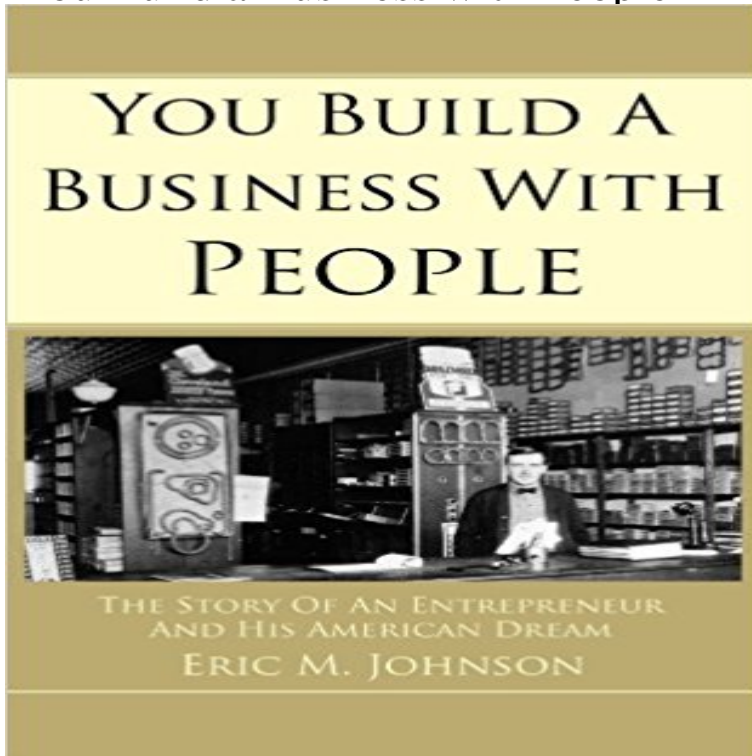


## You Build a Business with People



This is the story of an American Dream; the story of an Iowa entrepreneur and the business he built through the roaring twenties, the Great Depression, through the second World War, and the post war boom. Whether you are a budding entrepreneur or a history buff looking for a taste of life in the early 20th century, the story of E.P. Arnold and the business he built is a testament to doing things the right way. The traits he cultivated during his life are just as applicable today as they were nearly 90 years ago when he took a leap of faith and started his business with \$500 and a dream. -What a great little book. A tour de force on entrepreneurialism in the heartland when all it took was perseverance. - Jason Lewis, nationally syndicated talk radio host and author of Power Divided is Power Checked. -As big as the automotive aftermarket is there's a dearth of literature available about its history. Eric M. Johnson helps remedy this with his book You Build a Business With People. It spins the tale of the Arnold Motor Supply stores and the ensuing Merrill Company. Mr. Johnson's characterization of the visionary E.P. Arnold, who over the years sold the company to its employees, is fact-filled and fascinating. This book is a great read for anyone but will be of special interest for people involved or interested in the aftermarket. - John R. Washbish, President and Ceo, Aftermarket Auto Parts Alliance Inc.

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from scratch into a \$100 million enterprise. In my recent article on Forbes, you get a few **You Dont Build a Build People and then - LinkedIn 10 Tips To Help You Build A Successful Small Business Brand** Those companies understand that if people trust a brands community, they will extend trust to **Build Your Business by Building Your People** You build people and then people build the business. @TheZigZiglar Too bad so many leaders try to build their business at the expense of their workers. **How To Build a Business People Love Sydney General Assembly** In the early days of running your own business, its natural to try to do as When it comes time to hire an executive team, youll need to find people to fill the **YOU DONT BUILD A BUSINESS: Zig Ziglar on How It Really** Oct 22, 2015 You dont build a business --you build people-- and then people build the business. At Ziglar Inc., we call ourselves the People Builders. **How Everyday People are Building Businesses on YouTube** <https://education/build-a-business-people/sydney?> **Ziglar Inc - You dont build a business** Jul 23, 2012 Im always struck by people who think, well, it must be because I was just so smart. There are If youve got a business you didnt build that. **You dont build a business, you build people and then people - ICG** Jul 25, 2016 You dont build a business. You build people, and people build the business. -Zig Ziglar. Now dig a little deeper. 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**You Build a Business with People**

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