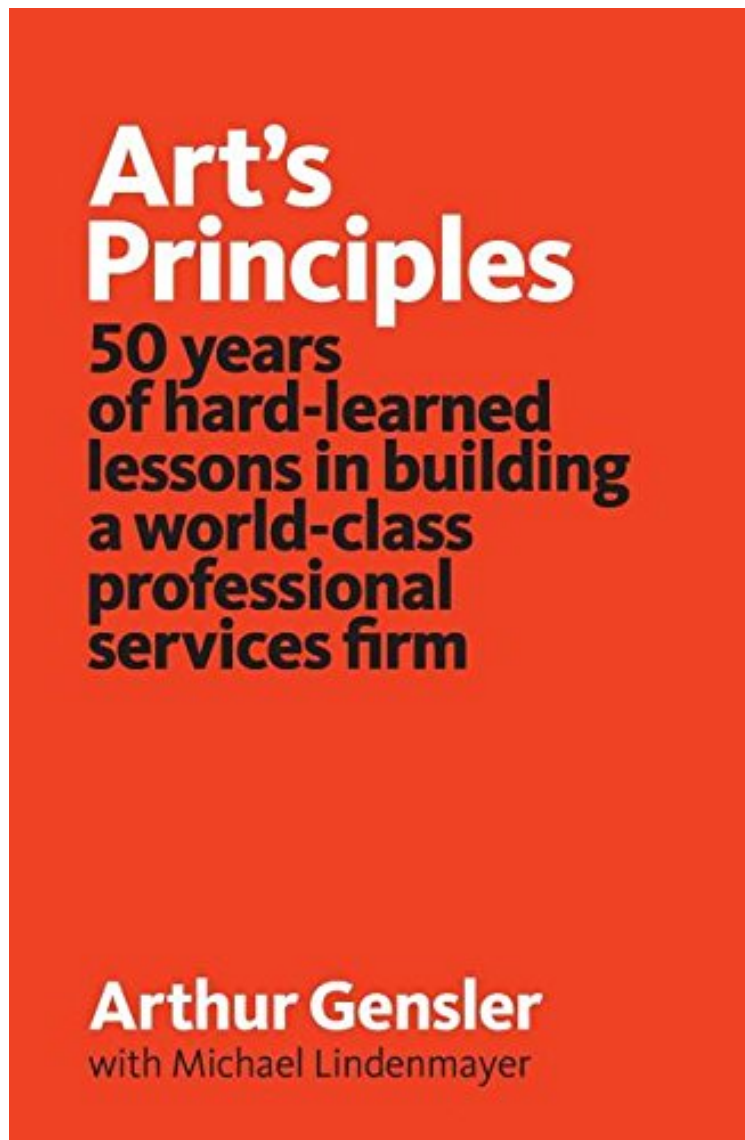


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6 of 6 people found the following review helpful. The Smartest Guy in the Room : he will never admit it (see Chapter

20)By Walter A. Hunt, Jr.The array of principles discussed are not just applicable to architecture or to business but also to work / life balance. It is a great "lessons learned" set of thoughts and "TIBS" ("This I Believe") that emerged as a great business developed and prospered . . . all due to an organic process without a "handbook" or rigid set of rules . . . but that organic process was not accidental. I marveled at the simple truisms that we could all benefit from if we just applied them to what we do . . . just as Art Gensler did. Best idea : go home and have dinner with your family each night (even though I know that Art Gensler drove back to work after dinner : see page 138) 3 of 3 people found the following review helpful. Learn from 'The Master ' - you won't find anything better than this. By Steve L. Wintner, AIA Emeritus If you run a business, especially a service business, you must read this book; it would be 'costly' for you and your company if you miss the opportunity to learn from a 'master of business'. The writing is as refreshing and educational as the environment Art has created for all of his employees. It's an easy read and yet it is full of so many simple, worthwhile suggestions for how to lead and run a business, any business. In my 30 years of being a management consultant, I have continued to use this 'mold', created by Art, to assist and encourage clients and colleagues who are leaders of their own firms. It is a surefire set of 'the right things to do' to ensure lasting success. 4 of 4 people found the following review helpful. This is an excellent guide for anyone looking for inspiration on leadership. By NB Valentine This is an excellent guide for anyone looking for inspiration on leadership, culture, strategy and client focus. It boils down the essentials into bite sized nuggets anyone can relate to and use to succeed and grow a team or a firm. Buy this book, give it as a gift to yourself or your coworkers in any stage of their careers. It's a winner!

Art's Principles reveals the blueprint behind one of the most successful professional services firms, giving career-minded individuals the tools they need to excel in business. The book covers the essentials of leadership, talent acquisition and operations, while outlining the creative strategies that propelled a small business into one of the largest and most admired in its industry. This guidebook is full of well-tested ideas that are applicable to someone running a small, medium or large a professional firm-or running any project where people, profit and customers matter.