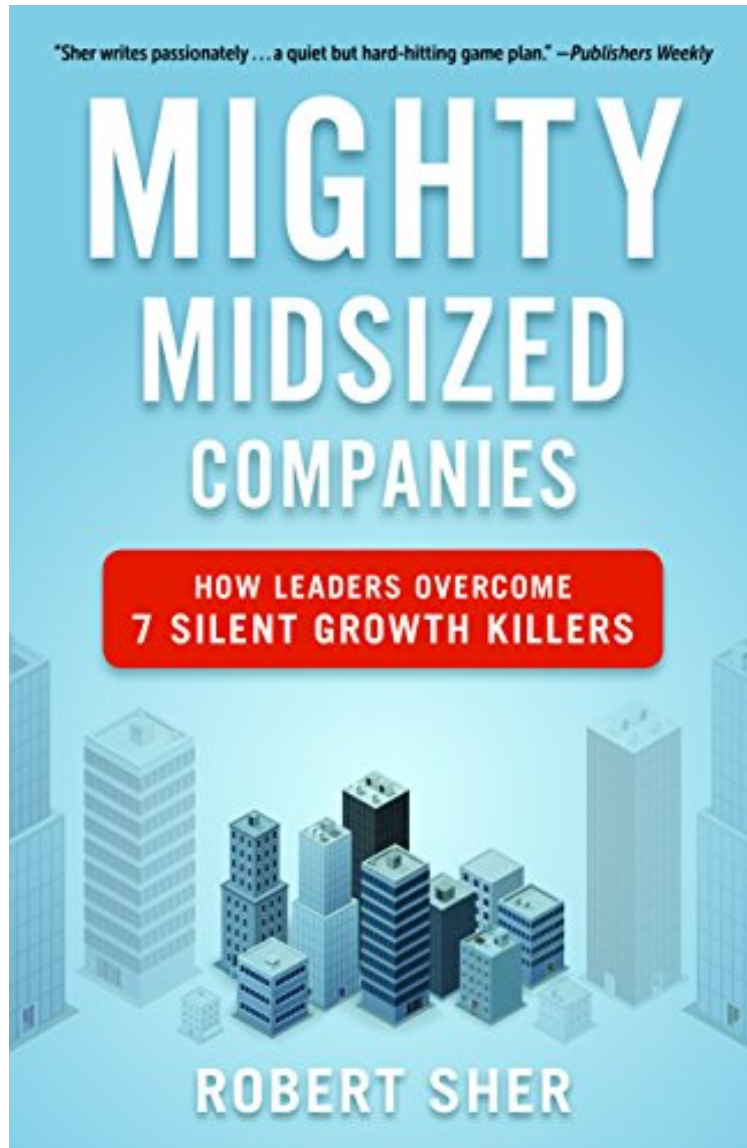


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# Mighty Midsized Companies: How Leaders Overcome 7 Silent Growth Killers

*Robert Sher*

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**Robert Sher : Mighty Midsized Companies: How Leaders Overcome 7 Silent Growth Killers** before purchasing it in order to gage whether or not it would be worth my time, and all praised Mighty Midsized Companies: How Leaders Overcome 7 Silent Growth Killers:

1 of 1 people found the following review helpful. A great book about how to keep your mid-sized company growingBy CustomerA great book about how to keep your mid-sized company growing, despite the 7 silent growth

killers. Robert did his homework, and his research into this relevant topic was focused and extremely thorough. The result is a very direct approach to keeping your growing business out of the 7 most likely obstacles that you are likely to face. Robert's concise recommendations are easy to absorb and very wise counsel that should be followed by anyone who aspires to become the leader of the next Mighty Mid-sized Company. Bravo! 0 of 0 people found the following review helpful. Really good book to keep on the shelf :) By The Don Vito I enjoyed the book thoroughly and could barely put it down. For every point that may seem overstated (in other books) he provides plenty of content on less talked about issues. I love the way he constantly compares the different revenue brackets and the differences between the levels. It helps to better frame the information and makes for clearer understanding. 1 of 1 people found the following review helpful. Nothing new By T. Pryor The principles are sound but nothing I have not heard many times before.

Most mid-sized company leaders want their businesses to become mighty growth machines. Unfortunately, sometimes that growth slows, stops, or goes the other way, and their leaders don't know why. Is it the market? Is it the product? Is it the leadership team? Is it something he or she has done wrong— an ill-conceived deal; an unrealistic strategy? Because business consultants focus on big companies that can afford big consulting fees, and because the problems of the Fortune 500 are very different than those of mid-sized businesses, there have been very few books that provide relevant growth advice for mid-sized company leaders, or can point out where the growth-killing potholes hide. But not anymore. Robert Sher focuses exclusively on mid-sized companies. He has long been an advisor to CEOs and their teams at many mid-sized businesses. His new book *Mighty Mid-sized Companies: How Leaders Overcome 7 Silent Growth Killers* gives readers the inside story on many highly-successful mid-sized companies and describes the critical factors that have powered their success. Sher has spoken to (and advised) many of the leaders of these companies, and he understands what drives mid-size company growth as well as the issues can creep up to kill it. Sher's book is devoted to the executives who run America's 200,000 mid-sized companies as well as those 370,000 businesses with 20 or more employees who are on the verge of becoming mid-sized. It explains how CEOs and their management teams have overcome the growth killers and instituted mechanisms for avoiding them in the future. For leaders of mid-sized companies, and for people who would like to turn their smaller businesses into bigger ones, *Mighty Mid-sized Companies* is a unique and essential read.

Problems specific to midsize companies are not always visible. Sher writes passionately about the ways in which leaders can become aware of these challenges and rally their management teams. This is a quiet but hard-hitting game plan. Publishers Weekly Robert Sher has written a very important book in these times of economic uncertainty, and every executive team member of a mid-sized company should read it. Warren Bennis, author and Distinguished Professor of Business Administration at the University of Southern California Through interviews with CEOs as well as real life case studies, author Robert Sher shows readers how to keep a mid-sized company healthy and avoid the seven dangerous mistakes that kill growth. Ken Blanchard, coauthor of *The One Minute Manager* and *Legendary Service* Robert Sher offers powerful insights into how to address the critical issues that can derail growth in midsize companies. Douglas Conant, former CEO, Campbell Soup Company and the New York Times bestselling author of *TouchPoints* *Mighty Mid-sized Companies* superbly identifies the seven silent killers which routinely throw a wrench into a company's development and provides excellent solutions for fostering success. A terrific read. Stephen M. R. Covey, author of the New York Times and Wall Street Journal bestseller *The Speed of Trust*, and coauthor of *Smart Trust* What a valuable book! Sher understands the unique opportunities and temptations that middle market companies meet on their road to growth. Thomas A. Stewart, executive director, National Center for the Middle Market Robert Sher's insightful and useful book could only have been created by someone who's been immersed in this world as practitioner and thought leader. Let's hope that this book is the first of many to shine the spotlight of public attention on this high-performing sector and its leaders. George Gendron, long-time editor-in-chief of *Inc. Magazine* and founder of *The Build Network* for mid-sized companies, a co-venture of *Inc. Magazine* and *Fast Company*