

# Don Kornblet Unlocks the Secrets of Business Success



Don Kornblet speaks to owners of growing organizations who want to build a value-packed enterprise.

## Some of Don's Most Popular Speeches Include:

- **The 10 Keys to Business Success**—What every entrepreneur must know to succeed.
- **The Smartest People You Know**—How to create an advisory board.
- **Business Relationships**—Move dog-years ahead of networking and learn how to connect with people in a new way.
- **Entrepreneurial Equity**—Seeing and building the value into your company for the day that you may want to sell.
- **Taking the Mystery Out of Marketing**—How to develop and promote your unique and niche services.

*Customized programs also available.*

### About Don Kornblet:

In 1986, Don Kornblet turned a chance consulting project into Business Response, Inc. (BRI), a \$25 million dollar company, growing from 10 employees to over 1,000 employees in less than 15 years. While building his firm, which he sold to an international company in 2000, Mr. Kornblet used the 10 keys shares in his new book, *Business Success Secrets*. BRI was twice named to *Inc.* magazine's list of the top 500 fastest growing privately held companies and also named by *Inc.* as an innovator in the technology area.

Mr. Kornblet is currently a business instructor with the St. Louis Community College System and has a daily radio program featuring business ideas aired over CLASSIC99/KFUO-FM. He consults with business owners on a selective basis.



To book a speech, contact Don Kornblet at:  
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## Praise For Don Kornblet and *Business Success Secrets*

“... Don Kornblet has organized the topics, making it easy follow the steps to start, build and sell a business.”

—Edward Bennett,  
Mgr. Business & Mgt. Program,  
St. Louis Community College

“Don Kornblet’s *Business Success Secrets* provides the keys to open the entrepreneurial castle.”

—Rose Jonas, PhD,  
The Job Doctor

“Don Kornblet uses the same easy style of communicating with readers that he uses in reaching listeners with his daily on air CLASSIC99 business minute: *Daily Essentials for Business Success*.”

—Dennis Stortz,  
Director of Broadcast Operations  
CLASSIC99/KFUO-AM and FM

“...every year there are thousands of small- and mid-sized businesses with owners thinking about how to prepare their business for sale. If you are one of them, *Business Success Secrets* is a must-read.”

—Paul Schnoebelen, Managing  
Director, The Fortune Group

“Any business owner planning to sell a business will need to pay special attention to this book’s insights into handling financial matters, and preparing a business for sale. Usually, the largest expense associated with the sale of a business is taxes. *Business Success Secrets* shows how to address these matters and protect as much of the value in your business as possible.”

—Mark Dow, Partner,  
PricewaterhouseCoopers, LLP