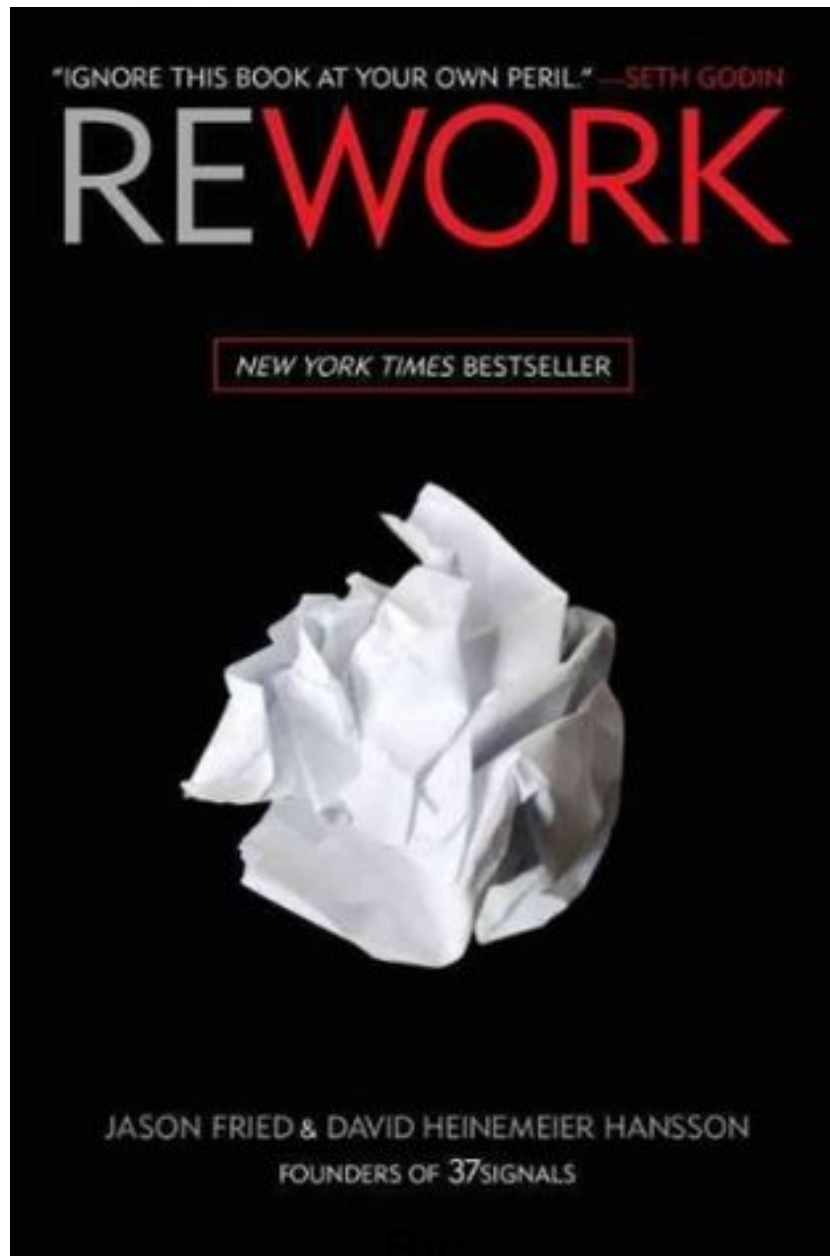


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by  
**Jason Fried**

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## What people Say:

### Peyton

Good standard small business advice.

Notes:

Prioritize visually.

Make tiny decisions.

Do less. One downing not one updoing.

Don't be a whore to our customers.

build an audience

Hold meetings at site of problem, not in meeting room. Invite as few as possible.

Divide problems and projects into pieces small enough to easily estimate time and effort required.

Make short lists to avoid feeling overwhelmed.

### Janet Richards

This is another book I can't put down. Nothing in this book is earth-shattering or amazing. It's the little things you have suspected to be true - but someone who makes more money than you tells you is not true. It's what you say to your friends over lunch. It's support for being feisty in work and in life. I'm highlighting a sentence in almost every chapter that I want to remember. Again - not because I don't know it - but because I don't want to forget it. And I don't want to fool myself that

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## Amr

The feeling I got when I read the praise of the book in the first few pages was "This book is over-praised". When I finished it, I still have the same feeling.

Maybe it's just me, but I think that if you're gonna challenge the foundations of doing business, you gotta back it up with something more than "That's how we did it, and it worked for us".

The book makes a great case against all the elements of doing business (planning, raising capital, meeting, communication, workplace, organizing, etc.)

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The book makes a great case against all the elements of doing business (planning, raising capital, meeting, communication, workplace, organizing, etc.) but it doesn't offer a strong alternative and it certainly doesn't make a strong case for the alternative that it's offering. Some of the criticism is just ridiculous like "Don't make a long term plan and stop calling yourself an entrepreneur, call yourself a starter. Who cares?"

A lot of the criticism is filled with "... that doesn't mean you should do away with this item, because it's still important...". If it's still important then why come out against it like it's some kind of a disease.

Other criticism falls under the category of a clever argument rather than a logical one, like "Learning from mistakes is overrated", you should instead learn from your successes. Well, what if I'm just starting and all I have is my first failure??

Some ideas are just confusing.

On page 159:

## Arjen

Don't read this book. It is full of obvious stuff that I basically agree with but the writing style and argumentation are beyond annoying.

The pattern is as follows: "Lots of people say you can't do X. But look at us! We did X, so it is

possible". For me that reads as: "Lot's of people say you shouldn't base your life's path on winning the lottery. But look at me! I won the lottery, so it is possible".

Spend your 10 euros on drugs or hookers or alcohol and have some fun in life.