



With \$37 in our pockets and much apprehension in our hearts, we flew toward our future. We had no time to think what lay ahead because the future comes too soon anyhow.

American Dream: A Guy From Croatia is the exciting saga of a man who fled his home country with nothing but change in his pockets and built a successful company with determination and guts in America. It's a story of business savvy and risk taking that will arouse the entrepreneurial spirit in every reader.

"When he arrived in the United States, Boris Miksic brought along energy, intelligence and determination. But also a dream. He was the Croatian gift to America. Today, as a successful entrepreneur, he is the American gift to Croatia."

Governor Rudy Perpich



If there were such a thing as an "American Dream Award", Boris Miksic would be the prime candidate to win it. With a few dollars in his pocket and a pregnant wife, this Croatian immigrant started his own company from scratch and built it into a \$25 million enterprise. As seen in August 2000's Twin Cities Business Monthly, Ernst & Young awarded Miksic its 2000 Entrepreneur of the Year Award for what Miksic refers to as "luck and good fortune". Yet it has become evident over the years that it is nothing short of hard work and that entrepreneurial "fire in the gut" tenacity that has made Miksic a success story. Through thick and thin Miksic's company has flourished. Increasing by double digit percentage points every year. "We always stayed with one principle: customer service," says Miksic, "... whether it was in Des Moines or Tokyo. We treated everyone equally. We still do." By sticking to narrow niches and avoiding stepping on the "big guys'" toes too soon, Miksic's company has thrived and grown into an industry leader.

BORIS MIKSIC

AMERICAN DREAM: A GUY FROM CROATIA

