Can I Just Buy The Books Instead Of Hiring You

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You do not even have to buy them. Read them for nothing, right now, and use them.

I mean that as a real answer, not as a setup. Plenty of operators will get what they need out of the published work and never call me, and that is the system working as designed. Nobody teaches operators to grow. If the library does that job for you, the job got done.

Where Reading Runs Out

Every operation is capped, at any given moment, by one thing, and the cap is structural rather than moral. Not effort, not attitude, not commitment. A cap. My framework can name every binding constraint an operation is capable of carrying. Only a read of the actual operation says which one is carrying the weight today.

That is the exact width of the gap between reading and hiring. Not knowledge. Identification.

The Risk Of Reading Alone

An operator with no diagnosis moves slowly and stays alert. An operator with a confident wrong diagnosis spends -- money, cast attention, capital, calendar -- against a cap that was never holding him. He gets the feeling of being decisive and the outcome of standing still. Then, because the spend produced nothing, he concludes the fundamental itself does not work. He does not conclude that he read it wrong.

That is the expensive part, and it stays expensive for years, because a fundamental he has written off is a fundamental he will not revisit when it actually becomes his constraint. If you are going to work from the books alone, hold your diagnosis loosely and keep reading the operation after you act.

Everything is here: https://kb.jeffreysummers.com/

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