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Privateer!: Building a Business, Reforming Government

By David V Mastran

Createspace, United States, 2012. Paperback. Book Condition: New. 226 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****.Check out Privateer! is the untold story of MAXIMUS, the largest social welfare privatization firm in America. Find out how a one-person startup evolved into a powerful New York Stock Exchange company that challenged government labor unions and forever changed the way entitlement programs are managed. The book is written for entrepreneurs building a business, politicians and government officials seeking reform, citizens concerned with government entitlement programs, and academicians teaching business and public administration. The book presents lessons learned in the real world of government contracting, explaining how MAXIMUS survived intense competition, highly political environments, and hostile government unions to achieve success. MAXIMUS grew at the astonishing rate of 36.5 over a 29 year period, each year earning a profit and never going into debt. Learn how numerous stall points on the growth curve were overcome to achieve rapid growth. The company has managed health and welfare programs throughout the US as well as England, Canada, and Australia. MAXIMUS staff have replaced thousands of government workers to provide more efficient, effective and compassionate services to people in...



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