The 100: Building Blocks for Business Leadership

By Tom Salonek

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More than half of all small businesses fail within the first five years. Starting and running a small business is hard work, and many entrepreneurs feel they must do whatever it takes to succeed, at the expense of their family, friends, and health. Yet, if done correctly, small-business ownership can—and should—balance profitable operations with personal fulfillment. According to author Tom Salonek—founder and CEO of Intertech, a Minnesota-based technology consulting and training firm—this balance is actually the secret to success.

Salonek believes that your business should "give life, not take it," a philosophy that has helped him grow his own venture every year since its inception in 1991. In *The 100*, Salonek shares his secrets to business success in the form of 100 concise, nuts-and-bolts lessons for achieving the ideal work-life balance for maximum success.

Written in clear, direct prose, these lessons are packed with actionable ideas and practical advice for using communication, collaboration, and technology to help small-business owners cultivate the best qualities not only in themselves, but in their employees as well.

Whether you own your own business or are simply thinking of starting one, this book will help you inspire teamwork, meet client expectations, clarify your personal values, and create a company culture to match. In addition, readers will gain access to a plethora of downloadable online resources—checklists, worksheets, templates, and more—to help implement the book's ideas.

The 100 is a handy, inspiring addition to any business manager's home library.

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Editorial Review

Review

Praise for Tom Salonek's new book, *The 100: Building Blocks for Business Leadership*:

Intertech named a 2016 top-five "Best Workplace" in tech category by *Fortune*

"You could spend a year reading the top 100 business books and not come away with as much as an afternoon spent reading this book." —Thomas W. Schaefer, CEO and president, Master Coating Technologies

"An entrepreneur's guide to freedom of time, money, purpose, and relationships . . . the bible of business best practices." —David Reiling, CEO, Sunrise Banks

"This collection of 100 steps is like a bottle of vitamins for business leaders. . . . Take one a day and your business will grow stronger." —Kari Bjorhus, Fortune 500 company executive

"If your company is not doing well, read this book to discover at least one new thing you can start doing tomorrow to make things better. If you are thinking about starting a company, read this book to know how a well-run company operates. If you are looking for a job, read this book to know how award-winning companies treat their employees." —Cathleen S. Burns, owner and consultant, Creative Action Learning Solutions, LLC

"This book makes you reflect on your own values about running a business. It's fantastic for the busy entrepreneur because it can be digested in small bites or full chapters." —Amy Scherber, founder and president, Amy's Bread

"Practical, nuggets of advice—from "hiring slow" to "motivating high performers"—with quick takeaways in downloadable form. You can also quickly access meaningful templates and guides to help implement these ideas." —Tom Goodmanson, president and CEO, Calabrio, Inc.

"Well-researched and insightful . . . a practical guide for personal and professional success. It is a must read for anyone looking to build and grow their business." —Stephen Yoch, attorney, speaker, and author of Becoming George Washington

"Quickly brings together the most important points of running a successful business. I will keep the The 100 close by for reference, inspiration, and affirmation on a daily basis." —Steve De Vries, president and CEO, Showcore

"Artfully captures Salonek's decades of leadership achievements and details repeatable steps that we all can take to improve our business results. Read the book, learn the secrets and enjoy the fruits of winning in the marketplace." —Steve Schmidt, president, AbeTech Bar Code & RFID Solutions

"Clear, digestible, readily implementable action items with practical tips, specific recommendations, and supporting tools. . . . A must read for both seasoned and aspiring executives." —Paula S. Weber, PhD, professor of management, St. Cloud State University

About the Author

Tom Salonek is the founder and CEO of Intertech, a Minnesota-based technology consulting and training firm. He has completed executive education at the Harvard School of Business and MIT. He and his company have earned more than 45 awards for growth, innovation, and being a best place to work. He lives in Eagan, MN.

Users Review

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Marie Nitta:

This The 100: Building Blocks for Business Leadership usually are reliable for you who want to be considered a successful person, why. The reason why of this The 100: Building Blocks for Business Leadership can be among the great books you must have is actually giving you more than just simple studying food but feed an individual with information that possibly will shock your previous knowledge. This book is handy, you can bring it all over the place and whenever your conditions in e-book and printed kinds. Beside that this The 100: Building Blocks for Business Leadership forcing you to have an enormous of experience for example rich vocabulary, giving you demo of critical thinking that we all know it useful in your day pastime. So , let's have it appreciate reading.

Suzanne Crider:

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William Watts:

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Desiree Grajeda:

What is your hobby? Have you heard this question when you got pupils? We believe that that question was given by teacher for their students. Many kinds of hobby, All people has different hobby. Therefore you know that little person similar to reading or as studying become their hobby. You should know that reading

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