatty, friendly how-to guide is a cheerful read for budding entrepreneurs looking for inspiration... Burba and Hayes, a married couple who cofounded the event-organizing company Burba Hotel Network, have put together the story of their rise to success, and what's worked (and not worked) for them along the way. According to them, the greatest advantage in life is partnership, whether business or romantic. Using stories from their own work, they discuss the importance of attaining self-knowledge and self-understanding, how to choose a partner carefully, building a romantic relationship, treating people with kindness, building strong communication and

negotiation skills, and always relying—first and foremost—on a strong sense of integrity. "—Publishers Weekly