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Work the System: The Simple Mechanics of Making More and Working Less

Sam Carpenter

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Winner of the 2009 New York Book Festival's award for general non-fiction

Work the System: The Simple Mechanics of Making More and Working Less was originally self published in soft cover by the author in April 2008 and had modest distribution as it was sold only via the author s website. "Work" was picked up by Greenleaf Book Group in the Fall of 2008, thoroughly re-edited, and released to book stores in hard cover May 1, 2009.

So you can live your life, Work the System: The Simple Mechanics of Making More and Working Less will guide you in streamlining the interlaced systems that drive every aspect of your work. The key is to dramatically increase the efficiency of the business you own or the department you manage, while standing "outside and slightly elevated" from the processes. While providing exact direction for creating a culture of "system improvement," the author interlaces his own story of moving from 100-hour workweeks to 2-hour workweeks, while multiplying his monthly income by a factor of 20. Through all this he was the single parent of two children. The strength of the book lies, first, in convincing the reader to "get" a new perspective on work and life that will foster the systems-mentality shared by successful leaders everywhere. Second, it provides exact instruction for revitalizing an organization through fostering organizational efficiency, and by creating simple documentation. What Sam Carpenter teaches is simple yet profound: Achieve a positive macro result by working on a micro level. You will learn how to analyze and refine your network of systems to maximize profit, create client loyalty, and develop autonomous employees who are passionately dedicated to the primary goals of the organization. The strategies will help you dramatically improve your own personal performance while decreasing the stress of being overtaxed and disorganized, by helping you

- Recognize the systems that are affecting your world and manipulate them into super-efficiency
- Maximize productivity when you know you're at your peak brain capacity
- Avoid the time-wasting imperfection of striving for perfection

Pulling from his years of experience as the owner of a struggling business that he revitalized into the number one business in his field, Carpenter offers profound and concise advice that will revolutionize the way you view your work and, indeed, how you live your life.

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