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— Sam Carpenter, Work The System: The Simple Mechanics of Making More and Working Less "Your task is to optimize one system after another, not careen through the day randomly taking care of whatever problems erupt. Your job is not to be a fire killer. Your job is to prevent fires."

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In Work The System: The Simple Mechanics of Making More and Working Less, Author Sam Carpenter certainly identifies with the "blue-collar" worker. He has previously worked in a smattering of industries including the construction (as a land surveyor, heavy-equipment operator, house painter, ditch-digger, logger, and mill worker), in sales (door-to-door, department store clerk, real estate), business (as a stock and commodities investor, corporate CEO, retail store owner), and in mass ...

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Fundamentally, every business is a system: a collection of processes that, together, reliably produces an intended result. The more you focus on improving your business systems, the better results you'll produce. It's as simple as that. When most people hear the word "system," however, their eyes glaze over.

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