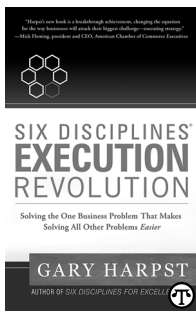


SMALL BUSINESS SUCCESS

BUILD A BUSINESS THAT'S GOOD AT SOLVING PROBLEMS

(NAPSA)—One of the biggest strategies that can make small and medium-size businesses successful is when they quit thinking about solving the current problem and instead think about how to build an organization that's good at solving problems in general.



It is knowing how to plan and execute, while overcoming today's surprises, that Gary Harpst tackles in his new book "Six Disciplines Execution Revolution: Solving the One Business Problem That Makes Solving All Other Problems Easier" (Six Disciplines Publishing).

In his book, Harpst reveals:

- A Business Excellence Model to help companies evaluate and address where they stand in balancing strategy and execution.
- The concept of accountability coaching (it's not consulting or therapy) and explains why every employee needs it.
- Why it is so difficult—yet so vitally necessary—to execute in a way that is as consistently high as your level of strategy.
- Why having a repeatable methodology is crucial to your business's long-term success.
- How to overcome the "knowing-what-to-do" vs. "doing-it" gap.
- 3 requirements for building a next-generation execution program.

- 4 steps to implement a complete strategy execution program.

- 5 types of organizational errors that cause execution failure.

Harpst knows about "executing" well. In his 20-year tenure at Solomon Software, a company he started up that grew to 400 people and \$60 million in annual revenue, he had to manage growth that often outpaced strategy or resources. After selling the company to Microsoft he formed Six Disciplines, where he now serves as the CEO. Six Disciplines was created to specifically explore how companies can accelerate the execution revolution and implement the six core principles for creating and sustaining bottom-line success: setting strategy, developing plans, organizing and aligning resources, managing execution, enabling innovation, and encouraging organizational learning.

"What most who lead growing organizations fail to understand—until they are having severe problems—is that the needs of their organizations are changing and they don't realize it," says Harpst. "Executing strategy in a volatile economy is a challenging situation that requires an enduring, holistic approach."

So, whether seeking to create or manage growth—or stave off competition and get out of the red—it will call for nothing short of your organization embracing the Execution Revolution. You can visit www.GaryHarpst.com or SixDisciplines.com/Revolution for more information.