

"OUR WORLD CHANGED IN 2020. TIM SHARES EXACTLY WHAT YOU NEED TO NOT JUST SURVIVE BUT THRIVE IN THIS NEW DIGITAL AGE."

—RAY SCOZZARI, Director of Training & Development, Denny Menholt Automotive Group

SUCCESS. RELEVANCE. SURVIVAL.

The pandemic has changed everything about management in today's business world. For the automotive industry and similar businesses that rely on in-person sales, digital players are now viable competitors in the market.

This moment is critical—for you, your team, and your business. You need new tools if you're going to succeed. Fortunately, Tim Kintz is sharing his.

In *Fearless*, Tim shows you how to be a dynamic leader and become unbreakable. Learn how to innovate throughout challenges, soar above the competition, and keep your team one step ahead in certain—and uncertain—times. This follow-up to the Amazon bestseller, *Frictionless*, is your resource for learning how to manage with facts, not feelings, ensuring that profit and success are always the end result. Tim's Leadership Quadrant provides you with four focus areas to promote strengths and identify weaknesses: leading people; managing sales activities; training for skills acquisition; coaching for career development. Whether you are a new leader or seasoned professional, this book will be your constant companion for navigating the world of management today.



TIM KINTZ is the author of the Amazon bestseller, *Frictionless*, and president of The Kintz Group, the automotive industry's premier sales and management training company.

A graduate of the NADA Dealer Academy, Tim has worked in almost every position in the dealership. He delivers hands-on coaching, workshops, and presentations throughout the world, teaching universal sales and management strategies that have proven effective in every business sector. As a strong believer in the power of a great leader, Tim helps managers anticipate change, adapt to challenges, and focus on the individual.

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LEADING AND MANAGING
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