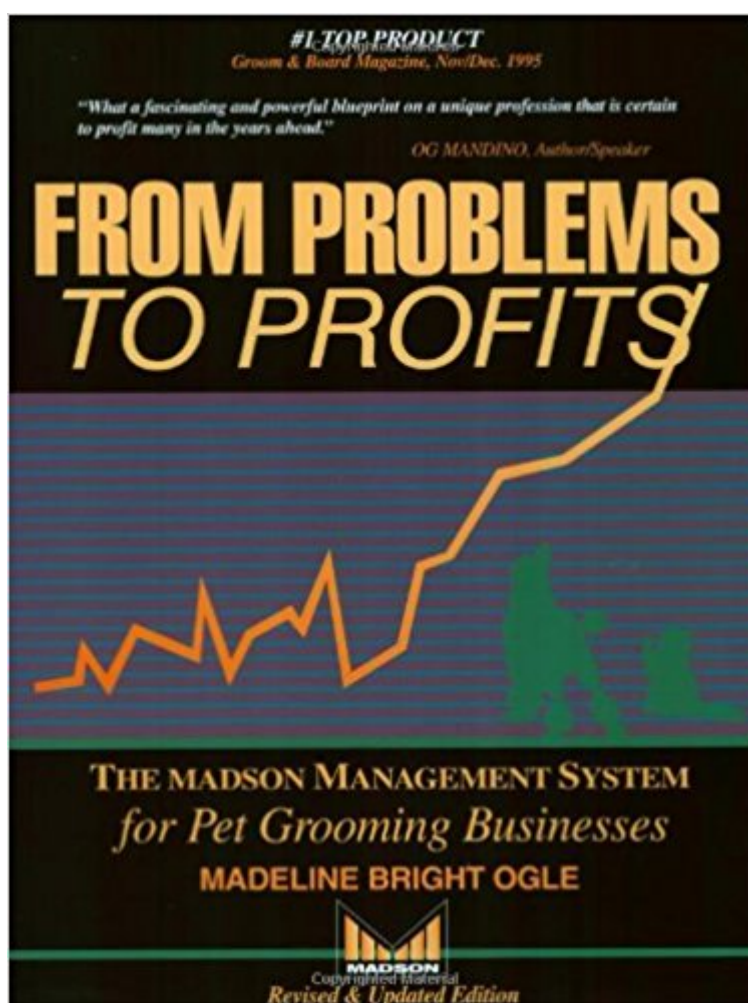


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# From Problems To Profits: The Madson Management System For Pet Grooming Businesses



## Synopsis

Since first published in 1989, and then again in a revised and updated 1997 edition, *From Problems to Profits - The Madson Management System for Pet Grooming Businesses* (1997) continues to be the world's best selling grooming business book. It's not a how-to book for the art of grooming, but instead, the most complete how-to book for starting and managing a new grooming business or expanding an existing one. Every managerial topic in grooming is covered from personnel, client relations, safety and supervision, marketing and advertising, bookkeeping, financial planning. Better yet over 100 illustrations provide you with dozens of business form layouts for your personal use. *From Problems to Profits* is more than a story about the author, Madeline B. Ogle, PhD. Instead she offers you the knowledge and tools she used to build one of the largest and most respected grooming businesses in the world. Now anyone can establish a more stable, profitable grooming business and! grow it as large as they desire, from a stable, busy year round one person business to a major pet care center. The definitive grooming business book that you will use for as long as you own your business. In fact, The Madson Management System has been proven to build the net worth of grooming businesses, and thereby allowing their owners more comfortable retirements when they sell their businesses. The art of grooming is important to every grooming business, but it is grooming management that creates stable, profitable grooming businesses that operate with far fewer problems. Managing a grooming business doesn't have to be stressful, but instead one of the joys of your life forever.

## Book Information

Paperback: 304 pages

Publisher: The Madson Group; Revised edition (September 1997)

Language: English

ISBN-10: 1878795252

ISBN-13: 978-1878795250

Product Dimensions: 0.8 x 8.2 x 11 inches

Shipping Weight: 1.8 pounds (View shipping rates and policies)

Average Customer Review: 4.2 out of 5 stars 36 customer reviews

Best Sellers Rank: #259,383 in Books (See Top 100 in Books) #20 in [Books > Crafts, Hobbies & Home > Pets & Animal Care > Dogs > Care & Health](#) #3133 in [Books > Business & Money > Small Business & Entrepreneurship](#) #3509 in [Books > Business & Money > Management & Leadership > Management](#)

## Customer Reviews

From Problems to Profits heralds a long-awaited evolution of the pet grooming industry...eliminates the stereotypical image of a grooming business. -- Belton Mouras, Secretary-General, United Animal Nations  
Please accept my sincere appreciation...using your system we earned 50% more net profit...our dream of a strong, healthy business is becoming a reality. -- Richard Cleveland, Owner Safari Pet Resort, Murfreesboro, TN  
The #1 Top Product of the Year -- Groom & Board Magazine, 1995  
What a fascinating and powerful blueprint on a unique profession that is certain to profit many in the years ahead. -- Og Mandino, Author/Speaker  
You have written a masterpiece! -- John W. Brees, DVM

I wrote From Problems to Profits - The Madson Management System for Pet Grooming Businesses to leave a legacy of success for all pet grooming business owners today and in the future. Our industry is rightly very concerned with the art of grooming, but our success, and thereby the welfare of pet owner clients and their precious pets, is dependent upon the members of the grooming industry to establish and maintain well-managed and prosperous grooming businesses. I am pleased that thousands have purchased From Problems to Profits around the world since it was first published, and they often write with their success stories. New groomers tell us they saved years of trial and error opening their first business, and long-time owners say they wish the book was around when they first opened their grooming business. Some have gone so far as to earn six-figure annual incomes from their businesses (before taxes). Others say The Madson Management System eliminated all of the common problems of managing any grooming business, and they have "fallen in love again with their business." Parents have shared with us that the book gave their children a better opportunity to enter the pet grooming industry and find prosperity, especially when their children were unable to attend veterinary college, or perhaps they were not interested in a college career yet require a vocation. I encourage all grooming career seekers and today's groomers to read this book, and match their art of grooming with new management expertise and become a prosperous, less-stressed business person that grooms.

I suspect several of these reviews were written by the author or at very least her friends or employees. I was looking forward to this book however it's so poorly written (saying the same mostly obvious information over and over), and so specific to the writers situation. So unless you are already a groomer who needs someone to describe to you (over and over) how to save \$10k, don't bother reading this book.

I opened my own 1 person (me) professional grooming salon this past year and this was recommended reading for me. Every business is different, so there was some information that I could apply to my business, and other items that did not apply to me because of the size of my business. A lot of useful information on how I could grow my business if the day would come that I would want to expand or add additional personnel.

This book has tons of information on running a grooming shop. No stone unturned. For anyone who currently owns a groom shop and wants it to run like a machine, this book is for you.

Incredible book! Highly recommended. It's only outdated in that Madeline wasn't using computers when she wrote this. Otherwise, it is spot on. If you own a grooming business and are ready to take it to the next level, this book will help get you there step by step.

Very good book for anyone thinking of opening their own grooming shop.

I love this book it is the Third time I have bought this book. It is packed lots of good information and ideas.

over written but OK

The book contains very useful information. The basic information is useful but needs to be tweaked to keep up with the times.

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