## **Brief Contents**

	Acknowledgments	X12
	Introduction	1
PART I		
Chapter 1	Growth Can Be Good and Growth Can Be Bad	11
	"Eyebobs Eyewear, Inc." Case	19
Chapter 2	Darden Private Growth Company Research (DPGC)	37
	"Octane Fitness, Inc.:The Power of Focus" Case	46
Chapter 3	Growth Is More Than a Strategy	59
	"Room & Board" Case	65
Chapter 4	The 4Ps of Growth: Planning, Prioritization, Processes, and Pace	74
	"SecureWorks" Case	86
Chapter 5	The Entrepreneur Must Grow, Too!	100
	"Defender Direct, Inc.: A Business of Growing Leaders" Case	108
Chapter 6	The Challenges of Building an Effective Management Team	128
	"Global Medical Imaging, LLC" Case	136

Chapter 7	Culture—Creating a High-Performance Environment	148
	"Leaders Bank: Creating a Great Place to Work" Case	158
Chapter 8	Growth Thrusters: "Replicution" and "Boosters"	175
	"Enchanting Travels" Case	183
Chapter 9	The Added Complexity of Managing a Family Business	195
	"Edens & Avant" Case	207
PART II	Case Collection	
	Subject Matrix	224
	3 Fellers Bakery	232
	Appalachian Commercial Cleaners:	
	Family Dynamics Versus the Business	236
	Better World Books	239
	C.R. Barger & Sons, Inc. (A)	251
	C.R. Barger & Sons, Inc. (B)	254
	Defender Direct, Inc.: A Business of Growing Leaders	262
	Edens & Avant	263
	Enchanting Travels	264
	Eyebobs Eyewear, Inc.	265
	Freedom Technology Services	266
	Global Medical Imaging, LLC	269
	Green Copier Recycling: Entrepreneur Meets Private Equity	270
	Hass Shoes	274
	James Abrams @ Clockwork Home Services, Inc.:	
	Lessons from a Serial Entrepreneur	277
	Jeff Bowling at the Delta Companies:	
	From Baseball Coach to CEO	291
	Leaders Bank: Creating a Great Place to Work	300
	LG Investments, LLC:	
	A Family Business in Generational Transition (A)	301

Brief Contents ix

LG Investments, LLC: A Family Business in Generational Transition (B)	304
LG Investments, LLC:	301
A Family Business in Generational Transition (C)	306
LG Investments, LLC: A Family Business in Generational Transition (D)	308
	300
Mellace Family Brands, Inc.: Building a Socially Responsible Enterprise	310
Motor City: A Disruptive Business Model (A)	320
Motor City: A Disruptive Business Model (B)	323
Octane Fitness, Inc.: The Power of Focus	326
Room & Board	327
Sammy Snacks (A)	328
Sammy Snacks (B)	339
Sammy Snacks (C)	342
Sammy Snacks (D)	343
SecureWorks	345
Students Helping Honduras	346
Trilogy Health Services, LLC: Building a Great Service Company	355
Valley-Wide Health Systems, Inc.	367
Bibliography	373
Recommended Reading	
Index	381