



## The Richer Way (5th Revised edition)

By Julian Richer, Kate Miller

Richer Publishing. Paperback. Book Condition: new. BRAND NEW, The Richer Way (5th Revised edition), Julian Richer, Kate Miller, This fantastic practical business book is packed full of useful ideas to help businessmen and motivate their staff. A poor performer at school, Julian Richer has built from scratch a GBP 200m+ group of businesses. His best known company 'Richer Sounds' is the biggest and most profitable hi-fi retailer in the UK with the highest sales per square foot of any retailer in the world (Guinness Book of Records 10 years running). His advice is sought by Chief Executives of some of Europe's biggest organisations and his ideas on staff motivation have been described by the press as 'legendary'. In this book Julian explains his original thoughts and advice which have been used successfully in companies of widely differing types and sizes. Written from first-hand experience of running businesses, readers will find this a practical book full of useful ideas.



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