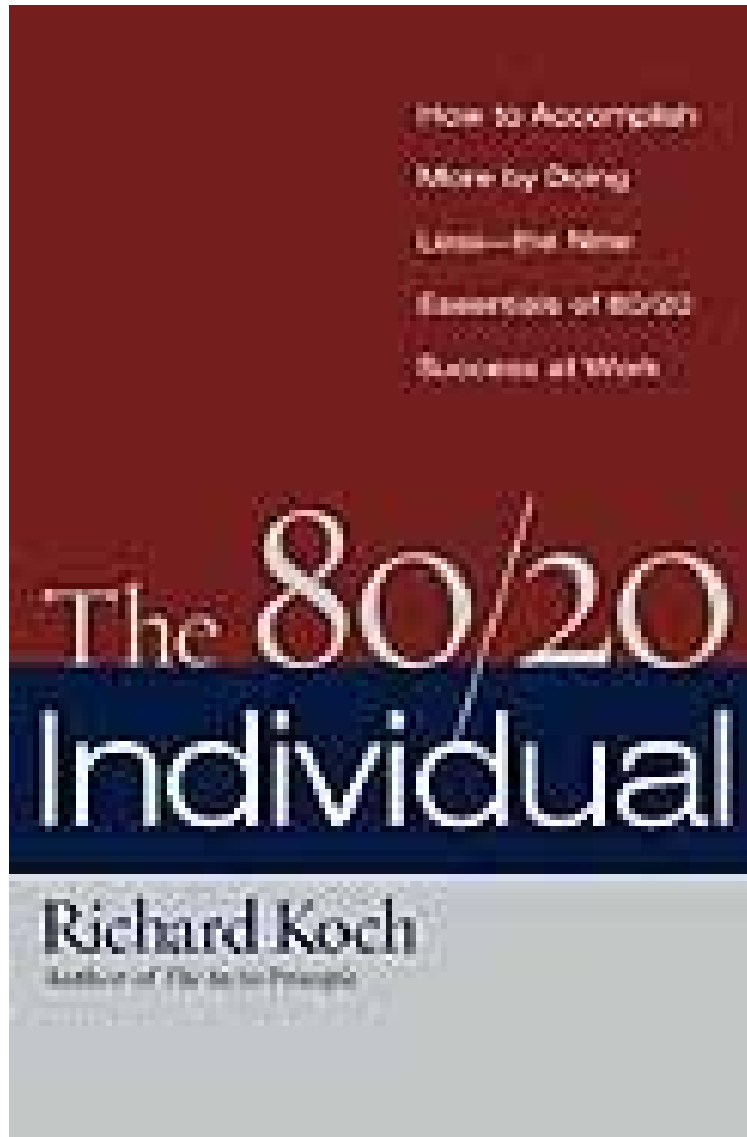


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The 80/20 Individual: How to Build on the 20% of What You do Best

Richard Koch

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Richard Koch : The 80/20 Individual: How to Build on the 20% of What You do Best before purchasing it in order to gage whether or not it would be worth my time, and all praised The 80/20 Individual: How to Build on the 20% of What You do Best:

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starting a business, or in his case businesses, hobbies, relationships. One exercise Koch suggests is coming up with a list of your 10 best friends and rate them 1-10 (that in itself was fascinating) then put a percentage next to each friend. Are you spending the right amount of time with your closest, or more time with those less dear to you? His many insights will lead you in new ways to think about your life, your business, your family and friends. If you want to find new ways to think about your life, if you are in a rut and can't figure out what to do, if you are like me always busy and sometimes wondering am I doing the right things--this is a book for you. Richard Koch has written on this subject before and this is the best book for the individual. 1 of 1 people found the following review helpful. Interesting Follow Up to the 80/20 Principle By Matt Bailey If you enjoyed the 80/20 Principle this is a good guide to applying it in your life. He does make some bold predictions like highly competent individuals will soon make public corporations obsolete. Some of this book is highly speculative and other parts are very practical. Luckily it is pretty easy to tell which is which. Very interesting book. 0 of 0 people found the following review helpful. Four Stars By gggreat for the 80/20 library

A new 21st century individualism is overtaking "corporation-as-king" capitalism, transforming the way we work and live. Today, real power rests in the hands of creative individuals like Bill Gates, Warren Buffett, Oprah Winfrey, and Steven Spielberg, who are changing the world one great idea at a time. In *THE 80/20 INDIVIDUAL*, Richard Koch reveals the secret of their success: they discovered what they do better than anyone else and rode it for all its worth. In this inspiring sequel to his classic bestseller *THE 80/20 PRINCIPLE*, Koch shows how to maximize success in your career and life by using the proven principle that 80 percent of changes in the world result from the most powerful 20 percent of actions and ideas. He'll show how to use your own powerful "20 percent spiker" -- your most creative ideas and unique skills -- to measure the amount of value you bring to your employer, clients or customers. For most people, there is a huge disparity between their intrinsic value and the compensation they receive for their efforts. *THE 80/20 INDIVIDUAL* shows how to narrow that gap. Drawing from his own success as an entrepreneur, as well as from the stories of scores of companies and individuals who have flourished as a result of an 80/20 mind-set, Koch offers a step-by-step method to remodeling a career or existing business, or creating a new one -- one that most benefits you. He provides valuable insights on finding 80/20 partners, hiring 80/20 employees, and running an 80/20 business. By building a team that supports your efforts and excels in areas where you lack experience or knowledge, you'll be able to focus your time and energy on your strengths. Productivity and profits will soar because you'll be doing what you do best and enjoy the most. By using the 80/20 strategies outlined in the book, you can take control of your career and financial future.