

What the Experts Are Saying About “Six Disciplines for Excellence”:

“Six Disciplines is unlike anything I've seen for small businesses. It's a book. It's a methodology. It's technology. It's a coaching system. It's something you'll be hearing a lot more about.”
(Anita Campbell, *Small Business Trends*)

“Truly - one of the most well thought out business books I have read in a long time. The methodology is simple, easy to use and very step by step. Gary has found a way to comprehensively combine the best practices from Balanced Scorecards, Malcolm Baldrige and other frameworks into a world class approach. There are a number of ideas and templates that I am thinking about rolling out here at our company.” (Glenn Gleason, *Life, Work and the Pursuit of Excellence*)

“This hands-on book goes beyond the fluff that many other business books serve up, and offers a real world business plan. It is well tailored to small businesses and is great for those who want a strong framework to build or begin their business. It is a long-term business plan, not a quick route to success, but for those who take the time to read it, the payoffs can be astounding. **I recommend this book for anyone who is serious about a better business.**” (Sarah Bosch, *Business Opportunities Weblog*)

“The Six Disciplines book is a must-have addition to the small business owner's library. But don't just buy it, read it and put it on the shelf -- implement the concepts into your business. This is a guidebook, with practical business advice, that if followed, will enhance your business and provide solutions to every day small business problems.” (Gary Whitehair, *High Performance Business*)

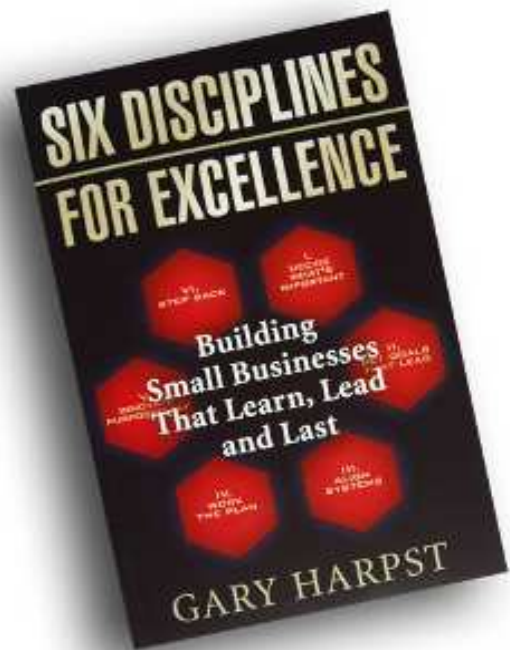
“Think of this more as a field guide or a handbook. You'll want to keep this book nearby with your other critical business reference materials. This is the type of book that each time you read it you'll find new pearls of wisdom and – better yet – practical advice. Read this book with a highlighter and/or a legal pad and pen nearby. You'll need them.” (Bob Schuneman, *Small Biz Matters*)

“A few weeks ago I came across one of the best business books on "Excellence" that I had read in years. Having been a management consultant to organizations both big and small, I have prided myself on being able to take all the complexity of latest business thought and practice and boil it down into its simplest components. Well - I have met someone who has mastered that skill. Well done Mr. Harpst. You have created what I think will be a book and method that will be used for generations.” (Glenn Gleason, *Life, Work and the Pursuit of Excellence*)

“I really liked this book because it is simple and practical. It is easy to read, relevant to most companies, and thorough. Each discipline is covered in-depth and has stories, ideas, checklists, and simple tools to help you follow through on what you learn.” (Rob May, *The Business Pundit*)

“The best book I've read recently about planning and execution is Gary Harpst's excellent book Six Disciplines for Excellence. Many of the business books published these days seem to focus too much on theories and not enough on practice. Six Disciplines differs in that respect – it's all about teaching a system of getting done the things that we all know need to be done.” (Bob Shuneman, *Small Biz Matters*)

“But the book doesn't stop there! To really benefit and to transform a company in using the six disciplines really need more help than a "do-it-yourselfer" can accomplish. Therefore, there is also a Six Disciplines company that was established to help companies long term get established and maintain using this methodology. If you happen to live in one of the fortunate areas where a Six Disciplines Leadership Center is located, you have access to additional training, coaches, automated tools and other resources. There are plans to have Leadership Centers throughout the country, because Gary has a passion to reach as many small organizations and help them as it helped Solomon.” (Skip Angel, *Random Thoughts of a CTO*)



"This is one example of many principles Gary shares that (if executed) would make big impact in a company or organization. For pragmatists and those who love execution, I give this book a strong recommend. Buy Six Disciplines of Excellence." (*Sam Decker, Decker Marketing*)

"How does his (Harpst's) book differ from others which also discuss business improvement? "First, [unlike most other books] which focus 80% on principles and 20% on implementation, this book's content 'is focused 20% on principles and 80% on implementation' Second, the [Six Disciplines] Methodology is 'designed specifically for small businesses' Third, the Six Disciplines Methodology is the first methodology to 'distill and integrate what were designed as separate best practices into one cohesive whole.'" (*Robert Morris, Top 10 Reviewer for Amazon.com*)

"This book is about real business, how to get it done, how to consistently improve, and how to achieve excellence using that time tested method called "hard work." (*Rob May, The Business Pundit*)

"Here's what differentiates this book: it bridges concept and principles to execution. Within the disciplines, Gary shares hundreds of frameworks, steps, processes, questionnaires, roles, responsibilities, and to dos to make them come to life. He shares the what, but more importantly, expands on the how with utilitarian advice." (*Sam Decker, Decker Marketing*)

"I finally did get a chance to read "Six Disciplines..." I found it to be an exceptional game plan for those of us in small business. I especially like the attitude of Gary Harpst – for example his realistic beliefs that it will be those that "keep on keeping on" who make a plan like this success. I also like his emphasis on business as a system – when one thing changes it tends to change everything else. My specialty in graduate school was general systems theory. Gary is right on with his analysis that the best laid plans will erode if people aren't disciplined. It is also packed with assessments and action steps. One of the more enjoyable books I've read on small business success. The only down side I see is that it's not a book to read and put on the shelf, (the down side is that many of us do just that) – it's like the Bible for small business success and must be used daily for the plan to work." (*Dr. Robert Rausch, CEO 1 Executive Energy*)

"True to his word, Harpst focuses most of his attention on HOW to derive maximum benefit from each of the six separate but interdependent Disciplines." (*Robert Morris, Top 10 Reviewer for Amazon.com*)

"In my opinion, he (Harpst) has positioned them in the most appropriate sequence, helping his reader to understand that business improvement must be viewed and initiated as a cohesive and comprehensive process." (*Robert Morris, Top 10 Reviewer for Amazon.com*)

"To me, Chapter 6 (Discipline III: Align Systems) is especially valuable. Proper alignment must include everyone and everything. Harpst explains how such alignment can be achieved and then sustained." (*Robert Morris, Top 10 Reviewer for Amazon.com*)

"A Business Improvement Book with a Lasting Difference" (*CEO Refresher*)

"Full of incredibly useful tools and charts -- all about how small businesses execute strategy." (*Anita Campbell, SMB Trend Wire*)

"Six Disciplines for Excellence, by Gary Harpst is a great example of how to use common sense to build a business." (*Bud Bilanich, The Common Sense Guy*)

"That's all? you say. There must be more to it than this. These ideas have all been around for a while. True. However, the power of this book is in how it integrates these time tested, common sense ideas into a useful whole. And, as the author points out, "the problem for most of us isn't knowing what to do; it's doing it". (*Bud Bilanich, The Common Sense Guy*)

"There's a quote at the beginning of Chapter one that I really like. "Excellence, like beauty, is in the eye of the beholder...If you're serious about pursuing excellence, you must decide what excellence means for you organization." If the book can deliver on just a portion of this it will be a great addition to your management library." (*Lisa Haneberg, Management Craft*)

"Jason's authentic belief in guiding principles aligns directly with Gary Harpst' "Six Disciplines for Excellence," which distills best practices of many proven business improvement methods -- with a focus on implementation -- so the best small businesses can actually achieve **lasting** excellence. (*Jason Jennings, author of "Think Big, Act Small"*)

"What makes this book unique, not to mention worthwhile? The book is filled with concrete examples, processes and checklists that will help a business owner in creating a successful business. Anyone who is in need of ways to move an organization forward will find a treasure chest of ideas in its pages." (*Trevor Hall, Servant-Leadership Blog*)

“Any small business owner with 100 employees or less will find a great deal of practical insight from reading “Six Disciplines for Excellence” that will be very helpful in an attempt to build a successful business.” (*Trevor Hall, Servant-Leadership Blog*)

“I used to think ideas were special, but I've seen the same thing time and time again - lots of people have good ideas, usually they even have similar ideas, but there are very few people in this world that can consistently execute to get things done right. This book can help you become one of those rare execution oriented individuals. (*Rob May, The Business Pundit*)

“Whether you are a small business owner or a senior executive at a major corporation - this book has captured the essence of what defines a “World Class Enterprise.” (*Glenn Gleason, Life, Work and the Pursuit of Excellence*)

“*Six Disciplines* is clearly, concisely and engagingly written. Its ideas are not new, but they are not meant to be. Rather, author Harpst has distilled the best advice he's found in popular business books that promote strategic thinking by business leaders, and has created clusters of routine activities, or disciplines, for leaders to follow. The goal: Turn strategic thinking into strategic action.” (*Emory University, Knowledge@Emory*)

“When I received the book, I glanced over it but put it aside not sure that I wanted to read it further. Boy, was I in for a surprise! What I found also fascinating is that the book was influenced by many people (the same people that I had read and liked the theories but didn't know how to act) including: Michael Porter (Competitive Strategy), Stephen Covey (7 Habits of Highly Effective People), Michael Gerber (The E Myth Revisited), Robert Kaplan and David Norton (Balanced Scorecard), Peter Senge (The Fifth Discipline), and Jim Collins (Good to Great) to name a few. (*Skip Angel, Random Thoughts of a CTO*)

“Throughout the book, the Be Excellent blog and the Six Disciplines website, you can feel the passion that comes from people like Skip and Gary. These people mean business and have a desire to truly help other companies. Their ideas are sound and proven. Their business model for Six Disciplines is fascinating. If you work especially in a small organization that is struggling with growth and lack of direction, get the book and just give it a try. You have then taken the first step towards an answer. I believe that Gary and his company can provide the help that you need to transform your business and make it excellent!” (*Skip Angel, Random Thoughts of a CTO*)

“I've read and participated in many “best practice” methodologies over the years. Unfortunately most are skewed towards theory, with minimal attention to practice and implementation. Sometimes you feel that the authors are locked into outmoded business practices with approaches and examples that are past their due date. Gary Harpst is the direct opposite. His Six Disciplines for Excellence delivers an effective way to build and grow a business. The approach is current and I love that it ties technology and systems with strategy. Most importantly this book is about execution. I'm adding Six Disciplines to the reading materials I provide to each of my clients.” (*David Daniels, Business & Technology Reinvention*)

“If your small business is looking for ways to improve focus and execution, and get a bit more “deliberate” about how you manage your business, this book is an excellent resource. It provides the information needed to go it alone, if you choose, but also provides ready access to software and professional assistance from experts who are conversant in all of the methodologies in the book.” (*Dwayne Melancon, Genuine Curiosity*)

“I found the book full of practical tools, process outlines, and examples to help small business crystallize many aspects of their strategic and operating plans. I was impressed with the breadth of tools provided, as well as the practical examples shown for many of the tools.” (*Dwayne Melancon, Genuine Curiosity*)

“Six Disciplines for Excellence is what the E-Myth Revisited wants to be when it grows up.” (*David Rothacker, Rothacker Reviews*)

“I look at this book as the opportunity for a glimpse into the framework of an excellent company and the opportunity to ask yourself, as a business owner, do you want your company to be excellent?” (*David Rothacker, Rothacker Reviews*)

“Six Disciplines for Excellence” is the top-selling book on Amazon
in the keyword categories:

Excellence • Small Business • Quality Control
Success in Business • Total Quality Management