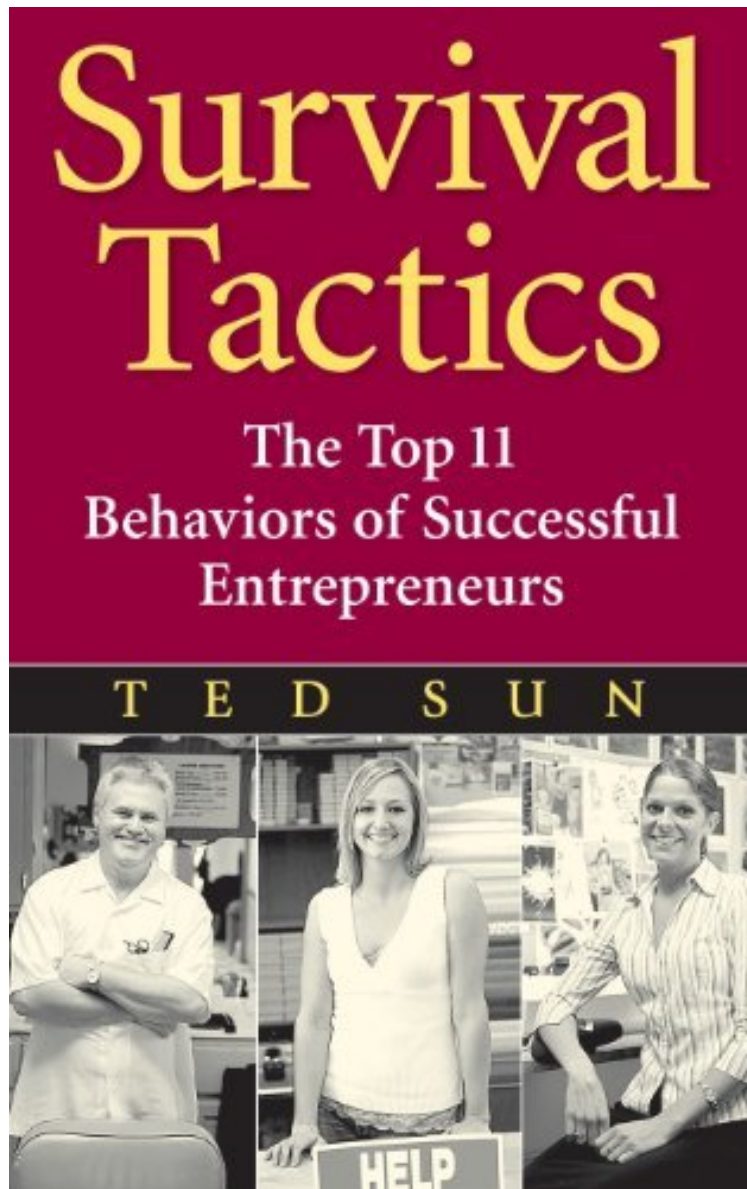


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Survival Tactics: The Top 11 Behaviors of Successful Entrepreneurs

Ted Sun

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By any measure, the movement toward entrepreneurship is increasing each year; data from the Small Business

Administration indicates that there are over 5 million small businesses in operation in the United States. And while many resources provide practical information to guide the entrepreneur or small business owner through the challenges of establishing, managing, and growing their business, few tackle the more personal side of entrepreneurship in a rigorous fashion. According to a recent Gallup poll, seven out of ten high school students report that they want to start and run their own business. Every year, five million Americans launch their own ventures, according to the Small Business Administration. By any measure, the movement toward entrepreneurship is increasing each year. While many resources provide practical information to guide the entrepreneur or small business owner through the challenges of establishing, managing, and growing their business, few tackle the more personal side of entrepreneurship in a rigorous fashion. As Ted Sun argues, countless people are entering entrepreneurship in one form or another. Most have no clue how to be one.