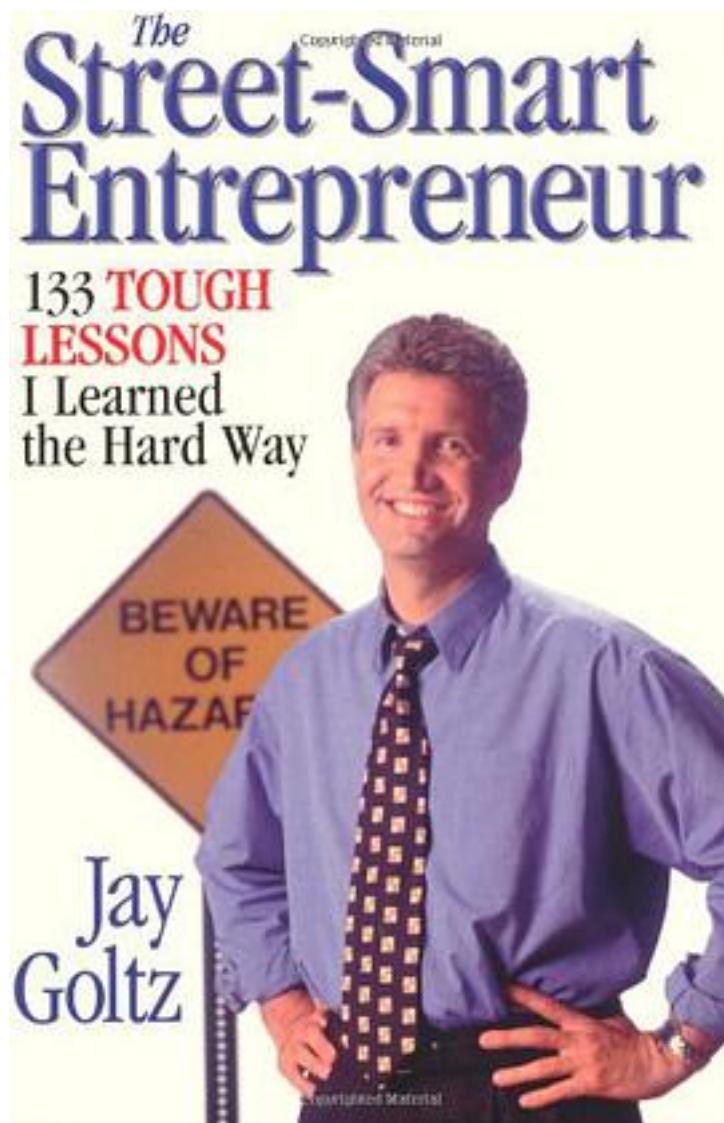


Street-Smart Entrepreneur



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Small firms in Chicago employ more than 1.6 million individuals--nearly 50 percent of the private work force, according to a new study released this fall by the Small Business Administration. The survey, which defines small firms as those employing less than 500 people, also shows that these businesses generate 47 percent of the area's total receipts of \$278 billion dollars. However, SBA statistics also reveal that, on average, of the small businesses starting today, 53 percent will not be in business four years from now. Of these closings, it's estimated that 15 percent will close due to business failures. Chicago businessman Jay Goltz understands what it takes for a small business to succeed. During the past twenty years he has owned and operated Artists' Frame Service in Chicago. Goltz started the business in 1978, and today it's the largest, custom retail picture framing facility in the world. Now, Goltz shares some his secrets of success.

作者介绍:

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