

TITLE FACT SHEET

Zero to \$100M

A field manual for operators building real companies.

AUTHOR

Jacob Schlesinger

PUBLISHER

Coby Press

FORMAT

Hardcover

CATEGORY

Business / Operating

PUBLICATION

2026

AUDIENCE

Founders, operators, PE-backed executives

SYNOPSIS

A working playbook for founders, executives, and private equity operators scaling companies past the inflection where instinct stops being enough. Built from twenty-eight years of CEO, COO, and managing director work across construction, manufacturing, and PE-backed businesses. No abstractions. No decks. The book that gets passed around inside the team.

WHAT THE BOOK COVERS

The operating cadence that makes a company controllable at scale. The decisions that determine whether a turnaround works. The difference between a board that helps and a board that gets in the way. How to read a P&L the way an operator reads it, not the way an analyst does. When to spend, when to cut, and how to know the difference. Each chapter is short, structural, and grounded in operating reality.

AUTHOR

Jacob Schlesinger has spent nearly three decades as a CEO, COO, and Managing Director scaling companies in construction, manufacturing, and private equity. Full bio available at cobypress.com.

CONTACT

PRESS

press@cobypress.com

RIGHTS

rights@cobypress.com

AUTHOR

jacob@cobypress.com