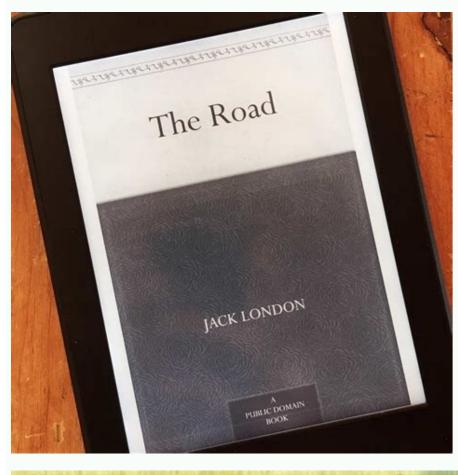
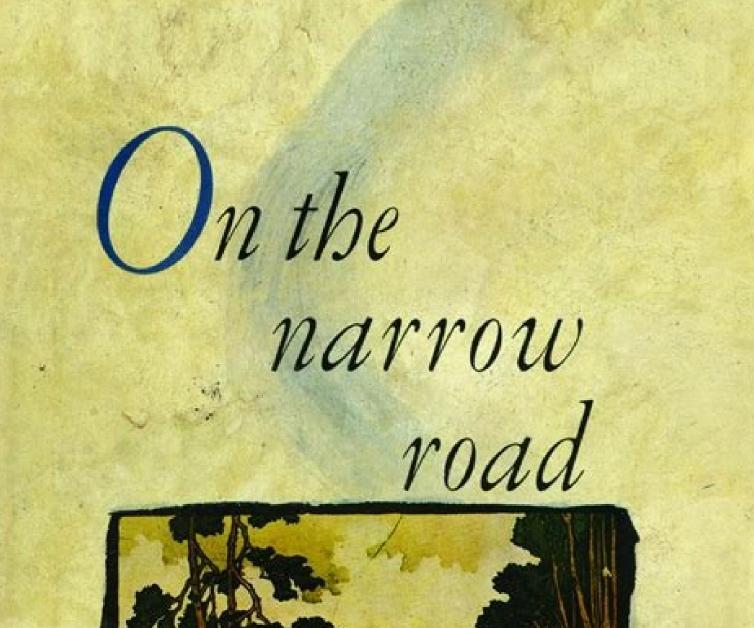


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It becomes your "baby." This can prove savagely counterproductive because the world is constantly evolving and you must evolve with it--or perish (p.162). In some years, far less (p.135). Loose from working for others, except as a short-term reconnaissance expedition and in order to raise a fraction of the capital you will eventually require. There are perils in sloppy delegation. Another right time to sell a business is when you're bored with it (p.180). (p.192). You may achieve neither, but you surely cannot seek both (p.53). Implementation will always trump ideas, however good those ideas are. (p.105)Fear of failing in the eyes of the world is the single biggest impediment to amassing wealth. Start-up capital is simply too precious to squander on physical purchases. No deal is a must-do deal (p.178). Not one share, no matter what the reason--unless you genuinely have to (p.117). No one knows better than Dennis what it takes to get rich, and his battle-tested advice-delivered with his signature

wit-will surely appeal to serious entrepreneurs. "If it's a good idea, do it. You will never get rich working for your boss. And loose from naysayers because they can drain confidence and optimism from you (p.21). Tenacity nearly always trumps eloquence. Talent is indispensable, although it is always replaceable. 2. (p.133) It will not make you richer in and of itself, but i can certainly make you appear more formidable (p.134). My own rule is to keep company dent, if at all possible, to less than 25% of annual revenues. Being wealthy has to do with your capacity to accept the risk of being humiliated in the attempt, not just once, but many times, perhaps (p.26) If you are unwilling to fail, sometimes publicly, and even catastrophically, you will never be rich (p.27). But only afterward (p.146). ? Fortune factors not just the brave but the bold. Thus you must choose between seeking riches or seeking contentment. The terms upon which capital is raised are crucial to the long-term goals of any entrepreneur dedicated to the getting of money. And go from well-read to best read with book recs, deals and more in your inbox every week. It is the glue that binds losers together--a strategy used by employees to their desks" (p.92) "A committee is a group of the unwilling, chosen from the unfit, to do the unnecessary" (p.96). Keep things in perspective. Wishing you had it is no substitute (p.35). Having a great idea is not enough. Working too long for others will serve to blunt your appetite for risk. Above all, avoid banging your head against the same piece of wall. Back to Top Visit other sites in the Penguin Random House Network The tyranny of nature and nurture, so widely believed in by those around us, is a phantom and a delusion; excuses for inaction. "The road to riches is a marathon, not a sprint." "Life is not a rehearsal." (p.34) Inner compulsion is mandatory in the getting of money. In the beginning, it is you who must make the important decisions (p.98-99). Most partnerships are created on the basis of three criteria: 1. You cannot trademark or patent or enjoy copyright in an idea. Time wasted can never be recaptured. More start-ups are wrecked by over-staffing than by any other cause, bar failure to monitor cash flow (p.39).Do not fall in love with any project. (p.107) By dressing in what some may consider an old-fashioned way, you show respect without exhibiting undue deference (p.109) The getting of money is a game (p.114). When you find yourself involved in serious negotiations with a great deal at stake, do not permit financial or legal advisers to call the shots (p.154). Never hand over a single share of anything you have acquired or created if you can help it. One problem for start-up entrepreneurs is the tendency to treat what you create as a surrogate child. It is a necessity. There are 6 rules concerning talent: identify it, hire it, nurture it, reward it, protect it from being poached. This goes double for banks. Who is investing what capital into the project? (p.186) All money you take from your company must be paid as a salary, onus, a dividend, or the equivalent--and all such payments must be decided. Perhaps their only weakness is a horror of losing valuable custom to a rival bank." (p.71). How do you become a leader? His eighty-eight tips include: ? In the early days, one must concentrate upon weaving a single basket designed for a particular egg. The one who is likely to succeed is not the one who needs, wants, or deserves to, but is determined to (p.11). This suggestion is not designed for the initial phase of a start-up. If in doubt, walk out. Just as much evils of capitalism in a mixed economy (p.183) Do not be overly impressed by status in the getting of money. Your motives are your own, but to proceed without a clear and honest understanding of them is to invite disaster at a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.6); know you don't falter during a crucial moment (p.6); know you don't falter during a crucial moment (p.6); know you don't falter during a crucial moment (p.6); know you don't falter during a crucial moment (p.6) 3) I am too stupid to make the attempt (p.8) Most of the of the so-called reasons for not pursuing wealth are not reasons at all; they are excuses (p.9). Either you do not. One of the world's most successful media mogule shares eighty-eight tips for starting a business and getting rich. Go out of your way to praise rivals publicly when you can. Hone your USP (unique selling proposition) to a razor-sharp instrument (p.120). Nor should one confuse delegation with abandonment. A deal is just a deal. Now he shows readers exactly what it takes to start a business and make it successful. It's far easier to apologize than it is to get permission" -USNR Rear-Admiral Grace Murray Hopper (p.196). Making time to sleep well, eat well, and take on occasional walk in the park is not slacking, not a betraval of the cause (p.151). It is discourteous to accept cell phone calls while in meetings or to secretly fiddle with your phone at conferences. Time Dismiss Thanks! Something awesome is on its way. Their financial destiny is in the hands of others and the entrepreneur has lost their way on the narrow road. Dennis offers a pithy guide for those determined to attempt what he calls the getting of money-regardless of the consequences. Company cars will transport you down the road to ruin. (p.42) Talent seeks the opportunity to excel. On Negotiations: Detailed preparation is of inestimable value. Make it a habit to meet informally with a rivals' talent when you can (p.173). Failing to accumulate a fortune on the narrow road is not a misfortune, it's just part of the game. One is rarely permitted to hone the skills required by entrepreneurs while working for others (p.59). No founder of a business who surrenders control in exchange for capital is ever likely to retrieve control of that business. Cashing out a little early in the getting of money is preferable to all-out war with a better-resourced enemy (p.156). I do not believe anyone can be "improved" by buying and reading a book. You can protect only the execution of that idea and, perhaps, its look and feel (p.138). QUICK VIEW Add to bookshelf QUICK VIEW Add to bookshel bookshelf OUICK VIEW Add to bookshelf OUICK VIEW Add to bookshelf OUICK VIEW Add to bookshelf Get the latest updates from Felix Dennis And go from well-read to best read with book recs. deals and more in your inbox every week. Wealth is preferable to poverty, but not conducive to contentment(p.50). Venture capitalists will do anything it takes to protect their investment in your business. Your business must be clear and accurate, and must contain no wild assumptions concerning revenue generation (p.70). -If you stay too long working for others, you'll be rich. The worst time is when you have little choice (p.179). Air travel on any class but economy is preposterous. The wall will not get any softer. Leaving lights, printers, computers, copiers, and the like on "Standby" overnight is plain stupid (p.32). Very few entrepreneurs who accept 51% partner in a new venture will get rich if they also expected to run it (p.75). Any ship piloted by two captains will sink (p.84). One of the most important hires you will ever make, once you have earned a little money, is your personal financial adviser. After that, the managers and the bean counters and financial advisers can take over. Time frittered away attending to tasks easily achieved but relatively inessential to your ultimate goal IS wasted. And you mus try to own it all (p.116). It is the manner in which ideas are executed that counts. "Banks are easier to deal with when you have a history of precious loan repayments. You will find out just how close a 'partner' you are to your bank the first day you fail to make a repayment (p.122). All balloon-type debts (repayment weighted to a huge repayment at the end of the cycle) should be avoided (p.136). Ideas cannot be "owned" by anyone. By not seeking all the glory (only the money!) your smarter employees earn. "My advice, my earnest advice, is that you should attempt to establish yourself first, retaining as much control of any start-up acquisition as you can. Your motives are your own, but to proceed without a clear and honest understanding of them is to invite disaster at a crucial moment (p.6); know your motive getting rich so you don't falter during a crucial moment (p.7). The 3 valid reasons for not attempting to become rich are 1) I do not wish to be rich, 2) I would like to be rich but I have other priorities 3) I am too The tyranny of nature and nurture, so widely believed in by those around us, is a phantom and a delusion; excuses for inaction. Time spent recharging your batteries and maintaining your physical and mental health is not wasted. It is imperative to avoid a history of credit default (p.63). "Stupid people are easy to hire but they will not add to your wealth, and in the early days, you should shun them like the plague." (p.78-79) It is crucial for an owner to decide the degree of control he or she will exercise over other managers, and for those managers to understand and agree precisely where they stand and who will be reporting to whom. Anyone in good health and of reasonable intelligence, provided they utterly commit themselves to the journey, can succeed on the narrow road (p.10) Self-confidence can be acquired along the way, tenacity is an absolute requirement, and luck helps, but only if you do not waste time seeking it. You must go with your gut. It will cripple you. ...more "Repeat this each day: 'I am not in the business of pampering babies or protecting sacred cows, no matter how hard I worked to breed them. Anyone wishing to become rich cannot do so without talent, either their own or the talent of others. Persistence is a virtue in the getting of money only when applied with intelligence, and wit the humility to accept that your strategy may be flawed (p.148). Without self-belief, nothing can be accomplished. "Waiting on Lady Luck is folly and 'if only' the saddest phrase in the language (p.129) "Americans worship courtesy almost as much as they worship money." Courtesy can enhance efficiency. You must confront and harness it." (p.106). (p.61)Better to labor as a wage slave than as a cash cow for a loan shark (p.62). Who will be actively working on the project? Only a minute fraction are prepared to bear the humiliation of being made to look a fool (p.25). Do not fall in love with any project. Who brings what value to the project? To become rich you must be an owner. In How to Get Rich, British mogul Felix Dennis told the engaging story of how he started a media empire and became one of the wealthiest men in Britain-all without a college degree or any formal training. A supplier is not your "partner; "Getting rich is not about 'partnerships,' especially of that nature. It is often decrepit (p.185) Hire the best-qualified accountant or finance director you can afford, even before you can afford them. Then, and only then, feel free to seek pastures a new with partners in the picture...Ideally, you should have something of your own to fall back upon should the partnership fail (p.100)Anyone determined to create wealth from a standing start must make a pack with themselves to abandon it should it show signs of failing. The company's profits are the company's money. Health, wealth, even love and affection can be reclaimed if all goes for the best; time never can. Do not be led (p.153). As the owner, you have right to set the destination of the ship, but not to give sailing orders once you appointed a Managing Director (MD). You should focus as ifg your life depended upon that egg (p.165). Ultimate Advice: 1) Ownership shall be half of the law 2) Doing an outstanding job shall be the other half (p.167). The only people the self-made rich can trust are those they knew before they became wealthy (p.193). One cannot banish fear, but one can face it down, crush it, bury, padlock it in the deepest recesses of your heart and soul--and leave it there to rot. There can only be one captain of the ship. Despite being sole shareholder, if you take money out of the enterprise and do not declare it as salary, a bonus, or a dividend you can be accused of stealing from your own company (p.189). A single day set aside to analyze your progress occasionally prudent (p.176)Never fall in love with a deal. Don't buy private yachts, airplanes, etc. Bad mouthing rivals is a sign of weakness (p.172). Those who understanding have a far better chance on the narrow road than their neighbor (p.115). It looks like you're offline. And when the time comes, fire it (p.44). *The bolder the stroke, the better chance one has of confounding the odds (p.47). If you are unwilling to fail, sometimes publicly and even catastrophically, you will never be rich. Absentee landlords rarely prosper (p.144). (p.124-125) There is only one enemy. The most difficult or odious tasks are those that require tackling first (p.127). I am in the business of the getting of money'''(p.164). Lead. Donning the mas of misfortune for the amusement of those around you or to elicit sympathy is a perilous activity (p.174). They can be "improved," if that is the word, by their own actions (p.147). "Team spirit is for losers, financially speaking. "Trust me on this. The best time to sell a business is when you don't have to. For a start-up business: In the early days, everything possible should be lease or outsourced.

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