

Practical tips and road-tested advice from leading American entrepreneurs. Wouldn't you like to tap into the most creative, innovative, entrepreneurial minds to help you lead and grow your company? At Inc., we've been reporting and writing stories about smart and inspiring entrepreneurs since 1979 and, along the way, we've introduced our readers to topics and tactics that have the power to enlighten and transform. Over the years, we've learned again and again that big, bold, and audacious ideas are backed-up by seemingly small daily deeds that build a long-lasting enterprise. That's why we created our new "101" series of digital books. We've culled the very best actionable advice from Inc. magazine and Inc.com and condensed it into a format that we hope will motivate and inspire you. Don't (we repeat, don't) read all these at once. When you find a tip that strikes a chord, we hope you'll stop reading and take the first small step toward turning that idea into action. Read. Act. Repeat. You get the gist. The first book in our series focuses on leadership and managing. It's one fundamental discipline that can make or break your company, and one that we bet you may have little time to perfect when you're juggling a million balls. Some lucky entrepreneurs seem born to the task, but most struggle mightily, preferring instead to focus on the pursuit of revenue and profit. Who has time for pesky HR issues when you have new markets to conquer? But the bottom line is this: if you want your company to grow, you must devote time and energy to create an environment where employees feel invested not only in their own success, but in the success of their co-workers, and in the future of your company. Among Inc.'s 101 strategies, you'll read about:- Kevin P. Ryan, the CEO of Gilt Groupe, and why he spends 20% of his time on human-resources tasks.- Why Tony Hsieh of Zappos offers new hires \$2,000 to quit after they complete the company's initial training program. - Meg Cadoux Hirshberg's advice on running a business with your spouse. - How Nick Sarillo of Nick's Pizza & Pub has found a way to retain young hourly workers. - Joel Spolsky and why he scrapped his flat, everyone-reports-to-me corporate structure at Fog Creek Software for a hierarchical one. - Why Larkspur Hotels & Restaurants founder Karl Hoagland fired himself. As a CEO, you need to keep a close eye on the changing day-to-day management challenges in your company and respond to them. But you also need to take care of yourself. So we've also included tips on time management, travel, and stepping away to recharge your batteries. We hope you find 101 new ideas for sustained success!

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