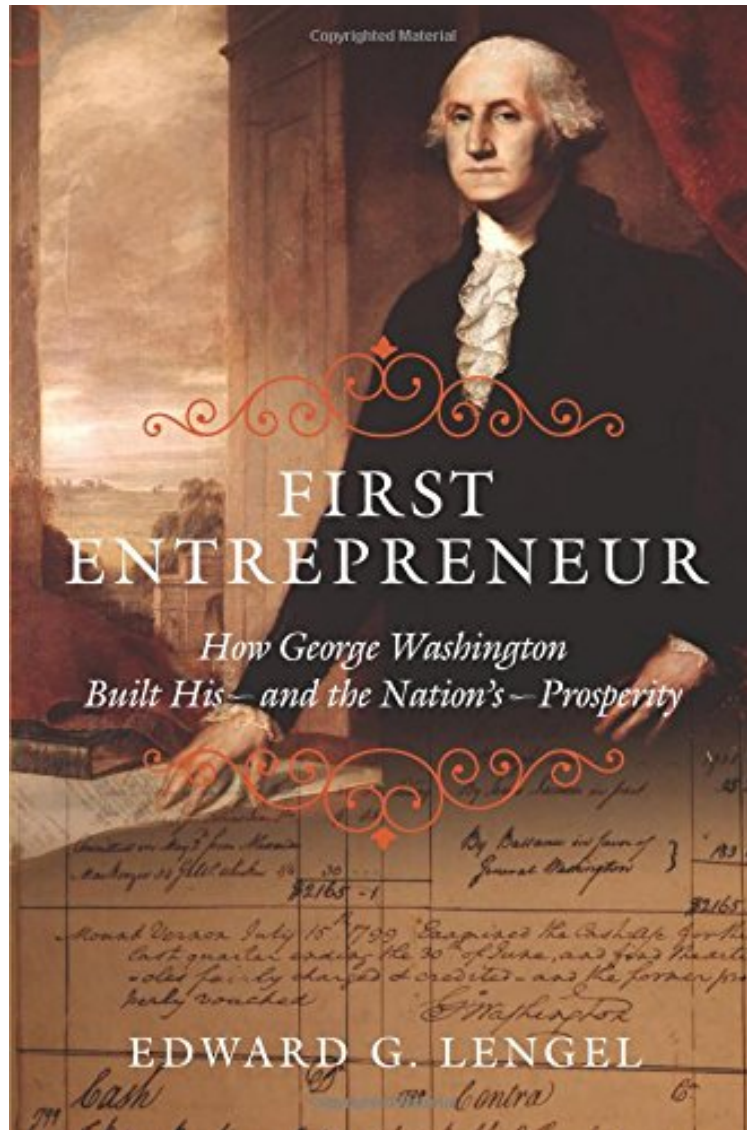


# First Entrepreneur: How George Washington Built His--and the Nation's--Prosperity

Edward G. Lengel

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**Edward G. Lengel : First Entrepreneur: How George Washington Built His--and the Nation's--Prosperity** before purchasing it in order to gauge whether or not it would be worth my time, and all praised First Entrepreneur: How George Washington Built His--and the Nation's--Prosperity:

1 of 1 people found the following review helpful. this is one of the best biographies I've read By Scarecrow Repair For my purposes, this is one of the best biographies I've read. Almost a page turner. Doesn't flood you with details, but has

sources if you want more detail. I could nitpick that he mentions the French entering the War in the spring of 1778 without mentioning it was the fall 1777 Battle of Saratoga which convinced the French that the colonists had a chance, probably because Washington had nothing to do with that battle. But I suspect that even if you know only the barest minimum of the times, this won't matter. I've never read any other George Washington biography, and perhaps that is why this one seems so good, and maybe this would be a great introductory biography. I had thought of George Washington as just your typical stuffed shirt elite gentleman farmer, and this book changed that view. He was a fascinating character, always exploring new and innovative ways to make his farm better. This concentrates on his curiosity, experimentation, and detailed record keeping, so if you want details of his military record or Presidential years, look elsewhere. 0 of 0 people found the following review helpful. Washington the Military-Economic Strategist By J. Doble Regardless of what you think about innovations in 18th century agriculture and husbandry, the book's analysis of how Washington's business career influenced his capabilities and perspectives as a political and military leader are indispensable. While his battlefield record is barely average, the fact that he served simultaneously as battlefield strategist, spy master, chief procurement officer, logistics officer, AND the accountant for the entire armed forces make me marvel that he had time to breathe much less lead anyone in battle. He fought several battles for soldier pay, recruitment efficiencies, and cost savings that would have caused the rebellion to fall apart otherwise. While many focused on guns and bullets, he focused on whose economy and supply chain would collapse first. I haven't seen this material covered anywhere else, and it has convinced me that Washington truly was the indispensable Founding Father. 0 of 0 people found the following review helpful. A worthy read by Edward G. Lengel. By R. Lindsey Very insightful to the trials which accompanied the birth of our nation ... the efforts under Providence to stabilize the economy using local resources in conjunction with exports, for example. It was refreshing to remember time is a necessary component in such a process. George Washington's unique traits and vision most certainly were instrumental in forming our great Nation.

The United States was conceived in business, founded on business, and operated as a business—all because of the entrepreneurial mind of the greatest American businessman of any generation: George Washington. Using Washington's extensive but often overlooked financial papers, Edward G. Lengel chronicles the fascinating and inspiring story of how this self-educated man built the Mount Vernon estate into a vast multilayered enterprise and prudently managed meager resources to win the war of independence. Later, as president, he helped establish the national economy on a solid footing and favorably positioned the nation for the Industrial Revolution. Washington's steadfast commitment to the core economic principles of probity, transparency, careful management, and calculated boldness are timeless lessons that should inspire and instruct investors even today. First Entrepreneur will transform how ordinary Americans think about George Washington and how his success in commercial enterprise influenced and guided the emerging nation.

"In this original, lucid, and accessible study, Edward Lengel deploys his mastery of George Washington's vast correspondence to reveal a surprising yet highly significant side to his character. He shows how the energy, realism, and willingness to innovate that typified Washington's approach to his own business ventures was transferred, with momentous consequences, when he led America in war and peace. First Entrepreneur provides a fascinating portrait of an inveterate micro-manager whose hands-on experience taught him that commerce was the strongest cement for bonding the newly United States." Stephen Brumwell, author of *George Washington: Gentleman Warrior* Kirkus s, 12/15/15 "[Lengel] organically traces the evolution of Washington's free market thinking through his first and second presidential terms: building a national economy, encouraging domestic manufacturing, establishing a central bank, and developing a sense of unity of purpose. A deeply researched and nicely handled biography." Houston Press, 1/15/16 [Lengel] has literary command. And he shows us a Washington most frightened not by any British garrison or Hessians or influenza plague, but by debt. Manhattan Book , 1/14/16 Awaken[s] [a] forgotten dimension of Washington's personal story. Journal of the American Revolution, 2/10/16 First Entrepreneur is very readable and provides a view of Washington that most, even those who have followed Washington closely, may never have recognized. It is fascinating, enlightening and very convincing. Highly recommended. InfoDad blog, 2/11/16 Lengel does a good job of showing how the first president's hatred of debt and concerns about poor public credit, inefficient government and an insecure currency helped shape the nation's early policies. Portland Book , 5/4/16 A highly informative and interesting read regarding the life of George Washington and how his business sense helped shape a nation. For a book that fuses history and economics, this is a surprisingly entertaining piece of nonfiction. Collected Miscellany, 8/15/16 Lengel again brings his extensive knowledge of George Washington to his latest book. A good read. Interesting and engaging. Virginia Magazine of History and Biography, Vol. 124, No. 3 Lengel's prose is brisk and interesting. A vivid portrait of Washington from a new angle. An informative and readable book that reveals new insights into Washington's career and character. Praise for First Entrepreneur "First Entrepreneur is an almost magical book. It deftly tells the little known story of George Washington's life as a man of business and simultaneously convinces us that his vision of a commercial nation creating a community of interests between all parts of America was (and still is)

the key to our survival as a nation. Edward Lengel has added a new dimension to Washington's greatness."Thomas Fleming, author of *The Great Divide*"Edward Lengel, who knows George Washington inside and out, has authored a thoughtful, carefully researched, and gracefully written account of the founder as a businessman. Mention Washington and the picture that comes to mind is that of a soldier and statesman. But, as Lengel demonstrates, Washington was a bold, risk-taking, innovative, calculating, and, above all, successful investor and entrepreneur. Lengel shows how Washington brought his business and managerial skills to his roles as commander of the Continental Army and the presidency and how they helped him succeed in those capacities. This is an excellent and illuminating book that deserves to be read."John Ferling, author of *Whirlwind: The American Revolution and the War That Won It*