

# Fish with Dynamite

**300 PROVEN TECHNIQUES TO BORROW OR OBTAIN EQUITY CAPITAL, PLUS OVER 200 BUSINESS OPERATION TACTICS THAT GENERATE FAST CASH**

What could you accomplish if you had sufficient capital?

People in business and people who want to own a business share a common problem — MONEY. Specifically, not enough money at the moment they need it.

Your lack of capital for the privately held business you own or want to own is a hindrance you can overcome with street-smart knowledge of finance.

How to Get ALL the Money You Want For Your Business Without Stealing It explains over 300 proven techniques to borrow or obtain equity capital, plus over 200 business operation tactics that generate fast cash. You get more than explanation—on many of the techniques you learn advantages and disadvantages, practical tips and warnings. The book also contains a **Directory of Funding Sources & Advisors**, so you can brainstorm your situation with the pros, then take your proposal to organizations that want to see it.

Using this book is like fishing with dynamite!

## Book Reviews

"IF THERE WAS A 'PUITZER' for the small businessman, you have earned it! A must read for all business owners or those preparing to start or buy a business. Only comprehensive book that addresses everything you need to know about financing your business."

—**ANNE R. WHELAN, KYBANK  
V.P., PRIVATE BANKING & INVESTING**

"A FINANCING BIBLE. It's absolutely fantastic. I made a list of financing techniques I thought the book would omit. To my surprise I discovered I could only contribute one idea. This book is going to be a best seller!"

—**JOHN G. McLEACHER, CPA  
BALTIMORE, MD**

"EVEN PEOPLE WHO KNOW some of the points gain by learning even one new approach. Well worth the cost."

—**WALLY STABBERT, PRESIDENT  
INSTITUTE OF CERTIFIED BUSINESS COUNSELORS**

"YOU COULD SPEND HUNDREDS of dollars to buy all the other books on financing and not have dozens of the ideas this text contains."

—**KATHLEEN G. SALAM  
CHICAGO, IL**

"KEY TO THE MINT. So good I couldn't put it down. Wow, this book has it all! The only financing source not mentioned was pennies from heaven. This book is the key to the mint for small businesses."

—**JOHN KASTENDECK  
P.W. PAPER, EUGENE, OR**

"THE ONLY A-TO-Z SOURCE I can find on financing a family business. Contains proven methods—tactics your lawyer, accountant and banker don't know or won't tell you. The no-nonsense approach is refreshing, straight forward, and full of valuable information."

—**GIL L. LYONS  
SCOTTSDALE, AZ**

"VERY COMPREHENSIVE. Ideas that would not have occurred to me."

—**CYDIE TRITT, MANAGING PARTNER  
O&M INVESTMENT PARTNERS**

"DIVERSITY! Readers get the equivalent of a graduate degree in real world business finance. Must read for entrepreneurs."

—**JAMIE KILBURN  
SIRCO FUNDING, INC.**

"NOT JUST ANOTHER 'How To' book. Detailed, effective manual guides you through every conceivable step necessary to obtain capital to start and run your business. Capital is king and this book could provide the keys to the kingdom."

—**ANGILO MOZILLO, CHAIRMAN & CEO  
COUNTRYWIDE FUNDING**

"I WAS IMPRESSED to find it contains financing techniques that even I, Ms. Knows-It-All, had not thought of. We see successful businesses on the market with stifled growth as a result of cash flow problems. Your book illustrates that this need never be the case."

—**LORI KING, CPA,  
CEO, BUSINESS EXCHANGE CENTER, INC.**

"YOU OUGHTA HAVE A WEAPON'S license to know what is in this book. It combines street-smart advice with practical solutions. I've been in business 30 years. I never read a more useful publication on this topic."

—**JERRY EMAN  
SEATTLE, WA**

"THIS IS THE PERFECT BOOK to learn techniques and secrets your banker will not tell you. Anyone buying a business would be wise to first invest in their education."

—**HAROLD KAMR  
CHICAGO, IL**

"A TREASURY CHEST full of financing ideas, options and sources.

Regardless of the type of business, you can immediately use the methods in this book. Devour it!"

—**CHRIST PHILLIPS  
WASHINGTON D.C.**

"THIS BOOK IS A STROKE OF GENIUS. There is no business that can't use it. No profession that can't use it. No entrepreneur who can't use it. No MBA student who wouldn't be miles ahead with the tons of practical information."

—**GLEN PIPPER  
GLENDALE, CA**

"ALONG WITH OUR LOAN OFFICERS, I have reviewed your book. We find it good."

—**RAY DAVINER, PRESIDENT & CEO  
VERDUGO BANK, GLENDALE**

# How to Get ALL the Money You Want For Your Business Without Stealing It