



No Cash No Fear: Entrepreneurial Secrets to Starting Any Business with No Money

Terry Allen

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If you've got big ideas and little or no cash--congratulations!

You're just the person Terry Allen speaks to in No Cash, No Fear--a powerful guide to start-up success bursting with invaluable lessons for the aspiring or struggling entrepreneur. Allen, who has started more than 20 businesses in his long and illustrious career, reveals exactly how he did it with none or very little of his own money--and how you can, too! He gives you his foolproof strategies for obtaining cash from a variety of surprisingly accessible sources. You'll discover ways to sell your product before it even exists and how to get someone to give you \$1 million to invest (and a Rolls Royce to boot)! Allen also reveals:

- * The four ingredients you need to cook up a business
- * Why being short of cash should never be a problem
- * How to start a business with \$2,000 and make \$15,000 profit in the first week
- * Why you don't need a business degree to be successful
- * Four commandments for running a solid, profitable company

"I love this book."--Andrew Tobias, author of the million-copy bestselling classic, *The Only Investment Guide You Will Ever Need*

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