

When he was ready to move to the storefront, Guglielmo took advantage of the U.S. Small Business Administration's guaranty loan program to secure a loan \$34,000 from JP Morgan Chase to renovate the new space. With new orders coming in from the Bronx Zoo among others, and with projected revenues of up to one million in two years, Metal Man is in the market again for even larger quarters.

This successful business owner enjoys sharing tips and insights with other entrepreneurs. "To grow a business you've got to love what you do. I love every day I'm here," says Guglielmo. He now spends his evenings studying his competitors and continuously fine-tuning his five-year business plan. He offers, "If you have what you think is a good idea, keep going with it despite what others may say. With a lot of hard work and by staying focused on your business plan, which should stretch five years out, you can be successful."

When he's not taking care of business, Guglielmo also takes the time to do some gratis polishing work for the Archdiocese of New York. That charitable work reflects Guglielmo's philosophy and additional advice for aspiring entrepreneurs--- "Be nice to people, be nice to your customers."

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