

# 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

**Guillaume Favre**



## Small Business Street Smarts:

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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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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

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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



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