



# **The Peebles Principles: Tales and Tactics from an Entrepreneur's Life of Winning Deals, Succeeding in Business, and Creating a Fortune from Scratch**

*R. Donahue Peebles*

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## **The Peebles Principles: Tales and Tactics from an Entrepreneur's Life of Winning Deals, Succeeding in Business, and Creating a Fortune from Scratch R. Donahue Peebles**

Praise for The Peebles Principles

"Don Peebles is an example of what entrepreneurs are all about. In this engaging and witty book, Peebles shares insights from his own success in the world of high- powered real estate. What makes this book different is Peebles doesn't just focus on the positive, he discusses the failures too--something every entrepreneur can expect in his journey to success. This book should be on every aspiring business- person's bookshelf to be read again and again."

--Robert L. Johnson, Founder, BET and Owner, Charlotte Bobcats

"The Peebles Principles provides a fun read and a bird's-eye view of the ever- changing world of a real estate entrepreneur. It is a good gut check for would-be entrepreneurs to ask if they have what it takes."

--Dr. Peter D. Linnemann, Albert Sussman Professor of Real Estate, Wharton School of Business, University of Pennsylvania

"Wow! What magnificent inspiration The Peebles Principles is for anyone seeking to be involved in business. The ground rules found in each chapter are absolute gems, and those alone make the book worth buying."

--Cathy Hughes, Founder and Chairperson, Radio One, Inc.

"This book is a brilliant example of entrepreneurship, creativity, and principles. Peebles walks you through many of his successful deals, from their inception to their completion. Once you start the book you won't be able to put it down until you've finished the last page."

--Dr. Sanford L. Ziff, Founder and Chairman, Sunglass Hut International Inc.

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Date : Published May 1st 2007 by Wiley (first published January 1st 2007)

ISBN : 9780470099308

Author : R. Donahue Peebles

Format : Hardcover 212 pages

Genre : Business, Nonfiction

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# **From Reader Review The Peebles Principles: Tales and Tactics from an Entrepreneur's Life of Winning Deals, Succeeding in Business, and Creating a Fortune from Scratch for online ebook**

## **Shavon says**

Often we find success guides written by folks whose path is so different than ours that the story is inapplicable. This is not one of those times. The Peebles Principles: Tales and Tactics from an Entrepreneur's Life of Winning Deals, Succeeding in Business, and Creating a Fortune from Scratch is just that, a guide for those who did not inherit their startup capital or grow up playing golf with masters of the universe. Donahue Peebles provides an example of how to get your foot in the door, learn the game (in your industry), and then play to win, including navigating the ups and downs and turning lemons into lemonade.

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## **Tiffany V. says**

This was a good book with a fair amount of practical information. I particularly appreciated the epilogue after each chapter to review the Peebles Principles discussed in the chapter. It's definitely a good book for the aspiring investor/developer as well as the more experienced real estate professional.

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## **Vilien Gomez says**

I actually read this book twice this year because it was so good. The second time I read it, it only got better. His very transparent story telling is much appreciated. I took many notes and had reflection points on almost every page.

Great read !

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## **Ray says**

I just finished this book last night. It has some good things to take from it, he really used a lot his know how in politics to get most of his big commercial deals. it was great insights of how the big time developer hands their projects. I found that to be a great ingredient.

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