



## [Kiah L. Graham, Author of E-Business Success: Using Technology to Take Your Business to the Next Level](#)

By [sue](#) on Sep 02, 2013 with [Comments 0](#)

### **Book Title:**

E-Business Success: Using Technology to Take Your Business to the Next Level

### **Website URL:**

<http://ebusinesssuccessbook.com/>

### **Social Media Links:**

Facebook: <https://www.facebook.com/EBusinessSuccess>



### **What is your book about?**

E-Business Success: Using Technology to Take Your Business to the Next Level is a useful resource guide to help the owners and decision makers of small and medium sized businesses utilize technology more effectively to enhance or improve their businesses. Some of the topics covered are:

- Making a profitable web site that works 24/7
- Effective use of mobile web sites
- Streamlining business processes
- Search Engine Optimization
- Utilizing e-marketing strategies and social networking to promote your business
- Delegating responsibility
- Attaining a paperless office

You will also find chapters with helpful tips on business ethics and achieving a workable family-business balance. This book will help you put effective e-business processes and techniques in place or reevaluate your existing processes to take your business to the next level of success.

### **What inspired you to write your book?**

My brother, Byron, encouraged me to expand and update my second e-book, “E-Business Success for the New Millennium (2005, edited by Meroen Press),” because he felt that I

had a unique perspective on approaching technology and business, as a small business owner and certified webmaster. Also, I noticed that my clients were asking similar questions in regards to web sites and other technology used in their businesses. So, I decided to compile this information in a new book and make it available to anyone who would benefit from it.

### **How did you come to do what you're doing today?**

As a young child I was fascinated by personal computers when they were made more accessible to the retail market in the 1980s. I attended a computer camp at the age of 9 and I was hooked. While in high school I decided that I wanted to major in Computer Science, but I also had a desire to own my own business one day which led me to join Future Business Leaders of America (FBLA). As a result I earned a B.S. degree in Computer Information Systems from Florida A&M University, with a minor in Business Administration, and a Webmaster Certification from Florida State University. I spent almost 10 years working for state government and in Corporate America before I started my business, Sirius Web Solutions. From that point I dedicated myself to creating a successful business and helping others attain success.

### **Can you describe a typical day in your life?**

The first tasks of the day are to make sure our daughter is prepared for school, her lunch is made and breakfast is ready for my family. After taking my daughter to school, I check my e-mail for about 30 minutes, respond as needed and review the task list for the day. These tasks include but are not limited to web site development/maintenance, writing proposals for new projects, delegating tasks to the members of my team and scheduling/attending conference calls, training sessions or meetings. I also take a little time to check my social media pages in the afternoon. When our daughter is home from school, I make sure she starts and completes her homework. After dinner, if necessary I may tend to other business tasks until about 7:00pm or a little later.

### **What do you most enjoy about what you do?**

I enjoy helping others to put strategies in place and effectively utilize technology to attain more success in their businesses. By working with them, I become a part of their team. Their success is my success.

### **Are there any people and/or books that have inspired you along your journey?**

Andrew Morrison, the founder of the Small Business Camp, inspired me to reevaluate my business to prepare it for success. Participating in his tele-seminars helped me to restructure and refocus my business. He also inspired and encouraged me to write my first e-book "*10 Ways to Build a Quality Web site.*" After releasing my "E-Business Success" book in December 2012, I was pleased to find that I was able to return the favor and provide some inspiration to other business owners. Here is the testimonial Mr. Morrison gave about my book: "With the rapid changes in technology we all need a

guide. Kiah's book will help you sort through the critical issues and offer you a road map for success. Don't just read the book. Use it!"

**Can you share some business tips for our readers?**

1. Build a team and learn to effectively delegate responsibility. The only way a business can grow is by building an effective team. This is especially important for entrepreneurs to incorporate because one person can not effectively perform all of the tasks necessary to run a business (i.e. sales, marketing, accounting, etc.) and maintain or increase its growth.
2. Your web site is a virtual brochure and snapshot of your business. The quality of your web site is equated with the quality of the products and/or services your business offers. Make your web site a part of your team such that it works for your business by attracting and retaining customers.
3. Attain a good life-business balance. Do not get so absorbed in your business that life passes you by. Take a little time for yourself and those you love as they are sure to enjoy sharing in your success. It not only helps reduce stress, but in the long run you will manage your time better and increase productivity.

**Can you share something that people might be surprised to learn about you?**

I love to do African dance. It is great exercise, the sound of the drums fill the room with great energy and most importantly it connects me to my culture.

**Is there anything else you would like to add?**

Always follow your dreams and put attainable goals in place to accomplish those dreams. Never stand in the way of your own success and do not let the fear of success hold you back.

- See more at: <http://businessinfoguide.com/kiah-l-graham-author-of-e-business-success-using-technology-to-take-your-business-to-the-next-level/#sthash.4zhrpKBr.dpuf>