

Introduction

Welcome!

I hope you enjoy this workbook. It is based on real life experiences and ideas accumulated during my 27 years in the financial services industry as well as over 10 years coaching financial service professionals and small business owners. During those years I have enhanced my skills and knowledge by researching the issues presented. A list of many of the books I have studied over the years is presented at the end of the book under "Recommended Reading."

The title, *Growth to the Nth Power*, is based on the concept that if you make even small improvements in each of the 15 areas that I consider critical in building a strong and sustainable organization, your business will grow exponentially.

Simply reading the material will help, however, it won't maximize the benefit to your chosen career. As you read each module, look for ideas you feel will help you grow your business. Fill out the worksheets. Ask yourself, will the investment of the 30-45 hours it will take you to study the material and do the assignments be worth the investment of your time?

I hope the answer is yes. What are you willing to do to take your business to the next level?

Good luck, and may you realize your full potential!

—Harry

Harry W. King
To The Edge Coaching