

THE
JEWISH
PHENOMENON

SEVEN KEYS

TO THE ENDURING WEALTH

OF A PEOPLE

STEVEN SILBIGER

REVEALING FACTS AND STATISTICS BEHIND

THE
JEWISH
PHENOMENON

Jews make up only 2% of the total U.S. population,
yet 45% of the top 40 of the Forbes 400
richest Americans are Jewish

One-third of all American multimillionaires are Jewish

The percentage of Jewish households with income
greater than \$50,000 is double that of non-Jews

On the other hand, the percentage of Jewish households
with income less than \$20,000 is half that of non-Jews

20% of professors at leading universities are Jewish

40% of partners in leading New York and
Washington D.C. law firms are Jewish

25% percent of all American Nobel Prize
winners are Jewish

ISBN 1-56352-566-6

05002400



JEWISH PHENOMENON

Spielberg, Eisner, Dell, Seinfeld – phenomenally successful . . . and Jewish.

Why have Jews risen to the top of the business and professional world in numbers staggeringly out of proportion to their percentage of the American population?

Steven Silbiger has the answer. Based on the author's synthesis of wide reading and research, *The Jewish Phenomenon* sets forth seven principles that form the bedrock of Jewish financial success.

With startling statistics, a wealth of anecdotes, and the fascinating details behind some of America's biggest business success stories, Silbiger shows convincingly how these seven keys have helped the Jews historically and how they continue to ensure Jewish success today. More important, the author makes clear that these principles are equally at the disposal of Jews and non-Jews alike. The amazing success of the Jews simply proves that they work.

The Jewish Phenomenon pays tribute not merely to the success of a people, but to the commonsense wisdom and enduring values that can enrich us all.



Stephen Mahec

Steven Silbiger serves as the Senior Marketing Director at HCTV, a creative marketing services company. His first book, *The Ten-Day MBA*, has sold more than 200,000 copies worldwide.

Silbiger worked as a certified public accountant for the nationally recognized accounting firm Arthur Andersen LLP for three years prior to receiving his Master's of Business Administration from the Darden Graduate School of Business Administration at the University of Virginia. He lives with his wife and two children in Philadelphia, Pennsylvania.

JACKET DESIGN BY BURTCH BENNETT HUNTER

 **LONGSTREET PRESS**
WWW.LONGSTREETPRESS.NET

TABLE OF CONTENTS

Introduction	1
Chapter 1 Understand That Real Wealth Is Portable; It's Knowledge	23
Chapter 2 Take Care of Your Own and They Will Take Care of You	39
Chapter 3 Successful People Are Professionals and Entrepreneurs	59
Chapter 4 Develop Your Verbal Confidence	99
Chapter 5 Be Selectively Extravagant but Prudently Frugal	121
Chapter 6 Celebrate Individuality: Encourage Creativity	145
Chapter 7 Have Something To Prove: A Drive To Succeed	177
Appendix 1 Yiddish—"Can't Spell It, Can't Pronounce It and Don't Get It."	197
Appendix 2 Hebrew—Fifty Helpful Vocabulary Words	209
Appendix 3 Ten Yiddish Proverbs	213
Appendix 4 The Jewish Calendar and Jewish Holidays	215
End Notes	221
Humor Sources	233
Index	235