

A man in a grey suit and blue jeans sits at a wooden table in a rustic pizza pub. He is smiling at the camera. In the background, a server in a black shirt is working at the bar, and other patrons are seated at tables. A pizza is on the table in front of him.

# Nick Sarillo

CEO of Nick's Pizza and Pub

## A Slice of the Pie

How to Build a  
Big Little Business

# A Slice Of The Pie How To Build A Big Little Business

**IM Harris**



## **A Slice Of The Pie How To Build A Big Little Business:**

**A Slice of the Pie** Nick Sarillo, 2012-09-13 How does a suburban pizza joint end up profiled on national magazine covers and network TV news? Hint: The secret is not in the sauce. When Nick Sarillo decided to open a family friendly pizza restaurant in the suburbs of Chicago, people thought he was nuts. Having worked as a carpenter for much of his adult life, he lacked any formal experience in restaurants or in managing a small business. Everyone told him no one else would ever care about his place the way he did. They warned he'd have to work 20 hour days and monitor every employee just to stay in business. But Sarillo saw things differently and set out to run his business in a radically different way. Today Nick's Pizza Pub is one of the top ten busiest independent pizza restaurants in the country with two locations that gross about six times the revenue of the typical pizza restaurant. And in an industry where most employees leave within less than a year, Nick's annual turnover rate is less than 20 percent. How did he do it? The secret lies in Nick's purpose driven culture in which every employee from the waiters to the chefs to the managers is equipped with the tools necessary to do their jobs while also advancing the company's overall mission. The result is higher sales, a dedicated team, and a big little business that is beloved by the entire community. In *A Slice of the Pie*, Sarillo tells the story of how he built his extraordinary culture and shows how anyone can follow his methods. For instance, Nick's managers engage the staff by tracking and rewarding unusual metrics such as how many guests request a particular server or the average check amount of each carryout host. Likewise, team members of all ages and levels of experience are encouraged to express themselves, acquire new skills, and suggest ideas to help the business grow. *A Slice of the Pie* will help transform even the smallest, simplest, and most ordinary business into a successful high performance organization.

*Scale-up and Build Your Business* David Molian, 2024-02-01 How do business founders not only start a business but ensure sustainable growth for the future? This book provides the tools and understanding that enable successful business growth at the scale up stage. *Scale up and Build Your Business* distills the author's two decades of working with high growth, high performing, independently owned and managed businesses including Cobra Beer, Hotel Chocolat, Belvoir Cordials, Thatcher's Cider, Pacific Direct, and Go Ape. Over many years, David Molian and his colleagues have identified both the drivers that accelerate growth and the blockers that prevent it. Through case histories, industry analyses, and numerous examples, this book details five key challenges faced by ambitious entrepreneurs and documents how they overcome them. For each key challenge, this book describes the accelerators and bear traps which will help or hinder the journey to successful growth and the creation of long term sustainable independent value that translates into successful exit. The lessons within this book will be invaluable for policymakers, advisors, and ambitious business founders who want to turn a start up into a successful and sustainable company. In a period marked by uncertainty and economic stagnation, this guide is more vital than ever. [Pass the 7](#)

Robert Mark Walker, 2007 FINRA is the successor to the National Association of Securities Dealers Inc. NASD

[Contagious Culture: Show Up, Set the Tone, and Intentionally Create an Organization that Thrives](#) Anese

Cavanaugh,2015-11-13 GET INSPIRED GET EXCITED GET RESULTS A proven approach to corporate culture that s positively contagious You are about to enter a new era of leadership With more competiton more connectedness and more opportunities than ever before this exciting new era demands a workplace culture that is collaborative productive energized and contagious A culture that encourages extraordinary growth and innovation A culture that starts with you showing up setting the tone and lighting the fire This book is about answering that call and setting yourself up for success It s about improving your leadership presence and your impact not just on others but yourself It s about creating the space you need to share your vision state your intention and jump start your team It s about working yourself over from the inside out so you can become the strong effective inspiring leader you know you can be This is Contagious Culture a game changing guide to transforming corporate culture from within developed by the award winning creator of The IEP Method to strengthen your Intentional Energetic Presence This is more than a leadership book this is your future calling Award winning organizational advisor Anese Cavanaugh reveals the secrets of IEP Intentional Energetic Presence for transforming your workplace and your life The key to any company s success lies in its culture This game changing guide shows you how to shape and revitalize this culture by setting the tone engaging the team and creating a dynamic working environment that encourages growth productivity and innovation It all starts with you Using the book s unique IEP Method you can Be the kind of leader people want to follow not have to follow Craft your intention and make a real impact Unleash your energy and watch it spread like wildfire Unlock greater collaboration in your teams and greater leadership in your people Show up for Others by setting yourself up for success Bring out the best in everyone including yourself Create a contagious work culture that people want to catch With these proven step by step techniques you can take control of the culture you work in and build a healthier more functional environment from the inside out You ll find helpful transformative tools and exercises for improving collaborations opening communications and implementing changes You ll discover the best methods for handling the toughest challenges whether it s hiring and firing strategizing and organizing busyness or burnout Best of all you ll learn how to enhance your Intentional Energetic Presence IEP so you ll always be fully present purposeful and prepared to share your vision with infectious energy and enthusiasm Contagious Culture is so much more than a leadership guide It s a complete cultural mind shift that s not only exciting for you and your team it s absolutely positively contagious Building a Successful Business Plan Socrates Media,2005-09 Most people dream of owning their own business and being their own boss The first most important step to personal financial success is a plan Entrepreneurs of action must organize their genius to share with partners investors vendors and future employees Building A Successful Business Plan Advice from the Experts is an indispensable resource to assist you in taking the first step Book jacket *Pass the 65* Robert Walker,2006-02 Do the terms hypothecation diluted earnings and inverted yield curve give you a headache Do you need to take the Series 65 exam If you can answer yes to both of these questions then you ve come to the right place Robert Walker a professional trainer who

specializes in the NASD NASAA Series 63 65 66 6 and 7 exams has written this book for those who are about to brave the Series 65 examination Armed with an M F A in writing and a B A in English Walker has managed to translate Securities ese into plain English with a liberal dash of humor This must have book guides you through the intricacies of the Series 65 exam Walker takes the exam apart piece by piece and explains terms and concepts with a sense of humor and ease not found in other exam guides He shows you step by step how not to be misled by the questions In addition to practice questions liberally sprinkled throughout its lessons Pass the 65 includes three complete 135 question practice finals as well as study sheets summarizing each lesson and a handy glossary Plus you ll find that Robert directs you to his web site where he offers updates downloads more practice finals and other helpful information Once you ve finished this book you will be able to take the test with confidence

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**PC Mag** ,1995-02-07 PCMag com is a leading authority on technology delivering Labs based independent reviews of the latest products and services Our expert industry analysis and practical solutions help you make better buying decisions and get more from technology

*Full Committee Consideration of H.R. 4326 ...* United States. Congress. House. Committee on Armed Services,1982

**Amaze Every Customer Every Time** Shep Hyken,2013-09-03 You must deliver an amazing customer experience Why It is the competitive edge of new era business in any market and any economy Renowned customer experience expert Shep Hyken explains how consistently amazing customers through stellar service can elevate your company from good to great All transformations require a role model and Shep has found the perfect role model to inspire your team Ace Hardware Ace was named as one of the top ten customer service brands in America by Businessweek and ranked highest in its industry for customer satisfaction Through revealing stories from Ace s over the top work with customers Shep explores the five tactical areas of customer amazement leadership culture one on one competitive edge and community Delivering amazing service requires everyone in your organization to step up and be a leader It doesn t take a title It takes the right set of tools and principles To help you empower employees at all levels Shep brings the content to a deeply practical level His 52 Amazement Tools like Ask the extra question and Focus on the customer not the money are simple clear useful for almost anybody and supported with compelling research and stories Between these covers you will find the tools and tactics you need to transform your company into a seriously customer focused operation that will amaze every customer every time

**Billboard** ,1959-09-21 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends

**Computerworld** ,1998-02-02 For more than 40 years Computerworld has been the leading source of technology news

and information for IT influencers worldwide Computerworld's award winning Web site Computerworld.com twice monthly publication focused conference series and custom research form the hub of the world's largest global IT media network

*97 Things Every Scrum Practitioner Should Know* Gunther Verheyen, 2020-04-27 Improve your understanding of Scrum through the proven experience and collected wisdom of experts around the world Based on real life experiences the 97 essays in this unique book provide a wealth of knowledge and expertise from established practitioners who have dealt with specific problems and challenges with Scrum You'll find out more about the rules and roles of this framework as well as tactics strategies specific patterns to use with Scrum and stories from the trenches You'll also gain insights on how to apply tune and tweak Scrum for your work This guide is an ideal resource for people new to Scrum and those who want to assess and improve their understanding of this framework Scrum Is Simple Just Use It As Is Ken Schwaber The Standing Meeting Bob Warfield Specialization Is for Insects James O Coplien Scrum Events Are Rituals to Ensure Good Harvest Jasper Lamers Servant Leadership Starts from Within Bob Galen Agile Is More than Sprinting James W Grenning **Hearing on H.R.**

**4326 ... Before the Research and Development Subcommittee of the Committee on Armed Services, House of Representatives, Ninety-seventh Congress, Second Session, March 10, 1982** United States. Congress. House.

Committee on Armed Services. Subcommittee on Research and Development, 1982 **Entrepreneur**, 1995-07 **Small Business Sourcebook**, 2005 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms **Make It Snow: From Zero to Billions** Denise Persson, Chris Degnan, 2025-10-07

Follow along on the journey of the founding development and breakaway success of a multi billion dollar tech company Snowflake CRO Chris Degnan and CMO Denise Persson have one of the longest executive sales and marketing relationships in history They each built their teams from the ground up to help catapult Snowflake from a startup to one of the fastest growing technology companies Along the way they evolved innovated and executed as a single entity to deliver impact while aligning with Snowflake's number one company value put customers first Learn how Chris and Denise united two historically divided teams in Corporate America to achieve long lasting customer relationships and enduring company success This book covers Snowflake sales and marketing evolution through three phases of the company Startup Build and Scale Readers will learn How and when to jumpstart your sales and marketing teams How to develop product market fit and your competitive strategy Why business partners are critical to sales success The importance of establishing a culture early and how Why demand gen should be marketing's northern star What success looks like when hiring retaining and saying goodbye Building for a billion restructuring sales scaling a data driven marketing team This book targets startup founders and executives venture capital partners and the boards of directors of early and mid stage technology startups Sales and marketing are often neglected in these companies with focus squarely placed on engineering and product teams that determine sales and

marketing functions There is a better way Armed with the strategies and tactics contained in this book senior stakeholders of startup companies can jump start and align their sales and marketing go to market strategy sooner and with more impact

**Venturing: Innovation and Business Planning for Entrepreneurs** Marc H. Meyer, Frederick G. Crane, 2015-07-29

Venturing is a pragmatic methods based book that first helps students conceive design and test product and service innovations develop business models for them and then create their business plans and investor pitches The book also delves into different types of investors stages of investment and deal structures It is a perfect book for business planning courses where the instructor wishes to emphasize innovation and the creation of truly interesting customer grounded businesses

**Black Enterprise** ,2003

## **A Slice Of The Pie How To Build A Big Little Business** Book Review: Unveiling the Magic of Language

In an electronic digital era where connections and knowledge reign supreme, the enchanting power of language has are more apparent than ever. Its capability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**A Slice Of The Pie How To Build A Big Little Business**," written by a very acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we will delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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