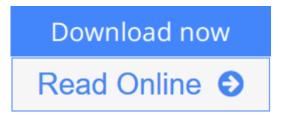


Multi Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams

By Jim Sullivan



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Multi-Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams explores the art and science of 21st Century multi-unit leadership, performance and profitability. This 304 page softcover details the 7 stages that Regional Managers and franchisees go through as they grow from running a single unit to leading multiple units. The book features over 250 best practices of high-performing MULs (multi-unit leaders) across foodservice and retail industries in North America. The content is based on exclusive new research and best practices from 480 high-performing Multi-Unit Managers who work for companies that include Walt Disney, Panera Bread, McDonald's, Subway, Pizza Hut, Target, Applebee's, Macy's, Burger King, Chili's, KFC, Denny's, T.G.I. Friday's, Coca-Cola, Suoercuts and many other regional chains and franchisees. Whether you or your company oversees two stores or two hundred or two thousand, this book will show you and your multi-unit leaders and franchisees how to unify brand standards, execute effective Store Visits, maximize sales across regions, build bench strength, manage time & multiple priorities, build high-performing teams, and beat the competition every shift. Over 177,000 copies sold.

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Editorial Review

Review

The Multi-Unit Leadership book addresses a topic long overlooked in the foodservice and retail industries: that running one store does not require the same skills necessary to successfully oversee many stores. Most franchisees (and franchisors) fail to master the skills needed to go from hands-on management to indirect influence. Sullivan addresses this challenge head-on, delineating the seven distinct growth stages that successful franchises and Area Directors master to succeed in the role. Readers will get a treasure-trove of creative ways to manage time and priorities, be better Brand Ambassadors, build strong teams, align corporate goals to street-level unit execution and drive the bottom line. If you're a "mansger of managers"--or aspire to be one--this book is your road map. While aimed at the Multi-Unit Manager, it seems that every unit manager would also benefit strongly from the strategies, tactics and leadership techniques detailed in this 304 page book. Sullivan's style is fun and detailed as well. This isn't a intellectual treatise on leadership, it's a practical, specific and thoughtful book chockablock-full of tips, tricks and techniques to be an awesome Multiunit Leader. --Nation's Restaurant News

About the Author

Jim Sullivan, CEO of Sullivision.com, is a veteran of over 20 years in the hospitality and retail industries as an award-winning operator, consultant and best-selling author. He's worked for and with companies as distinct as Walt Disney Company, Sam's Club, American Express and Coca-Cola. Not a theorist, Jim is well-known as a brand-builder, motivator, trend-spotter and problem-solver. He has built his reputation designing successful sales, marketing, and leadership programs for the Top 200 restaurant, hotel, and retail chains, and over 1,000 independent business owners. Jim is a visiting professor at Penn State University, Purdue, the University of Delaware, Cal Poly and the Culinary Institute of America. He s a graduate of the University of Colorado, and lives in Wisconsin.

Users Review

From reader reviews:

Ruth Aguilar:

Have you spare time for the day? What do you do when you have a lot more or little spare time? That's why, you can choose the suitable activity with regard to spend your time. Any person spent all their spare time to take a walk, shopping, or went to the actual Mall. How about open or maybe read a book titled Multi Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams? Maybe it is to get best activity for you. You understand beside you can spend your time together with your favorite's book, you can wiser than before. Do you agree with the opinion or you have various other opinion?

Susan Padgett:

Playing with family inside a park, coming to see the ocean world or hanging out with pals is thing that usually you will have done when you have spare time, after that why you don't try point that really opposite from that. One activity that make you not sensation tired but still relaxing, trilling like on roller coaster you already been ride on and with addition of knowledge. Even you love Multi Unit Leadership: The 7 Stages of

Building High-Performing Partnerships and Teams, you could enjoy both. It is excellent combination right, you still desire to miss it? What kind of hang-out type is it? Oh can occur its mind hangout people. What? Still don't have it, oh come on its referred to as reading friends.

Robert Price:

Multi Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams can be one of your beginning books that are good idea. Most of us recommend that straight away because this e-book has good vocabulary that can increase your knowledge in vocabulary, easy to understand, bit entertaining but nonetheless delivering the information. The article writer giving his/her effort to set every word into pleasure arrangement in writing Multi Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams although doesn't forget the main place, giving the reader the hottest in addition to based confirm resource information that maybe you can be one among it. This great information can certainly drawn you into completely new stage of crucial thinking.

Alice Scales:

In this period of time globalization it is important to someone to receive information. The information will make anyone to understand the condition of the world. The health of the world makes the information much easier to share. You can find a lot of referrals to get information example: internet, magazine, book, and soon. You can observe that now, a lot of publisher that will print many kinds of book. The book that recommended to you is Multi Unit Leadership: The 7 Stages of Building High-Performing Partnerships and Teams this e-book consist a lot of the information from the condition of this world now. This specific book was represented so why is the world has grown up. The dialect styles that writer make usage of to explain it is easy to understand. Often the writer made some investigation when he makes this book. That's why this book appropriate all of you.

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