



# Business Plans to Game Plans: A Practical System for Turning Strategies into Action

*Jan B. King*

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Breaking down complex concepts into simple and effective action plans, author Jan King will help you profit from her extensive experience and avoid common mistakes. This new revised edition elaborates on the six critical principles of running a small business that helped guide King to success:

- Set standards and give your employees the tools to meet your goals
- Lead by example
- Look to the long term—the very long term
- Find the important details and focus on them
- Watch for variances from expected results
- Face reality when you look at your company and take action

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