#### Our Heritage





Every day, we go to work hoping to do two things: share great coffee with our friends and help make the world a little better. It was true when the first Starbucks opened in 1971, and it's just as true today.

Back then, the company was a single store in Seattle's historic Pike Place Market. From just a narrow storefront, Starbucks offered some of the world's finest fresh-roasted whole bean coffees. The name, inspired by Moby Dick, evoked the romance of the high seas and the seafaring tradition of the early coffee traders.

Howard Schultz (Starbucks chairman, president and chief executive officer) first walked into a Starbucks store in 1981. From his first cup of Sumatra, Howard was drawn into Starbucks and joined a year later.

In 1983, Howard traveled to Italy and became captivated with Italian coffee bars and the romance of the coffee experience. He had a vision to bring the Italian coffeehouse tradition back to the United States. It would be a place for conversation and a sense of community— a third place between work and home. He left Starbucks for a short period of time to start his own II Giornale coffeehouses and returned in August 1987 to purchase Starbucks with the help of local investors.

From the beginning, Starbucks set out to be a different kind of company—one that not only celebrated coffee and the rich tradition, but that also brought a feeling of connection. The Starbucks mission is to inspire and nurture the human spirit—one person, one cup, and one neighborhood at a time.

Today, with more than 18,000 stores in 62 countries, Starbucks is the world's premier roaster and retailer of specialty coffee. And with every cup, we strive to bring both our heritage and an exceptional experience to life.

# **Sales Manual Starbucks**

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How to Spot the Next Starbucks, Whole Foods, Walmart, or McDonald's Before its Shares Explode Mark Tier, 2025-06-25 Everyone knows the basic golden rule of investing Buy Low Sell High but how many of us ever really understand the stock market how to recognize the next big thing and how to capitalize off of it once you do the truth is not many or we dall be millionaires It seems like early investors in big companies like Facebook and Google had to have won the lottery of investing and just gotten really lucky but there s more to it than that There s a science to the Next Big Thing strategy and Mark Tier understands it In How to Spot the Next Starbucks Whole Foods Walmart or McDonald's BEFORE Its Shares Explode Tier shows readers that explosive brands like Starbucks Whole Foods McDonald's and Walmart didn't become successful on accident Through in depth and accessible case studies Tier pulls back the curtain on the early Key Performance Indicators that each of these major companies showed even at their earliest stages Once you learn how to recognize these makings of success you too will be able to spot the next Starbucks The Everything Guide To Being A Sales Rep Ruth Klein, 2006-09-17 Successful selling is much more than qualifying prospects and making calls If you re planning on entering the exciting field of sales The Everything Guide to Being a Sales Rep is your unique career handbook with constant keep positive reminders and practical applications throughout Written by a seasoned and successful sales professional The Everything Guide to Being a Sales Rep teaches you the proven five prong approach to selling Identifying and following the roadmap to sales success Understanding the psychology and motivation of sales Clarifying goals prospects and customer relationships Making time to sell market and follow up on products and services Keeping a positive attitude With The Everything Guide to Being a Sales Rep you ll learn how to use two of your most valuable assets time and energy to create an extraordinarily dynamic and profitable selling career The Startup Owner's Manual Steve Blank, Bob Dorf, 2020-03-17 More than 100 000 entrepreneurs rely on this book The National Science Foundation pays hundreds of startup teams each year to follow the process outlined in the book and it s taught at Stanford Berkeley Columbia and more than 100 other leading universities worldwide Why The Startup Owner's Manual guides you step by step as you put the Customer Development process to work This method was created by renowned Silicon Valley startup expert Steve Blank co creator with Eric Ries of the Lean Startup movement and tested and refined by him for more than a decade This 608 page how to guide includes over 100 charts graphs and diagrams plus 77 valuable checklists that guide you as you drive your company toward profitability It will help you Avoid the 9 deadly sins that destroy startups chances for success Use the Customer Development method to bring your business idea to life Incorporate the Business Model Canvas as the organizing principle for startup hypotheses Identify your customers and determine how to get keep and grow customers profitably Compute how you ll drive your startup to repeatable scalable profits The Startup Owners Manual was originally published by K S Ranch Publishing Inc and is now available from Wiley The cover design and content are the same as the prior release and should not

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