

Contents

Introduction by Henry W. Bloch	xi
Author's Note	xv
Chapter 1: A Chip Off the Ol' Block	1
Childhood Lessons	4
Without a Road Map	7
<i>Henry's Deductions</i>	9
Chapter 2: Heaven Can Wait	11
Off to War	13
A Lucky Bastard	18
<i>Henry's Deductions</i>	20
Chapter 3: Three Nobodies with an Idea	21
A Tradition of Trailblazers	26
Carrying on the Entrepreneurial Spirit	29
<i>Henry's Deductions</i>	32
Chapter 4: Taking the Plunge	33
The Plan	35
The Start	39

	A New Partner	42
	<i>Henry's Deductions</i>	45
Chapter 5:	Made in Heaven	47
	The Courtship	49
	The Union	52
	The Family	53
	<i>Henry's Deductions</i>	56
Chapter 6:	A Blockbuster Idea	57
	This Tax Thing	59
	The Birth of an Industry	64
	<i>Henry's Deductions</i>	66
Chapter 7:	New York, New York	67
	The Second Season	69
	<i>Henry's Deductions</i>	73
Chapter 8:	Building Blocks	75
	Entrepreneurship 101	77
	<i>Henry's Deductions</i>	80
Chapter 9:	Going Places	81
	Like a Family	82
	Going Public	86
	<i>Henry's Deductions</i>	90
Chapter 10:	Learning to Soar	91
	Little Details	92
	The Best Ideas	95
	<i>Henry's Deductions</i>	97
Chapter 11:	Setbacks and Comebacks	99
	The Aftermath	102
	Distractions	105
	A Dreadful Diagnosis	108
	<i>Henry's Deductions</i>	110

Chapter 12:	Heartbroken	111
	A Bad Dream	116
	<i>Henry's Deductions</i>	119
Chapter 13:	Gains and Losses	121
	Transitions	124
	A Transformation	127
	Mourning	129
	<i>Henry's Deductions</i>	131
Chapter 14:	“Block Heads”	133
	Blunders	136
	<i>Henry's Deductions</i>	139
Chapter 15:	A Fork in the Road	141
	Hitting a Wall	143
	More Taxing Times	146
	<i>Henry's Deductions</i>	148
Chapter 16:	A Taxing System	149
	Tax History	150
	Tax Policy	153
	The Ideal Tax System	157
	<i>Henry's Deductions</i>	160
Chapter 17:	Opening Doors	161
	The Bloch School	162
	The Bloch Scholars	165
	A Debt to Society	167
	<i>Henry's Deductions</i>	170
Chapter 18:	Making an Impression	171
	Giving Back	176
	<i>Henry's Deductions</i>	177
Chapter 19:	And Then Some	179
	Secrets of the Successful Entrepreneur	182
	Building the Winning Team	184

Thriving in the Changing Marketplace	186
Creating a Responsible and Dynamic Business	188
True Success	191
<i>Henry's Deductions</i>	192
Chapter 20: Miscellaneous Deductions	193
A Decent Man	196
<i>Henry's Deductions</i>	199
Notes	201
Acknowledgments	207
About the Author	209
Index	211

<http://www.pbookshop.com>