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ENTREPRENEUR

A CEO's Lessons in American Capitalism

by Charlie Thomas

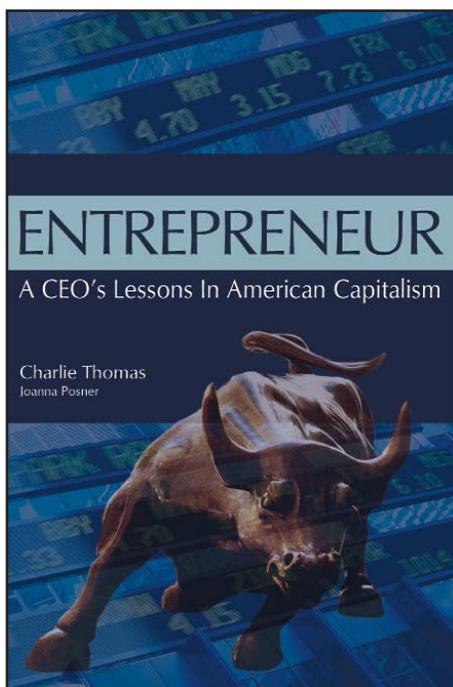
Charlie Thomas is a prime example of an Entrepreneur. He lived the American Dream and clearly experienced the full business life cycle. Charlie has many invaluable lessons to share, resultant from his tenure as CEO of a classic startup during the most exciting decade in business in the 20th century.

**Roger Staubach, Super Bowl Champion (1972, 1978)
Chairman and CEO The Staubach Company**

The landscape of corporate America changed dramatically between 2000 and 2003. In an age when the daily life of a business CEO could (and in this case, did) include appearances on national TV, golfing with PGA stars, and doing promo spots for ESPN, the public's trust and confidence in our open market economy quickly disappeared in the face of scandal after scandal: the Enron debacle in November 2001, and into 2002 with Adelphia, Qwest, Tyco, and the unthinkable \$74.4 billion in improper accounting by WorldCom. Even the venerable Martha Stewart was indicted for insider trading abuses.

As CEO and Chairman of the dynamic telecom Net2000 during those days (from day one in 1993 until the end in 2002), Charlie Thomas experienced the full life cycle of a business-start-up, incremental growth, rapid expansion, near collapse, boom, bust, and exit. Given his incredible experience, and his role as an investment banker at Claris Capital since then, he felt compelled to share his lessons learned. In Entrepreneur, Charlie has leveraged his knowledge as a business advisor and his experience leading and growing Net2000 to deliver a unique mix of business guidance set against the backdrop of company triumphs and disappointments.

Through it all, Charlie goes out of his way to highlight the critical milestones during a company's life cycle that entrepreneurs often seem to overlook. Laid out against the backdrop of Net2000's improbable and sometimes chaotic ascent, these "Lessons Learned" will guide the reader through taking a company from a startup to an IPO and beyond; from the staples of how to get a company started and how to grow in the early stages, to approaching investors and managing the business in a public company environment, as well as impart important strategic and tactical considerations.



Entrepreneur also affords us a look into accoutrements of the world of big business: the meetings with U.S. presidents and foreign leaders; globe trotting on private jets and opulent Concorde flights. The end result is a wildly successful IPO that outstripped those of giants like Microsoft and Cisco in terms of speed and revenue, before the devastating telecom implosion.

"Charlie Thomas is the classic American Entrepreneur. His experience in founding and leading a company from scratch to a public one with over \$100 million in revenues and an IPO and then presiding over the telecom meltdown provided him with exceptional entrepreneurial experience and insight. He truly experienced the full business life cycle and his lessons learned will prove invaluable to any would be entrepreneur or professional about to enter the business world."

**Raymond Smith
former Chairman and CEO Verizon**

Charlie Thomas is presently CEO of NISCO Solutions, a fast growing software company in the Washington, D.C. area. Prior to that, Mr. Thomas founded Claris Capital and served as Managing Director of the successful boutique investment bank from 2002 to 2005. Prior to Claris, Mr. Thomas served from 1993 to 2002 as founder, Chairman and CEO of Net2000 Communications. Mr. Thomas led Net2000 through rapid growth as the company evolved from a start-up to a publicly-traded broadband telecom services provider whose market capitalization exceed \$1.5 billion at its IPO. Mr. Thomas serves on several corporate boards is also active in several charitable organizations including Childhelp and National Foundation for Teaching Entrepreneurship (NFTE). Mr. Thomas graduated from the University of Virginia.

Publication date: August 2005

ISBN: 1-59079-067-7

256 Pages, 6 x 9 Hardcover

**Business & Economics/
Management**

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Suite 909**

New York, New York 10003

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www.selectbooks.com

Distributed in the US

by Midpoint Trade Books

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