



Tom Golisano: Built Not Born

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Tom Golisano is the founder and CEO of Paychex, which went from a shoestring operation to a \$3.8 billion company with more than 15,000 employees. [His book's](https://www.amazon.com/Built-Not-Born-Billionaires-Entrepreneurs-ebook/dp/B07T9WRJXQ) (<https://www.amazon.com/Built-Not-Born-Billionaires-Entrepreneurs-ebook/dp/B07T9WRJXQ>) 184 pages are filled with lessons for new entrepreneurs, based on what Golisano learned the hard way, and with rollicking tales of his first entrepreneurial ventures. It's a quick read that sounds more like a conversation with a very wise mentor, and it's filled with very practical advice on establishing, building, managing and selling your venture. At the end of each chapter is a bullet list of key "takeaways."

