

Best Business Tip:

At the end of every day...I always ask myself two questions:

Did we do what we said we were going to do?

Was it what the customer wanted?

Best Advice Received:

When someone told me..."You're not selling anything... You are finding a person who has a problem...and you're helping them solve their problem!"

This was a dramatic turning point in how I look at business!

***Carolyn A. Minerich
Carmin Industries
Alabama***

Best Business Tip:

Recognize your weaknesses and compensate for them.

Best Advice Received:

Always remember that your clients come first and that you will live and die by your clients' successes.

***Thomas E. Chestnut
Chestnut Construction Corp.
Arizona***

Best Business Tip:

Don't be afraid to step out of the box to question traditional methods, but remember, it will be lonely once you do. A friend once told me, "You can tell a pioneer by the number of arrows in his back." He wasn't kidding!

Best Advice Received:

Stay the course if you truly believe what you are doing is of real value. Remember, most people don't like change or the messenger promoting change!

***Frank J. Siccardi
Coenco, Inc.
Arkansas***

Best Business Tip:

There are no shortcuts -- you must do your homework.

Best Advice Received:

Treat others with the same level of respect, professionalism and fairness that you wish to be treated.

***Francisco Garcia
IITC
Colorado***

Best Business Tip:

As difficult and time consuming as it is, put a lot of effort into developing a meaningful business plan that you can follow and adapt as you grow.

Best Advice Received:

Be able to separate yourself personally from your business.

***Lorenzo Cabrera
Cabrera Services
Connecticut***

Best Business Tip:

Surround yourself with the best managers and advisers. Communicate, challenge your team with new ideas and trust in their judgement.

Thank and reward your team as often as possible.

Best Advice Received:

Don't let things get you down!

There is more than one way to skin a cat.

Keep your chin up and look ahead.

Most importantly – Follow your Mission Statement!

***Michael C. Hemphill
Michael Christopher Designs
Delaware***

Best Business Tip:

Always keep your focus on your business goals and do your very best to achieve them against all odds.

Best Advice Received:

You always get a lot of opportunities in life. What separates the winners is their ability to grab them, act on them and make something useful out of them.

***Shivram Krishnan
INDUS Corporation
Virginia
District of Columbia winner***

Best Business Tip:

Everything is in the details. Never assume someone else has handled an assignment or project. Follow up until you are satisfied with the results and/or the answers.

Best Advice Received:

***Follow your heart (gut!) and never stop dreaming!
(From my wife Wanda)***

***Wilson Alers
Media Stage, Inc.
Florida***

Best Business Tip:

If you see a void in the marketplace and you truly believe your product or idea can fill that void, never stop trying to make it work.

Best Advice Received:

If it were easy, everyone would do it.

***Debbie Young
Windham Castings
Georgia***

Best Business Tip:

Never venture into a business, occupation, or even a job that you don't enjoy to the fullest.

Every day you go to work must be a treat.

Best Advice Received:

***Be honest in all of your dealings with employees, clients, and vendors.
Always pay your bills on time.***

***Joe Couch
Glimpses of Guam
Guam***

Best Business Tip:

Build your business relationships on a personal level as well. Finding shared values and building trust is invaluable in deal making. This is especially important on a small island, like Guam, where people like to do business with people they like.

Best Advice Received:

Collect your receivables with the same determination you put toward sales.

Never lose sight of your numbers.

***Steve Nygard
Glimpses of Guam
Guam***

Best Business Tip:

Treat customers and employees as you would want to be treated and be on time all of the time.

Best Advice Received:

The day you stop having fun and don't eagerly look forward to going to work is the day to get out of the business.

***Steve Ruder
Glimpses of Guam
Guam***

Best Business Tip:

Always be honest and respectful of the people you deal with.

Personal hygiene is very important.

Please spend time with family.

*Thanh Quoc Lam
Ba-Le Sandwich & Bakery
Hawaii*

Best Business Tip:

Approach negative walls and tasks that seem impossible as the challenge and adrenaline rush they can be.

The impossible just takes a little longer.

Best Advice Received:

When I needed to take a partner in 1989 to enter into new lines of work, add assets and grow, I was offered a 46 percent ownership of the new company because my partner had more guardrail field experience (and was male). I asked the advice of a wise businessman, Larry Barnes of Boise, ID. He convinced me that I was the heart and the brains of the new business and that I should take 51 percent ownership of that new company or find another partner. (The partnership worked great from 1989 to 1995 when my partner retired and I bought him out). It worked and the rest is history.

***Elaine Martin
MarCon, Inc.
Idaho***

Best Business Tip:

Always step back and re-evaluate who you are as a person. Are you someone you would want to work for or work with? If you aren't, you need to think twice about running a company. If you are, people will want to work with you, buy from you and be part of your team. How you lead your life in the business world, the community, and with your family will be examined by clients, suppliers and employees. They will only consider you a leader if you really are one.

Best Advice Received:

"Surround yourself with experts you trust." This was the advice of Rich Melman, owner of Lettuce Entertain Your Restaurants. His organization of restaurants is one of the most successful in the world. He is really a creative person. His innovative ideas set his business apart and are his greatest strength. To help him achieve the level of success he has enjoyed, strong business advisers, financial advisers and legal advisers support him.

***Diane MacWilliams
Quicksilver Assoc., Inc.
Illinois***

Best Business Tip:

Utilize all available resources.

- Outsourcing will bring the added benefit of additional engineering and manufacturing experience;***
- Many employees rise to the challenge when they are promoted from within;***
- A vacant warehouse can be quickly converted for manufacturing and rented to meet short-term needs;***
- Retired business owners can think more creatively when freed from the stress of running the business on a daily basis.***

Best Advice Received:

Simplify production operations to allow new employees to be trained quickly. Experienced workers can supervise and train.

***Peter Knoerzer
Paul Knoerzer
Kate Knoerzer
Harvey Reed
OK Champion Corporation
Indiana***

Best Business Tip:

Know as much if not more about your competitor's company than your own.

Always keep your door open to employee ideas as well as complaints. This will keep your company moving in the right direction.

Best Advice Received:

Take care of the pennies so the dollars can take care of themselves.

***Mark Crall
Panama Transfer
Iowa***

Best Business Tip:

Control labor costs. Make sure all employees are 100 percent efficient.

Best Advice Received:

Deliver the product on time and with accuracy.

***Dean Kloewer
Panama Transfer
Iowa***

Best Business Tip:

Help your customers solve their problems as fast as possible.

Best Advice Received:

If you're going to go into business, do something that will make you money while you're sleeping.

***Norlan Ferguson
Ferguson Production
Kansas***

Best Business Tip:

Understand and apply the Pareto Theory (the 80/20 rule). An example would be, 20 percent of a company's product mix will account for 80 percent of its total sales and profits. Identifying and focusing one's effort on the 20 percent will magnify any overall achievements.

Best Advice Received:

Success is the sense of urgency to get things done.

***Darrell Maynard
SouthEast Telephone
Kentucky***

Best Business Tip:

When attempting to grow your client base, always remember that a solid reputation beats a solid handshake any day. No matter how small the job, use every opportunity to go above and beyond conventional methods to satisfy client requirements. This ultimately builds a solid track record for potential clients to reference. Likewise, never make a promise you can't fulfill and fulfill all commitments as if your company's life depends on it, because it does.

Best Advice Received:

My father always told me to never expect a 100 percent return when you've only put forth a 50 percent effort.

***Ronald Wilkerson
Critique Resource Consulting Corp.
Louisiana***

Best Business Tip:

Develop and strive to live up to a set of core values. Since 1995 we have had a set of core values on the wall of every office. They speak to what we value and want to preserve as we go. These values emphasize the respect we have for our employees and the customers. When issues arise in our dealings with each other and our customers, we frame the discussion in terms of core value.

Best Advice Received:

Develop a strong set of advisers. I have always had good advisers. In 1998 while giving a tour to a retired business school professor, I was advised to put a formal board of advisers in place. It was the best advice I have ever received. The board meets quarterly. We get tough feedback and advice. As a result we have weathered the hard times better and have grown faster in the good times.

***Charles L. Johnson III
Kennebec Tool and Die
Maine***

Best Business Tip:

Treat the company's employees with the kind of respect you would offer someone you were going to be with your entire life.

Best Advice Received:

The best advice I received was from my peers in the Young Presidents Organization on how to solve very difficult but common business problems. For example, I received invaluable advice on how to change the business management and its benefits and training programs to ensure that employees would want to stay with the firm permanently.

***Paul Reed Smith
Paul Reed Smith Guitars Ltd.
Maryland***

Best Business Tip:

Never burn your bridges with customers, suppliers or subcontractors. A day will come when you need them again.

Best Advice Received:

Be prepared to make drastic changes in your business; i.e., grow sensibly or reduce costs and size rapidly to meet existing and future trends.

***George Duclos
Gladding-Hearn Shipbuilding
Massachusetts***

Best Business Tip:

Do your homework prior to starting the business. Make sure the market truly needs your service or product. Finally, make sure you can differentiate your service or product from the competition in a way that is beneficial to the customer.

Best Advice Received:

Stay focused on your goals, but be flexible enough to modify your business plan to match what the market is truly asking for.

As evidence of why this is important: 75 percent of my firm's revenue today is from services we did not offer in my original business plan.

***Daniel Driesenga
Driesenga & Associates
Michigan***

Best Business Tip:

***Always work toward your dream and try to stay focused toward the goal.
Also, listen to the people around you and think out of the box.***

Best Advice Received:

Always look ahead beyond today.

***Lyle Ferkinhoff
East Side Glass Company
Minnesota***

Best Business Tip:

***Provide the best possible service you can afford.
Back up dealers 100 percent.
Always sell value to customers.***

Best Advice Received:

Always hire top-notch people and always maintain a positive attitude with employees.

***John Ferkinhoff
Eastside Glass Company
Minnesota***

Best Business Tip:

Develop a business plan, even if it is only one page.

Outline all of your expected direct and indirect expenses needed for your business. A plan gives you a benchmark to look back on and improve, change and measure your progress.

Best Advice Received:

Stay involved and accessible.

Listen to and implement employees' ideas when possible. When the employees see their ideas being used, it gives them a sense of ownership and self esteem, not to mention productivity generally improves.

***Dave Ferkinhoff
Eastside Glass Company
Minnesota***

Best Business Tip:

Always treat customers honestly and fairly, as you want to be treated. If you make a commitment or order something for them, always follow up and keep them informed of the status. Strive for new and different things to add to your inventory. We have found that prayer and committing our business to maintain it in a Christian atmosphere has helped us on a daily basis.

Best Advice Received:

Don't be afraid to work hard and be willing to sacrifice much time to make the business a success. Carefully watch your finances and budget wisely.

***Pat Yeomans
Jazzy Dancer
Mississippi***

Best Business Tip:

Build relationships with customers with honesty. This will create loyalty and bring new customers from the reputation you have built from those relationships.

Best Advice Received:

Borrow enough money to take the pressure off the first year of business. We did that and it allowed us to take advantage of discounts, special buys, and build our inventory without constantly worrying about invoices. We ended up not needing it all and put 12 percent of our capital in a certificate of deposit which we still have.

***Skip Yeomans
Jazzy Dancer
Mississippi***

Best Business Tip:

Operate your business like a large business even when it is small, so that policies and procedures are in place making the business easily manageable as it grows.

Best Advice Received:

Keep all of your policies and procedures duplicable to allow for fast growth.

***Jeffrey W. Russell
Russell Cellular
Missouri***

Best Business Tip:

Don't try to be everything to everybody. Do what you do best and focus at being the very best at it.

Best Advice Received:

Always hire people who are better, brighter and smarter than you!

***Brenda Burkhartsmeier
Mountain Mudd and Mountain Manufacturing
Montana***

Best Business Tip:

I tell my people: "Take care of your health, your family and your customers, in that order. If you do, our business will do just fine."

Best Advice Received:

A businessman once told me: "The secret to my success: I overpay my people!"

If you want loyal customers, you must have loyal employees.

Training is vital, but with high turnover, you are carrying water in a leaky bucket. So, like the Marines say to new officers: "Take care of your people."

***Gary Blinn
Norfolk Beverage
Nebraska***

Best Business Tip:

Business requires dedication, hard work and perseverance. Without any one of those your chance of success will be limited.

Best Advice Received:

Work on the business, not in the business. Work to put procedures in place and create systems so the business is not solely dependent on you. If you do not work on the business, it will not grow. Systems will allow others to do the day-to-day tasks and allow the owner to invest in the future and chart the course for the company.

***Ron Bishop
Bishop Contracting
Nevada***

Best Business Tip:

Use networking and relationships to help build your business. This is particularly relevant for professional services firms or service-based businesses. Be visible in the market. Position yourself and your firm as industry experts.

Best Advice Received:

Don't put "all your eggs in one basket." Be very careful about one or two customers accounting for a majority of your business. Diversify your book of business so that if you lose one or two customers your business remains stable.

This is excellent advice, particularly for small businesses during years one to five.

***Laura Monica
High Point Communications Group
New Hampshire***

Best Business Tip:

Building a successful business does not happen by chance. It requires constant attention and dedication from ownership. All employees must be made to feel motivated and empowered through your vision and enthusiasm. Effective and successful management drives all employees to be organized to function in ways that focus their attention on "making a difference" within the company, which ultimately brings total satisfaction and recognition from your customers.

Also, get involved in your community, and volunteer time to schools, local government and community based organizations. This will enable you to explore resources to strengthen your business at little or no cost.

Best Advice Received:

To surround myself with quality respected business associates and friends. Always be fair to your employees. Treat them with respect and develop a personal working relationship with them.

Give your customers the utmost attention. Always be truthful with them, as they will determine the success of your company.

***Robert Santare
Champion Fasteners, Inc.
New Jersey***

Best Business Tip:

If you want to succeed in business, there is only one way of conducting business, and that is "the right way." All business transactions must be conducted in a "fair" way for all concerned, whether that be a customer, a supplier, an employee or whoever. "FAIR" is the only way. Your product should be of the best "Quality" within your means. Your service must also be of top "Quality" and the way you deal with situations, whether it be with a customer, a vendor or staff, one must have the best "qualified" people dealing in these situations; therefore, conducting business in a win-win manner.

Best Advice Received:

Never look back. Don't dwell on your mistakes. Learn from them, make your adjustments and move on.

***Roberto Espat
Roses Southwest Papers
New Mexico***

Best Business Tip:

Develop and retain a reputation for honesty, integrity and quality.

Refrain from needless personal expenditures until you can more than afford them and rarely finance such purchases.

Best Advice Received:

Honesty is the best policy.

You get more with honey than with lemon.

Kill them with kindness, keep a cool head and listen rather than speak.

***Steven W. Thomas
Peppercorns, Inc. and Thomas-Gatas, Inc.
New York***

Best Business Tip:

When starting a business, make sure it's something you enjoy doing. You won't be stressed doing something you enjoy.

***Mildred Council
Mama Dip's
North Carolina***

Best Business Tip:

Make sure your family wholeheartedly supports you before you begin.

Make sure you have enough cash for three to four months without pay.

Never give up!!!

Best Advice Received:

After the 1997 flood, our business was destroyed. A friend said, "you do not have a disaster, you have an opportunity."

***Donald Kuntz
Fine Print
North Dakota***

Best Business Tip:

If you have hired qualified employees, let them do their jobs. Do not micro-manage.

Treat your customers fairly and with courtesy and respect. They will then enjoy doing business with you. Some of our good customers have also become good friends.

Best Advice Received:

When presented with a difficult problem, instead of saying "we can't do it," focus instead on "what can we do to get it done?"

Never give up.

***JoAnn Kuntz
Fine Print
North Dakota***

Best Business Tip:

Large customers/opportunities don't take that much more effort to pursue than the small ones.

Best Advice Received:

Treat your customers and employees the way that you would treat family. They are the keys to your company's success.

***Joseph M. Sanda
Astute Solutions
Ohio***

Best Business Tip:

Be your word to your customers, your employees and your associates.

Best Advice Received:

Always know where "north" is.

***Ken Klein
Kleinco Construction Services
Oklahoma***

Best Business Tip:

Sustained growth and profitability require a sustainable competitive advantage for your products and or services. Toward that goal think of how you can innovate, and find ways to differentiate and enhance your value to your customer. Also, consider every adversity as an opportunity to learn, change and improve.

Best Advice Received:

Business is "asked for" not just "earned," so meet as many customers as you possibly could ask for business.

Do not compromise "quality" and "ethics" in order to reap short-term profits.

Finally, show flexibility to customers. Every proposal needs to be win-win.

***Sonal Shah
Northwest Software, Inc.
Oregon***

Best Business Tip:

There is no greater feeling than being in business for yourself. People think you have to be smart to be in business. I don't think that is necessarily true. What you need is "dedication and motivation." Owning a business means long hours, hard work, street smarts and common sense. If you are willing to make the commitment to succeed and are willing to do whatever it takes and listen to people who know, you are sure to be successful.

Best wishes.

Best Advice Received:

Keep it simple.

Pay your bills on time.

Take care of your customers and they will take care of you.

Always have a smile and a kind word.

***Jim Fox
Fox's Pizza Den
Pennsylvania***

Best Business Tip:

High quality products and excellent service is a winning combination you must always pursue.

Always delight your clients as you would like to be delighted.

Best Advice Received:

Make sure you know how to do everyone's job at your business, and keep an open eye on what's going on.

Maintain open communication channels with your people. (Feedback)

***Vanessa Bobet
Ponciana Bakery
Puerto Rico***

Best Business Tip:

Always look and act professional. Don't ever lose your temper.

Best Advice Received:

Make decisions based on your heart. Where your heart is, money will follow.

***John Elkhay
XO Cafe
Rhode Island***

Best Business Tip:

Hire good people who share your interests, desires and vision, and who want the company to be successful. Offer opportunities for your employees which will create loyalty.

Best Advice Received:

Be punctual, be assertive with compassion and be able to delegate, motivate, supervise and train your associates.

***William Pickney Campbell
Computer Dimensions
South Carolina***

Best Business Tip:

It's all about the customer.

Best Advice Received:

If something is important, take care of it right away.

***James Marvin Owen
Computer Dimensions
South Carolina***

Best Business Tip:

Watch the pennies, and the dollars will be there when you need them.

Best Advice Received:

When you choose business partners, make sure to use as much care as when you choose a spouse and never give up.

***Thomas James Rogers
Computer Dimensions
South Carolina***

Best Business Tip:

Make sure your business is based on a product and/or service that people and/or businesses really need and will pay for.

Best Advice Received:

In order to create a successful business, you need to treat people well. This includes those who work for the company, your vendors and even your competitors.

***Talbert H. Campbell
Computer Dimensions
South Carolina***

Best Business Tip:

I think the best tip I ever got was from my former boss, Art Kroetch, who himself won the Businessman of the Year award from South Dakota many years ago. Art told me, "When you travel around take some time to stop and smell the roses."

This has been something I have tried to do, especially since we are an export-related company, and I visit many countries around the world.

The first thing you learn: People are basically the same everywhere, the vast majority are kind, loving, caring, wonderful people. There are a few bad apples everywhere, but they are few everywhere.

I keep thinking that some two countries must be much the same, but they are not. All have their own customs, ways of doing things, even ways of thinking and acting. It makes a wonderful, fascinating world to go out and enjoy. Besides the people, there are magnificent man-made and natural wonders throughout the world. These joys, mixed with business, make a combination that is wonderfully entertaining, and a joy to experience. Business by itself could become a bit of a drudgery, but combined with the roses that can be found along the journey, I have an occupation I have never regretted.

Best Advice Received:

Since we are a strongly export related company, our best advice may well be that anyone looking at this vast marketplace should make one of their first stops the U.S. Department of Commerce. They have offices in most countries and many major cities around the world, and they have programs geared to guide American businessmen through the vast diversity of foreign marketing. In the U.S. Foreign Commercial Departments, in each country, they employ locals who are familiar with the business practices of that region, and these people can be priceless in advising how and with whom to do business in their respective country. Each foreign commercial office also has a wealth of local information and provides programs like "Gold Key," where you can furnish your company information and what you are looking for. The U.S. Department of Commerce will send out their staff to interview prospective business partners and set up appointments for you to go and visit. This has been a very good service that saves huge amounts of time and expense in finding good foreign partners to work with.

*Joe Raver
SPM Thermo-Shield
South Dakota*

Best Business Tip:

Hire the smartest people you can. Be dedicated to them and they will be your strongest asset.

Best Advice Received:

Build distribution.

***Ian A. Levitt
QualCast, LLC
Tennessee***

Best Business Tip:

Be firm, fair and forgiving.

Have faith and confidence in yourself and your business. Don't be afraid to fail, but make sure you have prepared fully to succeed. Don't be discouraged over temporary setbacks.

Have dependable, financial support to fall back on and surround yourself with friends and family members who will encourage you and help you.

Be prepared to be a front-line worker and master all aspects of your business.

And most of all - have a good product and good employees!

Best Advice Received:

"Let not mercy and truth forsake you; bind them about your neck, write them upon the table of your heart.

"So shall you find favor and good understanding in the sight of God and man.

"Trust in the Lord with all your heart; and lean not unto your own understanding.

"In all your ways, acknowledge Him, and He shall direct your paths."

Proverbs 3:3-6

***Vicki Roy
Vicki Roy Companies
Texas***

Best Business Tip:

Save your money!

Find a niche market.

Understand that it's not going to be easy – work hard.

Pray for the ability to work hard, be patient and endure during the trying times.

Maintain the highest level of customer service.

Keep the profits in the company for growth and working capital – Don't Be Greedy!

Find people you can trust – upper managers.

Share wealth with your employees.

Continuous corporate strategic planning.

Best Advice Received:

Be discreet – grow quietly.

Focus on what you do best – don't go off on tangents.

Keep all the profits in the company.

Find GREAT people to help manage the company.

***Bo Chung Jr.
Chung and Associates
Utah***

Best Business Tip:

Don't do business with people you don't like. It doesn't work out at some very basic levels and it isn't any fun.

Best Advice Received:

Always tell the truth. It is a lot easier. You don't have to remember the lies you have told.

***Clint "Jito" Coleman
Northern Power Systems
Vermont***

Best Business Tip:

When looking at jobs to bid, remember, if you beat more than six to eight competitors on a project, you probably made a mistake. In other words, your chances of making a profit greatly increase if you have only one to three competitors.

Best Advice Received:

Making a mistake is generally not a bad thing. Making the same mistake over again is always bad.

***Stan Lanford
Jack Lanford
Lanford Brothers Co.
Virginia***

Best Business Tip:

Your employees are your most valuable asset. Always hire people who are better than you are at a particular task. Give them leeway to do their jobs including the tools to solve customers' problems on the spot. If you "hire tough," you can manage easy. Hiring tough means having stringent standards for all new hires. Don't "settle" for just anyone. Insist on the best person for every job. Managing is a lot easier when you hire the best, show them what needs to be done and then, get out of their way!

Best Advice Received:

From Michael Gerber, author of "The E Myth," work on your business not in it. Most entrepreneurs create a job for themselves within the business, then "go to work" every day at that job. Only by stepping outside of our own job, seeing the big picture and continually crafting your company's policies, procedures and processes will you create and maintain a successful business. The only "job" that the business needs you to do is that of "visionary": setting goals, seeing ahead and charting the course.

***Alice Cunningham
Olympic Hot Tub Company
Washington***

Best Business Tip:

If you maintain your integrity and never give up, things will eventually work out.

Best Advice Received:

Love life.

***Phillip Weser
Gerald Beafore
March-Westin Co.
West Virginia***

Best Business Tip:

Seek out help and support from your community, its educational institutions, its economic development organizations and the SBA. There are lots of people who want to help you succeed.

Best Advice Received:

Don't try to run your business by the financials ALONE – it's like trying to steer a boat by looking at the wake from the rudder.

***Mary M. Jurmain
BTIO Educational Products
Wisconsin***

Best Business Tip:

Be patient; don't over spend.

It is very important to start and finish your jobs in a timely manner and keep cash flow up.

Best Advice Received:

You can do it on your own. This was in reference to having partners.

***William S. Hansuld
Casper Electric
Wyoming***

Best Business Tip:

Prepare a comprehensive Cash Flow Statement and review it as often as possible – at least monthly.

Keep good business records. Use computer technology.

Develop excellent supplier relationships.

Best Advice Received:

Prepare a thorough business plan and review it regularly.

Don't enter a business unless you have the necessary expertise – buy it if necessary.

***Arnold Sandness
SCORE Chapter Chair
Dayton, OH***

Best Business Tip:

Industry/field marketing and honesty above profit.

Best Advice Received:

To create and utilize a defined business plan with specific objectives and goals.

***Joseph K. Forney
Veteran Advocate
California***

Best Business Tip:

Stick to your guns and hire the right people – people who will work hard, respect, advise and listen – then make your own independent decision.

Best Advice Received:

Don't ever take anything for granted.

You can always improve.

Never coast and rely on past performance.

***Zack Phillips
Kink BMG
SBA Young Entrepreneur of the Year
New York***

Best Business Tip:

Learn to be an effective networker. Join one or two business groups and go to as many meetings and events as you can. Be prepared to give a good 10-second commercial on the benefits of your product or service.

Best Advice Received:

Tell everyone you know about your business start-up. Business can come from unexpected avenues (and it does).

***Beverley Williams
Home-Based Business Advocate
Maryland***

Best Business Tip:

Use technology to leverage your vision.

Best Advice Received:

Profit is the queen of business, but cash is king.

***Jim Blasingame
Small Business Journalist of the Year
Alabama***

Best Business Tip:

Provide excellent customer and client services.

Know your market and know your customer.

Make sure you have enough capital to finance your growth.

Best Advice Received:

“Work hard, because only in the dictionary will you find Success before Work.”

***David C. Lizarraga
Minority Small Business Advocate of the Year
California***