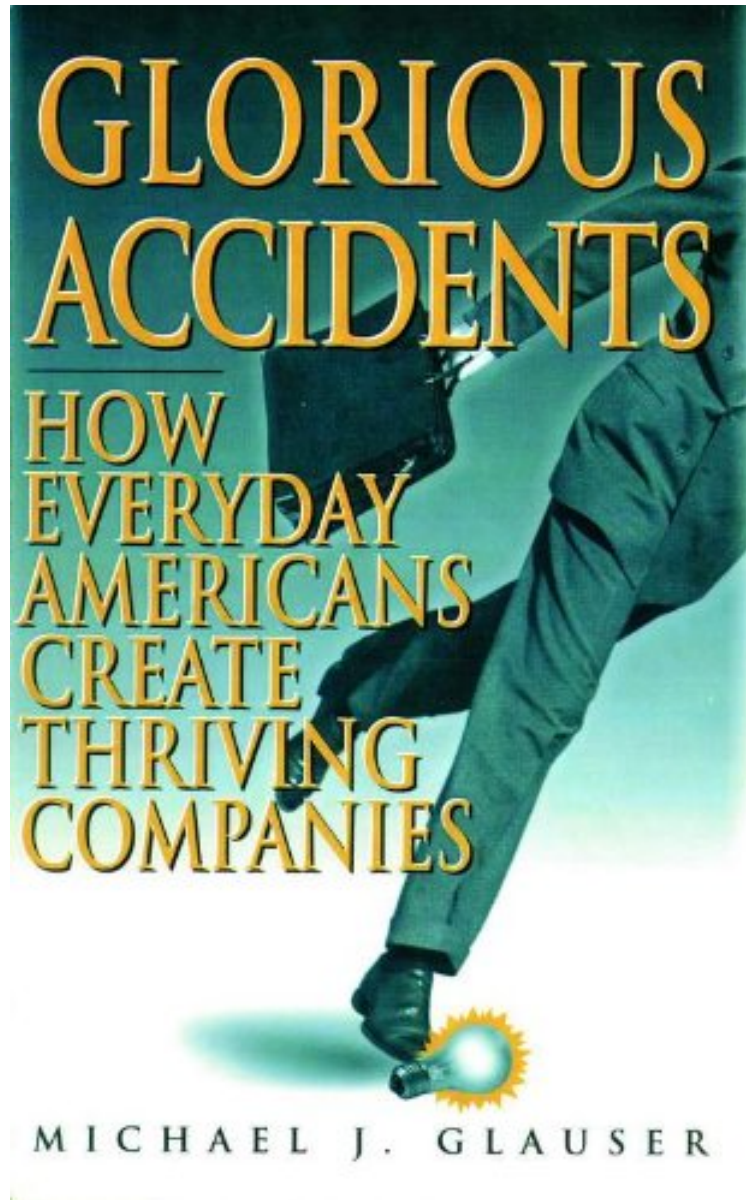


# Glorious Accidents: How Everyday Americans Create Thriving Companies

*Michael J. Glausner*

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**Michael J. Glausner : Glorious Accidents: How Everyday Americans Create Thriving Companies** before purchasing it in order to gage whether or not it would be worth my time, and all praised Glorious Accidents: How Everyday Americans Create Thriving Companies:

0 of 0 people found the following review helpful. Great Book, Great AuthorBy tolson12390As a student interested in

entrepreneurship, I found this book to be well written and extremely helpful. I have had the opportunity to become good friends with Mike Glauser (the author) through classes he taught and programs he ran here at Utah State University and I would highly suggest this book and 'The Business of Heart'. Mike is a seasoned entrepreneur and his insights can really help the the beginning entrepreneur and the experienced entrepreneur alike. 3 of 4 people found the following review helpful. Powerful Lessons in Creating a Successful Startup Company By A Customer I received a copy of this book as a gift last year and it came with high recommendations from the giver. I found it to be written in a style that's easy to read and engages the reader. Each chapter contains several valuable lessons backed up with real-world examples from successful entrepreneurs. I found the success stories to be particularly intriguing and motivating since the author uses each entrepreneur's own words to keep the experience very personal. As an entrepreneur who has built a \$60 million company from nothing in 4 years, I can say that that I have found the lessons taught in this book to be accurate and valuable. I highly recommend it as a good source of inspiration and information. 3 of 5 people found the following review helpful. A useful, useable, very positive guide to making it your way By A Customer First the disclaimer: I haven't finished reading this book yet. Of course, I only got it yesterday. I am in the middle of an unplanned career adjustment (can you spell "downsized"?), having thoughts of striking out on my own, and not knowing quite how to do it. This book is a Godsend!! It is helping me focus on the important things (all laid out neatly for my inventory) and evaluate my current situation vs. where I want to be. It is also providing the material for me to draw my own roadmap to get there. It will not replace hard work, desire, and the ability to recognize the sound of an opportunity knocking, but it sure helps you figure out what to do with the raw materials of success that are all around us! Don't get this book if your idea of a lucky break looks like six numbers in a lottery. If you think that hard work and good fortune are related, this book can bring it together for you. Will it make me a millionaire? Don't know yet, but I know how to find out! Gotta go now, I want to finish that book.

How do American entrepreneurs conceive their business ideas? Where do they find their first customers? How do they survive? Why do they later describe their business successes as unplanned accidents? *Glorious Accidents* sheds light on how American entrepreneurs get new ventures off the ground -- from a personal, rather than a strictly business perspective. It portrays the human drama of entrepreneuring in America: the summons and uncertainty, the passion and fear, the surge and reprieve, the hilarity and tears, the freedom and restraint, and the ultimate triumph. Chapters such as, *Seizing the Opportunity*, *Radiating Zeal*, *Working with Tenacity* and *Giving Mind-Boggling Service* reveal the true life experiences of a diverse group of successful start-ups. Features the stories of business founders coast-to-coast who describe the exhilaration and exhaustion of conceiving an idea, implementing a concept, and building a successful enterprise. Features profiles of 30 businesses, such as Cannondale, Nguyen Electronics, Jazzercise, Blimpie, Burbidge Disposal, Franklin Quest, Icon Sports, and Huntsman Chemical.

Fabulous Book! A bold "MUST HAVE" for any entrepreneur!, February 25, 1999 by a customer I read this book for the first time in December, and couldn't put it down. I re-read it in January and it still radiated the same amount of zeal! Michael Glauser is brilliant! His ideas are sound and his thoughts concise. This book ranks right up there with "The Greatest Salesman in the World" and "The 7 Habits of Highly Effective People!" No one--self-employed or not-- should be without this marvelous book.