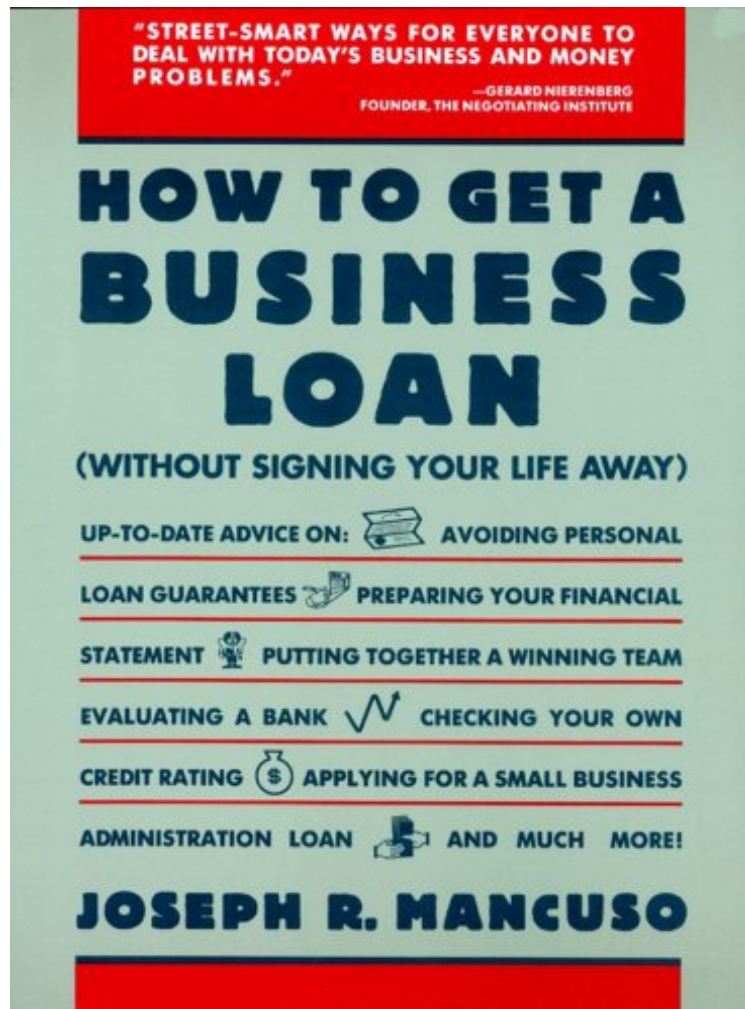


# How to Get a Business Loan: Without Signing Your Life Away

Joseph R. Mancuso

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Joseph Mancuso means business. He takes you into your bank and into the offices of America's venture capitalists for an inside look at how they work and what they expect from prospective borrowers. He tells you exactly what actions to take every step of the way and how to distinguish yourself in the lender's eyes. How to Get a Business Loan will dramatically enhance your chances of putting together a deal you can live with and profit by.

About the Author Dr. Joseph R. Mancuso is the founder and director of The Center for Entrepreneurial Management, Inc. (CEM), the world's largest nonprofit membership association of small-company presidents. He is also the founder of The Chief Executive Officers Clubs (CEO), an organization of CEOs who run businesses with sales between \$1 million and \$50 million annually. As a "compulsive entrepreneur," he has launched seven businesses, and he serves as a board member and advisor for a score of entrepreneurial ventures. Dr. Mancuso holds a bachelor of science degree in electrical engineering from Worcester Polytechnic Institute and an MBA from the Harvard Business School, and he earned a doctorate in education from Boston University. He is the author of fifteen books, including "Fun and Guts; The Entrepreneur's Philosophy;" his classic best seller, "How to Start, Finance, and Manage Your Own Small Business," now in its second edition; and his current best seller, "How to Prepare and Present a Business Plan." Articles by Dr. Mancuso have been published in such diverse magazines as "Playboy, The Harvard Business," and "The Journal of Small Business." Dr. Mancuso is a popular luncheon speaker and has appeared on numerous TV and radio programs. As a lecturer, he has delivered major seminars in thirteen foreign countries as well as in more than one hundred U.S. cities.