

# STREET SMARTS

AN ALL-PURPOSE TOOL KIT  
FOR ENTREPRENEURS



Norm Brodsky and  
Bo Burlingham

FOREWORD BY THE MAGAZINE

Foreword published in *The Economist*

# Small Business Street Smarts

**Christian G. Meyer**



## Small Business Street Smarts:

*Street Smarts* Norm Brodsky, Bo Burlingham, 2010-02-23 One is tempted to say the only book you'll need on starting a business Brilliant Genius Choose your superlative it'll fit Tom Peters People starting out in business tend to seek step by step formulas or rules but in reality there are no magic bullets Rather says veteran company builder Norm Brodsky there's a mentality that helps street smart entrepreneurs solve problems and pursue opportunities as they arise Brodsky shares his hard earned wisdom every month in Inc magazine in the hugely popular Street Smarts column he cowrites with Bo Burlingham Now they've adapted their best advice into a comprehensive guide for anyone running a small business **The Knack** Norm Brodsky, Bo Burlingham, 2008 People starting out in business tend to seek step by step formulas or rules but in reality there are no magic bullets Rather there's a mentality that helps street smart entrepreneurs solve problems and pursue opportunities as they arise The Street Smart MBA Steve Babitsky, Jr. Mangraviti, James J., 2012-12-11 Small Businesses Self Employed **The Street-Smart Side of Business** Tara Acosta, 2021-12-14 Have you ever thought about what it would be like to own your own business Maybe you've given thought to how you can turn your passion into a career or maybe you just want to do something different Most people have at least teetered with the idea if you have this is the book for you Wouldn't it be amazing to be able to have your income generated by something that you really enjoy or are interested in It doesn't matter our age or where we are in our lives We have the power to redirect set new goals and achieve them We just have to be smart about it This book provides realistic insight as to what running a business is really about It will help prepare you for all aspects of business and teach you how to protect yourself and your investment The simplicity of using our intuition is often overlooked The point is to understand exactly what you're getting into and not be blinded by the appearance of a good opportunity This book will open your eyes and show you how to evaluate opportunities people and motives skills often overlooked but are critical aspects of owning and operating a successful business Prepare to get in tune with your street smarts in order to be successful in business and in life **How to be Street Smart** Yaser Qandeel, 2025-01-16 Street smart is one of those phrases we hear a lot but rarely think about Everyone wants to be street smart but as Yaser Qandeel discovered in his experience and research for this book it means many different even contradictory things to different people How to Be Street Smart clears up the confusion and shows anyone who really wants to be street smart how to go about it step by step For Yaser being street smart is more than just a term in the dictionary or a trendy catchphrase It means having self respect confidence skills knowledge of people and what motivates them and a no nonsense understanding of how the real world works It is about finding your own way in life overcoming challenges and winning other people to your side whether in the world of business and entrepreneurship or in dating and relationships How to Be Street Smart is a practical guide to success in your own business or side hustle and on the dating scene and every aspect of life If you're tired of working for others in the 9 to 5 treadmill and getting friend zoned or ghosted in the online dating scene this book is for you Yaser

Qandeel lays out in an honest straightforward style the hard headed go getter mindset you need to develop and the pragmatic steps you can take to put that street smart mindset to work in your life today Being street smart means being always ready to learn new skills and ideas in order to be exceptional not ordinary a winner not a loser It s about never taking no for an answer picking yourself up and trying again when you fall short and learning to use your hard earned street smarts and problem solving skills to make things work for you rather than accept what others are willing to give you If you have these qualities people will see you as a leader You ll be able to go as far as you want Most people live their whole lives unable to achieve their dreams But using the street smart mindset taught in this book the sky will truly be your limit **Smart**

**Women and Small Business** Ginny Wilmerding, 2007-06-30 Are you one of the many women out there who needs a brand new model for your business career Are you looking for entrepreneurial alternatives to the world of big business but aren t sure where to start A transition into small business is a natural progression for countless women who have invested the first phase of their careers in large companies Many mid career women dream of starting their own businesses but until now there hasn t been a book that gives them the sense of multiple choice that helps them find the right entrepreneurial fit options that go beyond starting a venture to include buying an independent business or a franchise joining or consulting for small businesses or working with partners There s a confusing array of how to books out there with general advice about starting a business conducting a job search or balancing work and family But what entrepreneurial women really need are the strategic tools for choosing and growing a business that will not only make them money but make them happy as well Women need direct gender specific advice about succeeding financially in their businesses they also crave the feeling that their work matters and they want flexibility and control over their professional lives in order to achieve a healthy work life balance This book offers them the womenfriendly business advice they need and numerous true life role models to identify with and emulate Author Ginny Wilmerding opens women s eyes to the advantages of buying joining or consulting for existing small businesses fully explaining the alternatives to starting from scratch If you lack an original business idea this book will give you the confidence you need to get excited about pursuing a business idea other than your own But if you do want to start a company from the ground up there s plenty of food for thought for you here too Wilmerding not only shares her own stories and outside experts advice but also includes insightful vignettes from women who have found their niches and are succeeding financially If you re wondering how to finance your small business Wilmerding steers you toward success in obtaining SBA loans and other financing Finally if you re considering partnering with others to share the risk and the fun she prepares you for partnership success and explains the importance of good advisers and mentors The goal of this book is to get you started on the path to a successful career in the small business world a world that needs experienced smart versatile women like you to join its ranks Smart Women and Small Business is the ultimate professional guide for mid career business minded women who want to achieve the same independence and success as their entrepreneurial male peers but in

their own way     *The Street-smart Entrepreneur* Jay Goltz,1998 If you re in business now or have ever even thought about being in business read this book Starting with two thousand dollars and a gritty determination to succeed Jay Goltz built his business the hard way from the ground up Early on he realized that no amount of education could prepare him for the day to day rigors of building a business So he learned through experience Today thirty five years later Goltz operates the world s largest custom picture framing facility it is thirty times the size of the average framing shop No waxing philosophical here In *The Street Smart Entrepreneur* Goltz tells it like it is offering real life lessons that can help you suceed in the in your face world of business Among the important topics Goltz covers Savvy Marketing Analysis Starting up without throwing upUnderstanding Cash Flow How you can be swamped with business and still go brokeGrounding Your Business Controlled growth or growth out of control Hiring Smart You re only as good as your worst employeeKnowing the Numbers Good accounting won t make your business but poor accounting can ruin it Leveraging Assets All your assets No just the financial ones Serving Customers Is the customer always right     **Small Business Primer** Samuel S. Tuttle,2001     *Street-Smart Entrepreneur* Jay Goltz,2013-03-01 Small firms in Chicago employ more than 1 6 million individuals nearly 50 percent of the private work force according to a new study released this fall by the Small Business Administration The survey which defines small firms as those employing less than 500 people also shows that these businesses generate 47 percent of the area s total receipts of 278 billion dollars However SBA statistics also reveal that on average of the small businesses starting today 53 percent will not be in business four years from now Of these closings it s estimated that 15 percent will close due to business failures Chicago businessman Jay Goltz understands what it takes for a small business to succeed During the past twenty years he has owned and operated Artists Frame Service in Chicago Goltz started the business in 1978 and today it s the largest custom retail picture framing facility in the world Now Goltz shares some his secrets of success     *Street Smart Internet Marketing* Justin Michie,2006     **The Street Smart Approach to Job Search** Kathy Bornheimer,2004-04

Summary of Norm Brodsky & Bo Burlingham's Street Smarts Everest Media,2022-03-02T07:00:00Z Please note This is a companion version not the original book Sample Book Insights 1 I was interested in finding out how much I could teach people about business Could I take a couple who weren t businesspeople and show them how to create a successful business I wasn t sure but I was curious to find out 2 After hearing the goals of the business owners I wanted to see if their plan was viable I wanted to know if they had a real business or not I asked them to reduce their expenses and put some money into the business They had to cut back on their spending 3 The next day they fired Helene s assistant Paula explaining that Bobby was coming into the business and it couldn t support both of them As Helene put it it was reality smacking us in the face 4 The most important number in a new business is gross profit It determines everything about your business from the amount of capital you need to the volume of sales     **Small Business Marketing Kit For Dummies** Barbara Findlay Schenck,2012-08-02 Harness the power of marketing and watch your business grow Having your own business isn t the same

as having customers and one is useless without the other Whether your business is a resale store or a high tech consulting firm a law office or a home cleaning service in today s competitive environment strategic marketing is essential If you want your small business to grow you need a marketing strategy that works But how do you get people to notice your business without spending a fortune Packed with savvy tips for low cost high impact campaigns this friendly guide is your road map to launching a great marketing campaign and taking advantage of the newest technologies and avenues for outreach Using social media as a marketing tool Communicating with customers Financing a marketing campaign The companion CD includes tools and templates to give you a jump start on putting your new skills to work If you re looking to give your small business marketing plan an edge over the competition Small Business Marketing Kit For Dummies has you covered CD ROM DVD and other supplementary materials are not included as part of the e book file but are available for download after purchase

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**Beating the Odds in Small Business** Tom Culley,1998-04-08 Read this book if you want reality instead of ego trips and pipe dreams truth instead of buzzwords and hype facts instead of bum steers and rip offs Go for it if you have self discipline dedication persistence the will to survive and the drive to succeed

**Street Smart Franchising: A Must Read Before You Buy a Franchise!** Joe Mathews,Don DeBolt,Deb Percival,2011-04-08 THE INSIDER S GUIDE TO BUYING OWNING AND OPERATING A FRANCHISE Prepping you for what it takes to succeed in franchising franchise experts Joe Mathews Don DeBolt and Deb Percival deliver an insider s view of how franchising works imparting real world tactics and strategies and empowering you to decide if franchising is for you Street Smart Franchising is the kind of book I wish every one of our current and prospective franchisees would take the time to read It beautifully captures the challenges of owning and operating a franchise business along with practical guidance on how to make it work Anyone considering a franchise investment will make a better investment decision by reading this down to earth self help book Don t miss it David McKinnon chairman CEO Service Brands International Molly Maid 1 800 Dryclean Mr Handyman Ductz Twenty five years ago when I became a franchisee of the Great American Cookie Company this book would have saved me a world of grief Street Smart Franchising lays it out No sugar coating It s a realistic guide on how to make one the most important decisions of your life Lawrence Doc Cohen past chairman International Franchise Association franchisee of 21 units Great American Cookie Company Pretzel Time and Coffee Beanery At the International Franchise

Association we were privy to all the fine books on franchising What's truly unique about Street Smart Franchising is the carefully crafted treatment of how emotions and behavior influence success It's another must read for any prospective franchisee good stuff for folks who have been in the business a while too Matt Shay past president International Franchise Association Joe Mathews has held management roles with such national chains as Subway Blimpie Motophoto and the Entrepreneur's Source Don DeBolt is a former president of the International Franchise Association Deb Percival works in franchise development

Small Business Marketing For Dummies Barbara Findlay Schenck, 2011-03-04 Having your own business isn't the same as having customers and one is useless without the other Whether your business is a resale store or a high tech consulting firm a law office or a home cleaning service in today's competitive environment strategic marketing is essential Small Business Marketing For Dummies Second Edition is updated from the original version that won rave reviews and inspired thousands of small businesses on their way to becoming big businesses Updates include more information on online marketing a whole new section on getting and keeping customers new cost effective fast acting ideas for instant impact and more The book covers Marketing basics that prepare you to rev up your business and jumpstart your marketing program Information to help you define your business position and brand Advice on bringing in professionals A quick reference guide to mass media and a glossary of advertising jargon How to's for creating print and broadcast ads that work Ideas for getting the word out without advertising including information on direct mail brochures publicity promotions and more Ten steps to follow to build your own easy to assemble marketing plan With pages of ideas for low cost high impact marketing from author Barbara Findlay Schenck a marketing consultant with more than 20 years experience with clients ranging from small businesses to Fortune 500 companies Small Business Marketing For Dummies Second Edition helps you reach and keep new customers Whether you're running a home office a small firm a family business a nonprofit organization or a retail operation you'll discover how to Custom design your own marketing program Create effective marketing messages Produce marketing communications that work No matter what field you're in Small Business Marketing For Dummies 2nd Edition will help you make your dreams come true If you buy it read it and implement some of the marketing strategies discussed customers will come

**Street Smarts** William H. Franklin, 1990 A practical handbook for managers of small growing businesses that can help increase your chances for success by sharpening your management and strategy skills

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energy Reduce harmful emissions Recycle waste products and more The emphasis is on practicality stand alone chapters you can read when you need them and tools you can use to implement change in any area of your organization enough *Small Business Management* Timothy S. Hatten, 2023-11-03 *Small Business Management* Eighth Edition equips students with the tools to navigate important financial legal marketing and managerial decisions when creating and growing a sustainable small business Author Timothy S Hatten provides new cases real world examples and illuminating features that spotlight the diverse innovative contributions of small business owners to the economy Whether your students dream of launching a new venture purchasing a franchise managing a lifestyle business or joining the family company they will learn important best practices for competing in the modern business world



## Decoding **Small Business Street Smarts**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its power to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Small Business Street Smarts**," a mesmerizing literary creation penned with a celebrated wordsmith, readers embark on an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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### **Table of Contents Small Business Street Smarts**

1. Understanding the eBook Small Business Street Smarts
  - The Rise of Digital Reading Small Business Street Smarts
  - Advantages of eBooks Over Traditional Books
2. Identifying Small Business Street Smarts
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Small Business Street Smarts
  - User-Friendly Interface
4. Exploring eBook Recommendations from Small Business Street Smarts
  - Personalized Recommendations
  - Small Business Street Smarts User Reviews and Ratings

- Small Business Street Smarts and Bestseller Lists
- 5. Accessing Small Business Street Smarts Free and Paid eBooks
  - Small Business Street Smarts Public Domain eBooks
  - Small Business Street Smarts eBook Subscription Services
  - Small Business Street Smarts Budget-Friendly Options
- 6. Navigating Small Business Street Smarts eBook Formats
  - ePub, PDF, MOBI, and More
  - Small Business Street Smarts Compatibility with Devices
  - Small Business Street Smarts Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Small Business Street Smarts
  - Highlighting and Note-Taking Small Business Street Smarts
  - Interactive Elements Small Business Street Smarts
- 8. Staying Engaged with Small Business Street Smarts
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Small Business Street Smarts
- 9. Balancing eBooks and Physical Books Small Business Street Smarts
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Small Business Street Smarts
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Small Business Street Smarts
  - Setting Reading Goals Small Business Street Smarts
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Small Business Street Smarts
  - Fact-Checking eBook Content of Small Business Street Smarts
  - Distinguishing Credible Sources

13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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