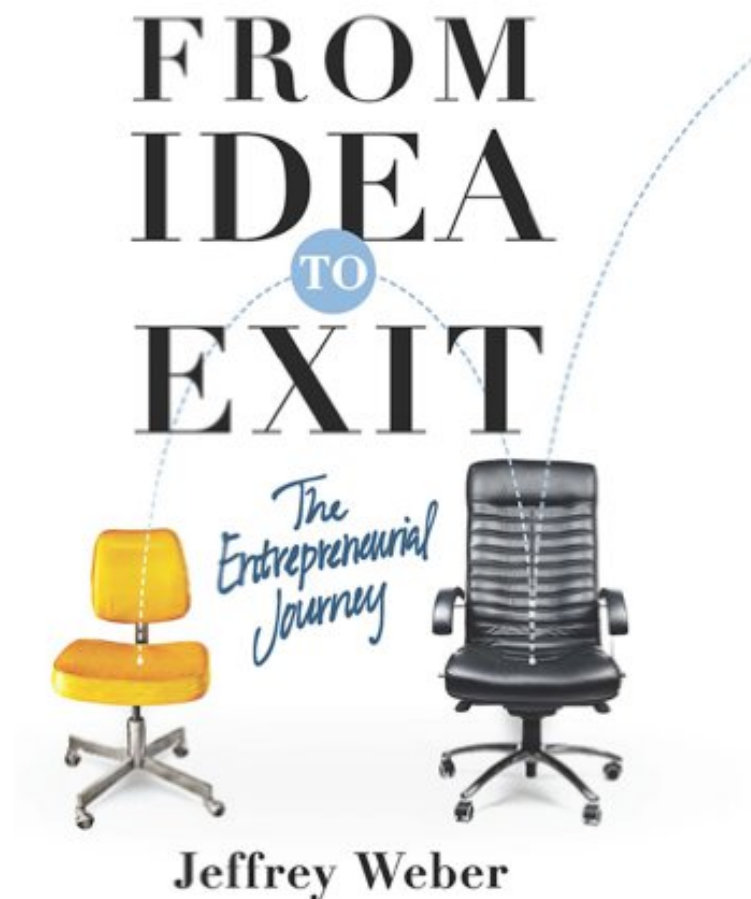


From Idea to Exit: The Entrepreneurial Journey

Jeffrey Weber

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Jeffrey Weber : From Idea to Exit: The Entrepreneurial Journey before purchasing it in order to gage whether or not it would be worth my time, and all praised From Idea to Exit: The Entrepreneurial Journey:

0 of 0 people found the following review helpful. Thank you. Practical knowlege to transform DAYDREAMS to REALITYBy ShamanIf you have ever imagined what it feels like to have an idea and then create a successful company, you definitely need to read this book. Ideas are wonderful and fun things, but they are just that, ideas. It takes a certain mindset and skill set to transform your idea from a daydream to physical reality. Take a journey with Jeff Weber through his life story and witness the many levels of true innovation you will need to master. Jeff provides a great deal of wisdom and clarity to help you decide if you have what it takes to go the distance, "From Idea to Exit."To quote Jeff: THE BANK ACCOUNTHere are some wise words from an unknown source about the value of

pursuing your ideas: Imagine you have a bank account that credits your balance each day with \$ 86,400. Imagine, also, that the account carries over no balance from one day to the next. Every evening it deletes whatever part of the balance you failed to use during the preceding 24 hours. If you were smart, of course, and you had a bank account like this one, you would draw out and use those funds each day. Well, many of us aren't so smart, and we all do have this bank account: it's called time. Time grants each of us 86,400 seconds each day. We can use these seconds however we wish, but we cannot carry them forward. Any unused time is written off as a loss. There's no going back, no drawing against "tomorrow." I'd like for you to think of this account as you prepare to begin your entrepreneurial journey. Your dreams will always be dreams if you fail to invest the time in making them a reality. And today, you have been given 86,400 seconds to spend. Everyone has ideas. Some of those ideas are businesses that serve commercial, social, or environmental missions. These ideas are the fuel for job creation, economic growth, and extraordinary lives. What holds us back? Our "time accounts" are limited and reset each day, so let's work to maximize how we use them toward pursuing our ideas-- and achieving our dreams.

0 of 0 people found the following review helpful. Excellent, except first chapters...By Roman ChuyanThe book is a great guide to new entrepreneurs and those who are thinking to embark on this journey.I felt that the first chapters were too general, stated the obvious in too many places, and the "I.D.E.A." attempt to bring structure in to something that is a human emotional/ intuitive decision, seemed lame. As Weber described his thought process and personal experiences in the planning stages, I think it would have been better for the book to leave the artificial stuff out.But he hit it out of the park starting in Part 2 (Chapter 5) - Startup. Excellent insights and perspectives on many aspects of starting a business and running it in the early stage - I got more than one idea that I'm already applying - thank you!

1 of 1 people found the following review helpful. Jeffrey is one brilliant author! The tipsBy Wade DanielsonWe had Jeffrey on our podcast, The Entrepreneurs Library, to give a full run down of From Idea to Exit. Jeffrey is one brilliant author! The tips, insights and knowledge he gives in this book is something every entrepreneur needs. If you would like to hear a review from the other himself check out episode 56 on the EL podcast!

While most small business books cover niche components of the start-up model, From Idea to Exit takes a more comprehensive approach, tackling the entire entrepreneurial journey from the initial seed idea through a well-planned exit strategy. Through a persuasive narrative, the author draws from his own success a practical call to action for those who dream of taking that first big step.Allworth Press, an imprint of Skyhorse Publishing, publishes a broad range of books on the visual and performing arts, with emphasis on the business of art. Our titles cover subjects such as graphic design, theater, branding, fine art, photography, interior design, writing, acting, film, how to start careers, business and legal forms, business practices, and more. While we don't aspire to publish a New York Times bestseller or a national bestseller, we are deeply committed to quality books that help creative professionals succeed and thrive. We often publish in areas overlooked by other publishers and welcome the author whose expertise can help our audience of readers.

The spirit of adventure permeates this book as Jeff guides us through the entrepreneurial journey. For all of us restless souls eager to take that first big step, this is an invaluable map to guide the way. --Mark Achler, Senior Vice President, New Business, Strategy Innovation, redbox

There is a certain wisdom about entrepreneurship that only comes from doing it. Jeff Weber has done it, and his reflections on his journey in From Idea to Exit are an invaluable resource for anyone setting out on his or her own journey. --Bo Burlingham, Editor-at-Large, Inc. magazine, and author of Small Giants: Companies That Choose To Be Great Instead of Big

From Idea to Exit is an excellent summation of Jeff Weber's entrepreneurial journey that should be a reference guide book on the bookshelf of all entrepreneurs. It is filled with insights that help organize familiar concepts in a logical way, and can be used again and again through all stages of building a startup. Jeff distills his learnings and catalogs them with the precision of a surgeon in the OR. As someone who is currently on his seventh startup now, I found myself taking copious notes about recruiting team members. I am particularly impressed by how Jeff outlines the process of running and then exiting a business. Any entrepreneur should find this book on their night stand, and I can assure you that you ll have many dog-eared pages that you are likely to keep returning to. --Naeem Zafar, serial entrepreneur, author, speaker, and faculty member, Haas School of Business, University of California Berkeley

There is a certain wisdom about entrepreneurship that only comes from doing it. Jeff Weber has done it, and his reflections on his journey in From Idea to Exit are an invaluable resource for anyone setting out on his or her own journey. --Bo Burlingham, Editor-at-Large, Inc. magazine, and author of Small Giants: Companies That Choose To Be Great Instead of Big

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many dog-eared pages that you are likely to keep returning to. --Naeem Zafar, serial entrepreneur, author, speaker, and faculty member, Haas School of Business, University of California Berkeley

About the Author
JEFFREY WEBER founded a high-growth business focused on enterprise software licensing in 1995. His startup earned a ranking on Inc. magazine's list of the 500 Fastest Growing Private U.S. Companies for two years in a row. In 2006, Jeff successfully positioned his company for sale to a Fortune 100 corporation. That experience became the impetus for his book *From Idea to Exit*, which explains the entrepreneurial journey through four phases: idea, startup, running, and exit. Today, Jeff shares his experience and strategies with many different groups from business owners and startups to college students and new professionals. He has been an adjunct professor in entrepreneurship, serves on an advisory board at Judson University to establish an entrepreneurial program, counsels high-growth startups through the Illinois Small Business Development Center at Harper College, and volunteers for the Network for Teaching Entrepreneurism and Future Founders, a program out of the Chicagoland Entrepreneurial Center. He offers strategies and advice for individuals who find themselves along the progression outlined in *From Idea to Exit: The Entrepreneurial Journey*.