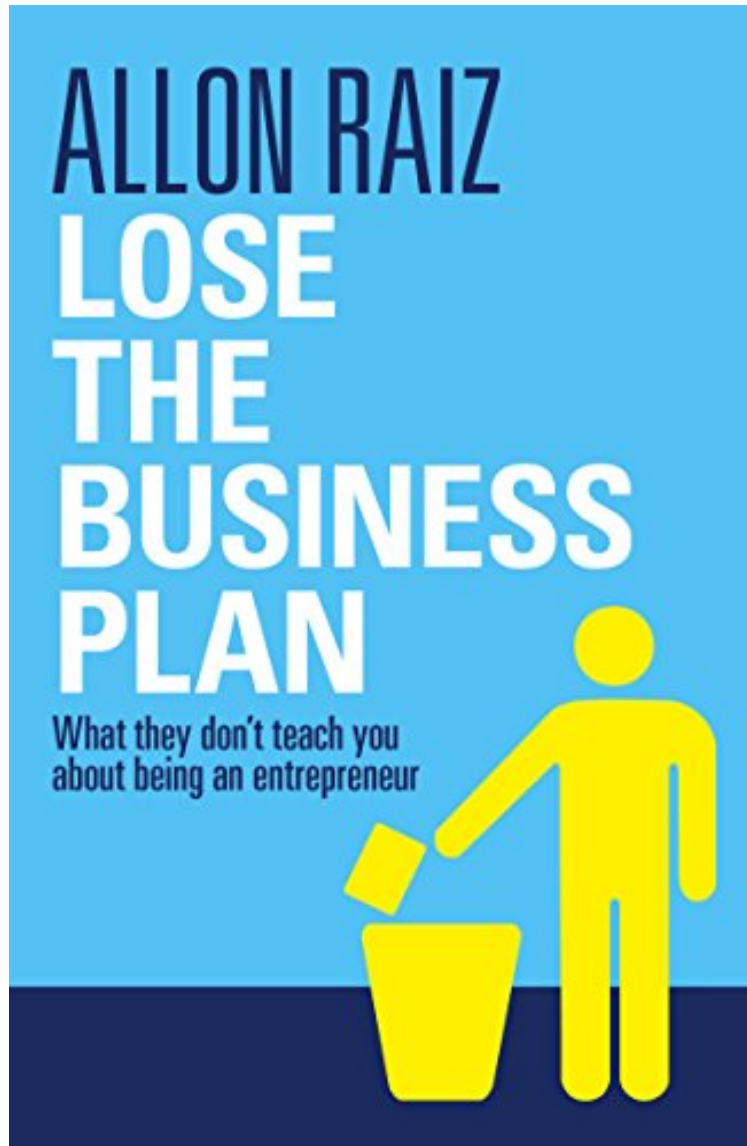


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Lose the Business Plan: What They Don't Tell You About Being an Entrepreneur

Allon Raiz, Trevor Waller

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96% of small businesses fail within ten years -- so what does it take to be a successful entrepreneur? How can you beat the statistics and create and grow a successful business? Allon Raiz challenges readers to find their entrepreneurial passion and to have the courage to stay focused and determined to find the path to business success. Raiz has made a business out of growing entrepreneurs and he knows that success is not about the business plan, it is about the drive of the entrepreneur. In *Lose the Business Plan*, Raiz shares the lessons he has learnt and seen others learn on the road to business success. Readers learn to recognise whether they have what it takes to follow this path and find the skills most needed for entrepreneurial success.

About the Author Allon Raiz is a successful entrepreneur -- he has built numerous businesses, some successful and some not. He is the founder Raizcorp which nurtures entrepreneurs and grows profitable businesses. He has won numerous awards for innovation and entrepreneurship. Trevor Waller is a writer of business books, children's books and text books. He runs a division of Raizcorp, a company that grows entrepreneurs.