**Study questions:**

3. The new jobs in America come from its entrepreneurs. It used to be believed that large companies provided the backbone for economic and job growth, but in reality it has been proven by Birch that 80+% of the jobs created are through small businesses. The opportunity to open a small company is vastly greater than a large corporation, the costs are much smaller, and most start up firms use man power as opposed to full automation and electronics to complete many of the day to day tasks as the volume of output isn't there to support such investments.

4. Large and emerging companies play a big role in new technologies. Large companies are looking to increase efficiency of an existing model or process and develop their own technology to reach these goals. On an emerging firm side, in order to compete with the large companies, they must innovate and create technologies that are new or used in a unique way to get an edge on the well seated businesses. The large corporations will eventually adapt some of these technologies and will push further innovation by the small businesses to keep ahead of the curve.

6. The millionaires today are the entrepreneurs who started their businesses and grew them from a startup to a successful company. There are also people who inherit wealth and those who gain through investment, but the numbers are negligible when compared to the business owners.

**Mind stretchers:**

3. To succeed as an entrepreneur you have to be able to put aside the rules and procedures you were taught over the years. Some things must be done in a specific fashion to get from point a to point b. If you only want to make it to point B, it can be done by minimizing the risks. To push further and jump to the next point you have to take risks where there aren't a written set of instructions. It isn't guaranteed success, but the chance of hitting it big creates a draw that the more successful entrepreneurs were able to see. When they hit a road block they are able to calmly sit back, examine what happened, where things could have been done in a better manner, and they build from the mistakes and come back and give that push again until they reach that next point. It isn't just once or twice either, they do it repeatedly, taking the risk and accepting the chaos that comes with it. Logical black and white thinkers would often falter in this situation as the out of the box thinking does not come intuitively, but someone with a more open mind with determination would make for a good entrepreneur.