

# 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

**Didier Musso**



## Small Business Street Smarts:

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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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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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