



Dr. Tom McKaskill

**MAKE MILLIONS
FROM YOUR
BUSINESS**

101 Tips For Success

BREAKTHROUGH PUBLICATIONS

Contents

Insights	8
DR. TOM MCKASKILL	
INTRODUCTION	
THE 101 TIPS FOR SUCCESS	
1. Begin With The End In Mind	17
2. Hire The Best	18
3. Share The Wealth	19
4. Have A Consistent Message	20
5. Keep Fit and Healthy	21
6. Hire Slow – Fire Fast	22
7. Create Deep Expertise	23
8. Someone Has To Be The Boss	24
9. Define What Problem You Solve	25
10. Stick To What You Know Best	26
11. Chase The Money	27
12. Obtain The Best Advice	28
13. Create Interesting And Challenging Jobs	29
14. Use Innovation To Compete	30
15. Be Accountable To A Board	31
16. Reward Exceptional Performance	32
17. Set The Right Customer Expectations	33
18. Plan For The Worst Case	34
19. Keep The Bank Informed	35
20. To Control You Have To Measure	36
21. Educate And Cross Train Workers	37

MAKE MILLIONS FROM YOUR BUSINESS

22. Ask Your Customers For Feedback	38
23. Build Recurring Revenue	39
24. Engage Your Customers	40
25. Develop Strong Values	41
26. Use Complaints As Feedback	42
27. Productize Knowledge	43
28. If Its Not Fun – Get Out	44
29. Don't Compromise On Ethics	45
30. Find The Compelling Need	46
31. Build Teams Not Islands	47
32. Use Deal Makers Not Deal Breakers	48
33. Make Everyone Accountable	49
34. Develop Strategic Partners	50
35. Cash Is King	51
36. Set Realistic Targets	52
37. Lock In Customers	53
38. Document Your Processes	54
39. Plan For Succession	55
40. Admit Mistakes and Fix Them	56
41. Reward Having A Go	57
42. Develop An Exit Plan	58
43. Have An Escalation Process	59
44. Find Unmet Needs	60
45. Measure Activity Against Targets	61
46. Exclude Personal Expenses	62
47. Install a Good Reporting System	63
48. Pragmatic Beats Perfection	64

MAKE MILLIONS FROM YOUR BUSINESS

49. Focus, Focus, Focus	65
50. Shotgun Marketing Is A Waste	66
51. Lowest Price Is Fragile Positioning	67
52. Always Pay Market Price	68
53. Join A Peer Group	69
54. Try Before They Buy	70
55. Quality Pays	71
56. Keep Staff Informed	72
57. Leave Your Ego At The Door	73
58. Never Oversell Or Over Promise	74
59. What Will Go Wrong Probably Will	75
60. Create Value Beyond Functionality	76
61. Find A Business Partner	77
62. No One Is Indispensable	78
63. Have Your Business Audited	79
64. You May Have To Fire Your Friends	80
65. Have Customers Sign Off	81
66. Barter Where You Can	82
67. Don't Forget Your Family	83
68. Don't Assume – Get The Evidence	84
69. Check Your Brand Image	85
70. Acquisitions Are Problematic	86
71. Beware The Management Fads	87
72. Have An Internal Devil's Advocate	88
73. Have A Business Plan	89
74. Never Trash The Competition	90
75. Marketing Is Not Just Advertising	91

MAKE MILLIONS FROM YOUR BUSINESS

76. Distributors Have Their Own Agendas	92
77. Overseas Takes A Long Time	93
78. Green Is Good	94
79. Make Sure You Can Deliver	95
80. Be Ready For The Acquisition Offer	96
81. Wait Until The Money Is In The Bank	97
82. Implement A Zero Tolerance Policy	98
83. Set The Example	99
84. Treat Suppliers Fairly	100
85. Create Good Customer Experiences	101
86. Don't Over Borrow	102
87. Develop Networks	103
88. Create Good Job Descriptions	104
89. Benchmark Your Business	105
90. Measure Customer Satisfaction	106
91. Watch Out For The Large Customer	107
92. Raising Funds Takes A Long Time	108
93. Educate Yourself	109
94. Loyalty Is Often Only Skin Deep	110
95. Salespeople Always Want More	111
96. Beware Of The Tax Department	112
97. Build A Reputation	113
98. Avoid Litigation Whenever Possible	114
99. Empathy Not Excuses	115
100. What If There Is No Right Answer	116
101. The Buck Stops Here	117

KINDLE BOOKS BY DR. TOM MCKASKILL

MAKE MILLIONS FROM YOUR BUSINESS

Masterclass for Entrepreneurs Series	118
Entrepreneurial Practice Series	119

Insights

The majority of multi-millionaires have participated in the sale or listing of an entrepreneurial business.

Whether you are an entrepreneur or simply a key employee, you have a greater chance of accumulating wealth through a startup than via a salary.

Most early stage firms fail from a lack of basic business acumen. Easily fixed if you are prepared to spend the time undertaking some business education.

Success in business is mostly common sense. Combine that with some experience and wisdom and you have a good chance of success.

While luck always plays a part in any success story, attention to detail and a deliberate strategy will greatly improve the probability of success.

DR. TOM MCKASKILL



Global serial entrepreneur, consultant, educator and author, Dr. McKaskill has established a reputation for providing insights into how entrepreneurs start, develop and harvest their ventures. Acknowledged as the world's leading authority on exit strategies for high growth enterprises, Dr. McKaskill provides both real world experience with a professional educator's talent for explaining complex management problems that confront entrepreneurs. His talent for teaching executives and his pragmatic approach to management education has gained him a reputation as a popular speaker at conferences, workshops and seminars. His approaches to building sustainable, profitable ventures and to selling businesses at a significant premium, has gained him considerable respect within the entrepreneurial community.

Upon completing his doctorate at London Business School, Dr. McKaskill worked as a management consultant, later co-founding Pioneer Computer Systems in Northampton, UK. After being its President for 13 years, it was sold to Ross Systems Inc. During his tenure at Pioneer, the company grew from 3 to 160 people with offices in England, New Zealand and USA, raised venture capital, undertook two acquisitions and acquired over 2,000 customers. Following the sale of Pioneer to Ross Systems, Dr. McKaskill stayed with Ross for three years and then left to form another company, Distinction Software Inc. In 1997 Atlanta based Distinction raised \$US 2 million in venture capital and after five years, with a staff of 30, a subsidiary in New Zealand and distributors in five countries, was sold to Peoplesoft Inc. In 1994 Dr. McKaskill started a consulting business in Kansas which was successfully sold in the following year.

MAKE MILLIONS FROM YOUR BUSINESS

After a year as visiting Professor of International Business at Georgia State University, Dr. McKaskill was appointed Professor of Entrepreneurship at the Australian Graduate School of Entrepreneurship (AGSE) in June 2001. Professor McKaskill was the Academic Director of the Master of Entrepreneurship and Innovation program at AGSE for the following 5 years. In 2006 Dr. McKaskill was appointed the Richard Pratt Chair in Entrepreneurship at AGSE. Dr. McKaskill retired from Swinburne University in February 2008.

Dr. McKaskill is the author of eight published paperback books for entrepreneurs covering such topics as new venture growth, raising venture capital, selling a business, acquisitions strategy and angel investing. He conducts workshops and seminars on these topics for entrepreneurs around the world. He has conducted workshops and seminars for educational institutions, associations, private firms and public corporations, including KPMG, St George Bank, AMP, AICD and PWC. Dr. McKaskill is a successful columnist and writer for popular business magazines and entrepreneur portals.

To assist Angel and Venture Capital investors create strategic exits for their investee firms, Dr. McKaskill conducts seminars, workshops and individual strategy sessions for the investor and their investee management teams.

Dr. McKaskill completed 18 e-books for worldwide distribution. He has also produced over 150 YouTube videos to assist entrepreneurs develop and exit their ventures.

Tom McKaskill is a member of the Brisbane and Melbourne Angel Groups and of the Australian Association of Angel Investors.

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