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How to Build a Business Warren Buffett Would Buy: The R. C. Willey Story

Jeff Benedict

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Any entrepreneur will love and appreciate this fascinating story sharing the life lessons that Bill Child learned as he built R. C. Willey, a highly successful furniture business eventually bought out by the legendary Warren Buffett. Lessons on leadership, frugality, honesty, integrity, innovation, and customer service will inspire and motivate readers. How do you take a good company and make it one that billionaire Warren Buffett would buy? The blueprints are in the footprints of a remarkable man: Bill Child. Here are just a few of Bill s philosophies: Character and work ethic carry more weight than resumes. Change is an essential ingredient for success in the retail industry. Companies that don t adapt don t last. Delegation is vital to growing a small business. True delegation only exists when the leader trusts his people enough to allow them to perform their responsibilities without constant interference.

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