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[(Start Small Finish Big: Fifteen Key Lessons to Start ...

The chapters, and the stories they contain, are named after the fifteen key lessons that Fred DeLuca wants to share with entrepreneurs. Start Small Earn a Few Pennies Begin with an Idea Think Like a Visionary Keep the Faith Ready, Fire, Aim! Profit or Perish Be Positive Continuously Improve Your Business Believe In Your People Never Run Out of Money. Borrow Before You Need To.

Start Small Finish Big: 15 Key Lessons to Start and Run ...

In "Start Small, Finish Big," the co-founder of the Subway submarine sandwich chain, Fred DeLuca depicts his experience and the experiences of 21 different business visionaries who transformed independent ventures into large organizations. He refers to 15 achievement principles while utilizing intriguing "How I did it" stories from business people to delineate them.

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According to DeLuca, there are 15 essential principles for anyone starting a small business, some of which, DeLuca confesses, he learned the hard way (he had never made a submarine sandwich before opening day of his first shop). Among these pillars: Believe in Your People; Never Run Out of Money; Keep the Faith; and Profit or Perish.

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