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selling author -- wrote *Growing a Business* for those who set out to make their dream a reality. He knows what he's talking about; he is his own best example of success. Books Read: *Growing a Business* by Paul Hawken the personal stories as a reminder that "Yes, you can grow!" *Growing Your Business* You can grow! Five steps to growing your business: 1. Defining Growth 2. Preparing for Growth 3. Creating Growth 4. Managing Growth 5. Setting Boundaries for Growth Contents 2. Deciding to Grow 4. Gearing Up 6. Transforming Your Role: From Do-er to Manager to Strategist 8. About this guide Here is a detailed, revolutionary guide which explains how to: start your own business, choose a product or a service to sell, keep a growing business healthy. For anyone interested in business today, here is the program that spells out the principles of success in a whole new economic climate! ©1987 Paul Hawken (P)1987 Simon & Schuster *Growing a Business* by Paul Hawken | Audiobook | Audible.com Paul Hawken—entrepreneur and best-selling author—wrote *Growing a Business* for those who set out to make their dream a reality. He knows what he's talking about; he is his own best example of success. In the early 1970s, while he was still in his twenties, he founded Erewhon, the [then] largest distributor of natural foods. Write — Paul Hawken The brainchild of Eliot Jessep and Ben Hawken, the business revenue is already up more than 200 per cent on last year, and on track to notch up \$2.5 million in sales this year.

Paul Hawken—entrepreneur and bestselling author—wrote *Growing a Business* for those who set out to make their dream a reality. He knows what he's talking about; he is his own best example of success. In the early 1970s, while he was still in his

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*Growing a Business* became the basis of a 17-part PBS series, which Hawken hosted and produced. The program, which explored the challenges and pitfalls of starting and operating socially responsible companies, appeared on television in 115 countries and reached more than 100 million people.

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In this extraordinary audio program Paul Hawken demonstrates that the answers to small business problems today cannot be solved by college degrees, training or money - but only by you. Listen in as Paul Hawken explores:

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### Growing a Business book by Paul Hawken

Paul authors articles, op-eds, and peer-reviewed papers, and has written eight books including five national bestsellers: *The Next*

*Economy* (Ballantine 1983), *Growing a Business* (Simon & Schuster 1987), and *The Ecology of Commerce* (HarperCollins 1993) *Blessed Unrest* (Viking, 2007), and *Drawdown, The Most Comprehensive Plan Ever Proposed to Reverse Global Warming* (Penguin).

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### Biography — Paul Hawken

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