



Success By Default – The Depersonalization of Corporate America.

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In the cutthroat world of business, many aspiring moguls reject kindness as a virtue and develop a sharp competitive edge that can wound struggling colleagues. For those who wish to rise to the top without knocking others down, the author offers guidance in *Success By Default: The Depersonalization of Corporate America*.

"No matter what business you are in, no matter what your product or service is, the only thing that runs a business is people." Through Solomon's own struggles with unscrupulous entrepreneurs, he has developed a business plan steeped in humanism, which he now shares with his readers.

Each chapter delivers witty anecdotes, simple wisdom and straightforward advice on how to avoid trampling people in the mad rush to achieve. An insightful guide to ethical business practices, the author offers readers pages of wisdom gleaned from the front lines of corporate battles.

Success By Default takes readers through Solomon's action-packed career in law enforcement and a chain of events that led him to reinvent himself as a corporate player. Immersed in a sea of successful executives, Solomon was first excited, then disillusioned, as he witnessed the actions of his colleagues. He boldly details the misplaced priorities, stolen ideas and unethical practices that left him dismayed. Instead of wallowing in self-pity, Solomon followed his father's advice and forged ahead.

What follows is the journey of how the author created one of the most successful small businesses within his field, earning not only the respect of his employees and customers, but his community as well. He did this by treating people the way he would have wanted to be treated, something that he finds lacking in major corporate customer service departments. He has defied the corporate bullies and used their competitive edge to his advantage. He shows the reader how to look defeat in the face and laugh.

Readers & Critics Comments & Reviews

"Thank you for Success By Default. I hope that it is a big success. All the best." -[Hon. Ed Koch, Former Mayor, N.Y.C.](#)

"The author takes us down paths we have all traveled, I was riveted to the pages, I couldn't put it down" - [Alan Firestone, Pres. Firestone Sales Group.](#)

"...I absolutely agree with your concept of putting the humanness back into business...I loved your witty anecdotes..." - [Michael Norman, Fox News](#)

"I was moved by the authors emotions as he put everything he had on the line, never forgetting the less fortunate on the way up. I couldn't put this book down. It is an unbelievable study in Humanness. It is a must read, not only for the business leader but everyone. This book belongs on the desk of every CEO in America." - [Forbes Magazine, Book Club Review](#)

"A business book that doesn't include Chapters 7 or 11, it made me laugh...Everyone should buy this book for their boss." - [Gary Goldberg, Money Matters Financial Network](#)

"Wow! What a great book. I feel like I know you personally...From the first sentence I was hooked, I couldn't put it down. I have read it twice and will probably read it again. This book has become my bible...I can't wait to have you on my show again." - [Jeff Anderson, WSDR-AM Business Talk Radio - Watertown, So. Dakota](#)

"I couldn't help but like the author. The work has a wonderful, conversational tone to it. I felt like the author was sitting at my table, having coffee and chatting. I think other readers will feel the same. This actually sets the book apart from others in the business genre. It reads well. It is a quick read and a pager turner! I had a hard time putting it down. I kept wanting to see what happened next." - [Writers Digest Magazine, 13th Annual International Award Competition, Judge's commentary.](#)

"I read your book in one day while sitting in front of a good fire. It was a real page turner. I could not put it down. I am going to use it in my MBA Classes." - [Prof. John Lawrence, Mercy College, Dobbs Ferry, N.Y.](#)

"Straight forward, passionate, witty, shoot from the hip style together with twenty-eight years of executive leadership and speaking experience makes Michael a much sought after speaker. His poignant and energetic passion for helping others become the best they can be, in their professional and personal lives, helps him deliver his vibrant and positive message to his audience. He connects with his audience by speaking to them straight from his heart. Even with an audience of 500, he makes you feel as if he is having a personal conversation with you." - [Kurt Schemers, Traders Nation Broadcasting, Phoenix, AZ](#)