

Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits

By Frank Pacetta, Roger Gittines

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Filled with the kind of contagious energy and upbeat attitude that has made Frank Pacetta one of America's most popular motivational speakers, this unique book is for anyone who wants a difference in the workplace. Whatever the occupation, organization, or industry, here are tried and tested solutions, techniques, rules and tactics that get the job done right. Whether you're a manager fed up with your worker's ho-hum attitude or an individual who can't seem to live up to your potential no matter how hard you try, this book will give you ideas that can put into immediate action -- a no-fail formula for ending the whining and instilling in yourself and your employees a winning spirit.

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Editorial Review

Amazon.com Review
Nobody likes a whiner, Frank Pacetta least of all. And, as he sees it, there's been far too much whining going on in corporate America over the past decade, and far too little drive, passion, and inspiration to get the job done and get it done well. *Stop Whining--and Start Winning* is Pacetta's honest and hard-hitting manifesto for how to make this happen.

Pacetta and his coauthor Roger Gittines fire back at America's complacent workforce by equipping leaders with a book packed full of "now-tos"--the Pacetta version of how-tos, only more necessary and more urgent. With chapter titles such as "Do Get Excited--Reaping the Rewards of Emotion" and "Make Big Dreams Happen--What a Great Place to Work," Pacetta drives home his overarching theory of leadership: Being a good leader means getting emotionally involved with your workforce and thereby motivating people to contribute their absolute best. There's no room for "leading from a distance" with Pacetta, who claims that successful leaders can and should directly influence such areas as communications, recruiting, and training. In an animated and conversational tone, the sales guru of Xerox fame shares advice and anecdotes from both his professional and personal lives, with tips from his action-packed days at Xerox, family moments in a vibrant Italian American home, and a personal visit from Ross Perot all entering the fray at one point or another. *Stop Whining--and Start Winning* is not a theory-based tome but a plug for passion and a call for leaders to get off their butts and fire up their workforces. --*S. Glass*

From Booklist
Just as senior e-strategists advise client companies that electronic commerce is "all about the customer, stupid," consultant Pacetta warns that "it's all about the employee." Here, then, is his formula for turning around profits, starting and ending with the employee. Don't expect a very structured discussion or highfalutin theories or philosophies. Instead, story telling abounds--revolving around communications, reward-recognition systems, trust, recruitment, and teamwork. Principles are sound, including creating a hard-core vision, finding out why employees leave, and securing buy-in from frontline managers. The prose reads well; for instance, Pacetta regales us with notes about Ross Perot's visit to his home. Not to be considered a main source but good for supplemental anecdotes. *Barbara Jacobs*

Review
"Frank Pacetta is the master of motivation. This irreverent book cuts through the normal business bull to what really counts. Loads of practical, implementable ideas. And fun to read!" -- *Robert Kriegel Ph.D., author of If It Ain't Broke...Break It* and *Sacred Cows Make The Best Burgers*

"This book is chock-full of "Now-Tos" for getting past the obstacles and getting on with what really matters" -- -- *Paul Stoltz, author of Adversity Quotient*

"Stop Whining--and Start Winning is a tue champion among business books. Frank Pacetta successfully shows you how to move beyond mediocre management and into legendary leadership. -- *Ken Blanchard, co-author of The One Minute Manager, Raving Fans* and *Gung Ho!*

Pacetta has done it again! STOP WHINING -- AND START WINNING is full of stimulating ideas, Ah Ha! moments, and practical hands on advice."A wonderful read with great take home value." -- *Sheldon Bowles, co-author of Raving Fans*

Users Review

From reader reviews:

Shirley Kier:

The feeling that you get from Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits may be the more deep you rooting the information that hide inside the words the more you get thinking about reading it. It doesn't mean that this book is hard to recognise but Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits giving you joy feeling of reading. The copy writer conveys their point in specific way that can be understood simply by anyone who read the item because the author of this guide is well-known enough. This specific book also makes your vocabulary increase well. Therefore it is easy to understand then can go along with you, both in printed or e-book style are available. We advise you for having this particular Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits instantly.

Bill Dildy:

This book untitled Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits to be one of several books which best seller in this year, that's because when you read this guide you can get a lot of benefit into it. You will easily to buy this kind of book in the book retail outlet or you can order it through online. The publisher of the book sells the e-book too. It makes you more easily to read this book, because you can read this book in your Cell phone. So there is no reason to you to past this guide from your list.

Michael Earl:

Playing with family in a park, coming to see the sea world or hanging out with close friends is thing that usually you have done when you have spare time, and then why you don't try point that really opposite from that. 1 activity that make you not sense tired but still relaxing, trilling like on roller coaster you already been ride on and with addition associated with. Even you love Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits, it is possible to enjoy both. It is good combination right, you still need to miss it? What kind of hang type is it? Oh occur its mind hangout fellas. What? Still don't get it, oh come on its known as reading friends.

George Williams:

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