



## 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 true 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:**

#### **Edward Brown:**

Information is provisions for folks to get better life, information today can get by anyone at everywhere. The information can be a expertise or any news even a problem. What people must be consider any time those information which is in the former life are hard to be find than now is taking seriously which one works to believe or which one the particular resource are convinced. If you find the unstable resource then you have it as your main information you will see huge disadvantage for you. All those possibilities will not happen in you if you take Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits as the daily resource information.

#### **Irene Parker:**

Does one one of the book lovers? If yes, do you ever feeling doubt while you are in the book store? Aim to pick one book that you find out the inside because don't ascertain book by its include may doesn't work the following is difficult job because you are afraid that the inside maybe not since fantastic as in the outside seem likes. Maybe you answer might be Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits why because the amazing cover that make you consider in regards to the content will not disappoint an individual. The inside or content is definitely fantastic as the outside as well as cover. Your reading 6th sense will directly assist you to pick up this book.

#### **Opal Moffett:**

Is it a person who having spare time subsequently spend it whole day simply by watching television programs or just resting on the bed? Do you need something new? This Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits can be the response, oh how comes? The new book you know. You are thus out of date, spending your time by reading in this fresh era is common not a nerd activity. So what these guides have than the others?

#### **Clara Radtke:**

What is your hobby? Have you heard in which question when you got college students? We believe that that query was given by teacher on their students. Many kinds of hobby, Every person has different hobby. And also you know that little person including reading or as reading become their hobby. You should know that reading is very important and also book as to be the matter. Book is important thing to provide you knowledge, except your own teacher or lecturer. You discover good news or update about something by book. Numerous books that can you decide to try be your object. One of them is niagra Stop Whining--and Start Winning: Recharging People, Re-Igniting Passion, and PUMPING UP Profits.

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