

Dr. Dennis Paul Kimbro was born in Jersey City. He is the son of Donald and Mary Kimbro. He went to Oklahoma University to obtain a B.A. in 1972 and a Ph.D. in Political Economy in 1984 at Northwestern University. Dr. Kimbro worked in sales and marketing from 1978 to 1987 for Smithkline Beckman Pharmaceutical Corporation. Between 1988 and 1991, he was a consultant for ABC Management Consultants, Inc. Since 1992, he has been a professor at Clark Atlanta University School of [Business](#) and Administration. He was also the director of the Center for [Entrepreneurship](#) of this institution from 1992 to 1996. This center was a subdivision of the university's School of

[Business](#)

and Administration and it was established to encourage young African-Americans to start their own enterprises or small

[businesses](#)

. It also comprised a summer program for high school students and was funded by a million-dollar benefaction from the Dow Jones Company, publisher of the Wall Street Journal, and was the first of its kind at a historically Black college. Hence, throughout his career, Dr. Kimbro created courses and programs to show “minority” students how to start their own companies and how to make them prosper. His ideas are exposed in his 1991 ground-breaking book

Think and Grow Rich: A Black Choice

which was part of our

[top 20 in spring 2012](#)

Written by Patricia Turnier  
Monday, 11 November 2013 17:51

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. Dr. Kimbro co-authored this book with the late Napoleon Hill. The book is based on the principles of wealth that Napoleon Hill exposed in his classical bestseller *Think and Grow Rich*

. *USA Today*

reporter Rhonda Richards claimed that it was a “bible” for the would-be Black capitalist. Dr. Kimbro’s books are fascinating because he features Black Americans who succeeded against all odds. He exposes the principles of their work ethic, their beliefs in spirituality, their creativity, their stoicism, etc. Thus, Dr. Kimbro interviewed novelist

[Alice Walker](#)

and opera singer Leontyne Price; he spoke to publishers Earl Graves and the late John H. Johnson. He featured

[entrepreneurs](#)

who are as diverse as the late cosmetics manufacturer Madame C. J. Walker and cookie-maker Wally Amos. Many discussed their ambitions and achievements with Dr. Kimbro. In addition, the author included his own observations and insights about capitalising on potential, positive thinking and developing success step by step.

It is important to emphasize that *Think and Grow Rich: A Black Choice* became the first Black self-help book ever to be released by a prominent publishing house. The book sold over 250,000 copies in the first two years and went through three printings. It was a best-seller among Black nonfiction titles in 1992 and 1993.

Dr. Dennis Kimbro showcases in his latest book, *The Wealth Choice: Success Secrets of Black Millionaires*, the characteristics of prominent

Black Americans: Lisa Price, Antonio Reid,

[Daymond John](#)

, Spike Lee, Tyler Perry, Cathy Hughes, T.D. Jakes, Farrah Gray, Earl G. Graves,

[Bob Johnson](#)

, and others. Presently, 35,000 Black millionaires live in America and Dr. Kimbro interviewed some of the most prolific for his latest book, including Black billionaires who are strong on self-development and self-determination.

It is a breath of fresh air to discover several Blacks in non-traditional prestigious occupations. The public is not reading profiles about widely successful Blacks who are on the periphery of true power in multimillion- or billion-dollar industries in Corporate America, etc. The readers learn about the evolution and achievement of the personalities who made it grandly. Thus, Dr. Kimbro’s latest provides a uniqueness that can help people to get ahead in [entrepreneurship](#) by sharing the best practices of several Black moguls.

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The author gives a GPS to financial prosperity in spite of hurdles. Furthermore, the book is well documented. For instance, readers will find a table with the demographic profile of [businesses](#) owned and operated by Black millionaires. In this way, the book gives us a thorough perspective of the Black millionaires and billionaires mindset, which constitutes a real page turner.

The Wealth Choice

became, by the end of last summer, the number 1 business book in [Black America](#)

. A version of his books on DVD, like

The Secret

by Rhonda Byrne would be awesome because it would allow the public to hear the tycoons speak about the secret of their success. In addition, a version for children of Dr. Kimbro's books would be very interesting to give them hope and broader options about what they could do later with their lives.

The Capital B is everywhere in Dr. Kimbro's latest book to underline the pride of his Blackness. We espoused the same trend for a while on our webmag. In addition, since last year, *Ebony*, *Jet* and *Essence* magazines have done it too. We hope that this trend will be adopted worldwide.

Dr. Kimbro has the special talent to write several compelling books, an accomplishment not easy for many to multiply. His books should be translated into other languages such as French, Spanish, etc. Dr. Kimbro's body of work was featured in a PBS television documentary. He was a guest on several talk shows and discussion panels. He is also a motivational speaker who emphasizes on leadership, excellence, and achievement. His speaking engagements included the CIA, Xerox, Price Waterhouse, Dun & Bradstreet, Apple Computers, Chrysler, General Motors, Walt Disney Corp., the DFW Chapter of the National Black MBA Association, Black Enterprise's [Entrepreneur](#)'s Convention, etc. Dr. Kimbro is listed in Who's Who among African-Americans . He is also a recipient of the Dale Carnegie Achievement Award and the Award of Excellence of the Texas Association of Black Personnel in Higher Education, just to name a few. He has appeared on the Larry King Show, the Today Show, Sonya Live, and has been profiled in *Success Magazine*

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*Black Enterprise*

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*Ebony*

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*Essence*

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New York Times*

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*USA Today*

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*The Wall Street Journal*

, etc. In 1996, he was one of eight national judges for the prestigious Ernst & Young USA Today

[Entrepreneur](#)

of the Year held in Palm Springs, California. In 1992, he received the keys to the city of Savannah and Macon in Georgia. More recently, in 2005, the National Black MBA Association bestowed the 2005 H. Naylor Fitzhugh Award, recognizing him as one of the top professors in the nation.

Overall, Dr. Kimbro is a highly esteemed authority on leadership, wealth, and success. Moreover, he is among the most sought-after business speakers. Dr. Kimbro served as guest speaker for the launch event of the 2011 Wealth Creation Series of the DFW Chapter of the National Black MBA Association, etc. What is really interesting about Dr. Kimbro's body of work is the fact that he focuses on positivity and solutions for the Black community. The [entrepreneurial](#) advice in his books is laden with wisdom. Dr. Kimbro is among the African-Americans who studied Black capitalism the most for decades.

The author interviewed high profiled Black people, such as the aforementioned, who were generous to share their knowledge to uplift the Black community and beyond. Readers can learn valuable information about how to break the glass ceiling, how the Black elite acquired their fortune and so on.

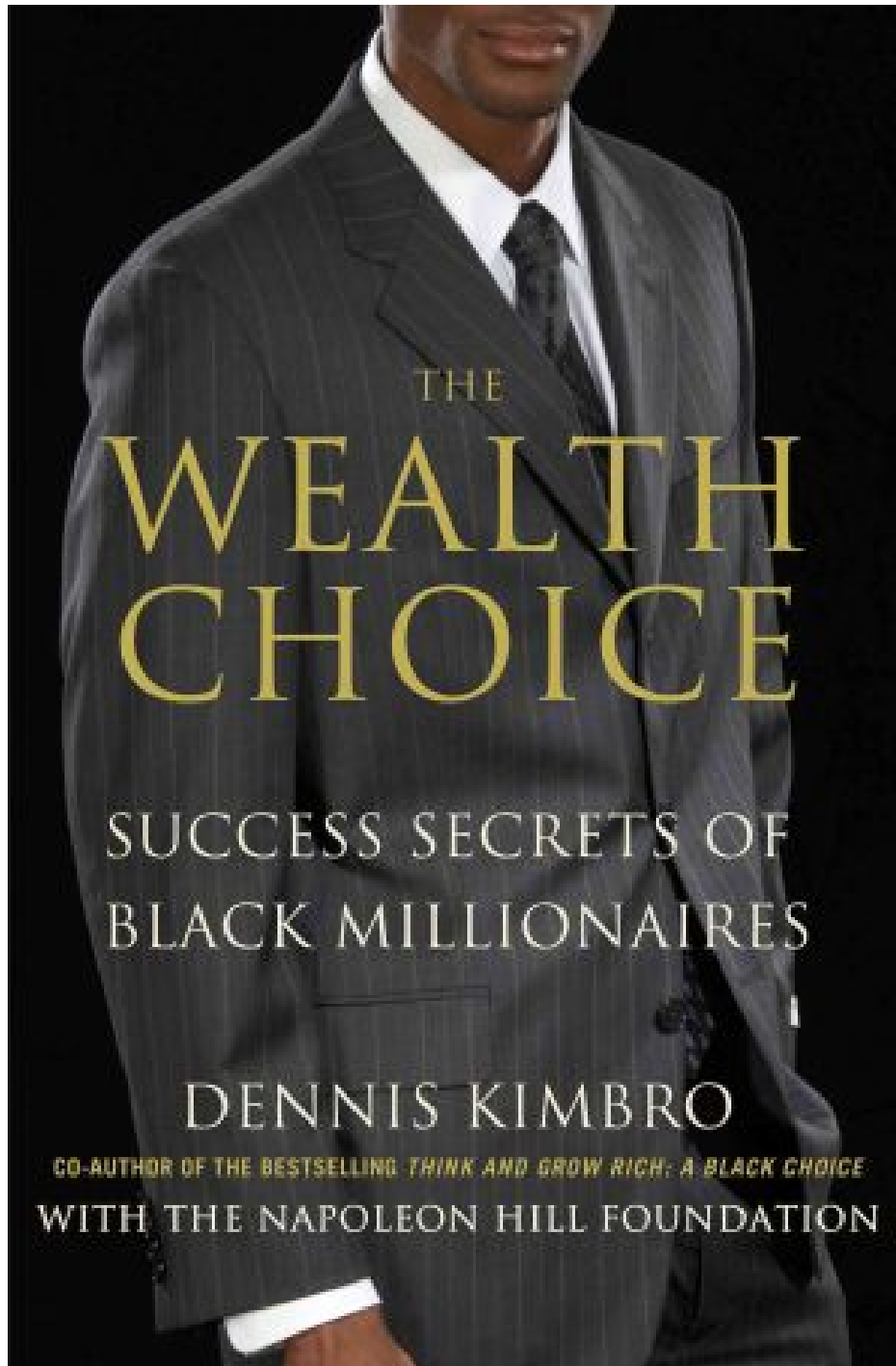
Dr. Kimbro is a certified Napoleon Hill Science of [Success](#) trainer and a leadership coach for the prestigious Napoleon Hill Foundation. He used to be Director of the Center of [Entrepreneurship](#) at Clark Atlanta University and he currently teaches there, at the School of Business Administration. On a personal level, Dr. Kimbro married Patricia McCauley in 1972. The couple lives in Atlanta and has three daughters: Kelli, Kim and MacKenzie, and three grandchildren.

*It was fascinating to hear Dr. Kimbro answer our questions with such passion. I spoke to him*

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*hoping to illuminate for myself and for our readers the process which can take an individual to a higher economic level. This is the first Canadian interview for Dr. Kimbro.*



**PATRICIA TURNIER LL.M TALKS TO DR. KIMBRO Ph.D.:**

**P.T.** For years, you researched on Black wealth and, more specifically, on [Black](#)

## entrepreneurship

### **. When and how did this interest start?**

**Dr.K.** I would say that it began with my doctoral dissertation at North West University. I studied wealth and poverty while I was in graduate school. When I finished, the best advice that I probably was given from my faculty committee was: when you write your dissertation, be mindful to make it your first book. This great piece of advice stayed with me for the rest of my curriculum. I didn't want to focus solely on poverty or subjects related to what is called "Third World countries". I really wanted to study wealth and people in positions of leaderships from an African-American perspective. Once I graduated, I interviewed these people around the country these people for my first book.

In this regard, I was fascinated by the subject of Black wealth. I was interested in finding the answers to two critical questions that I pondered over: why does an individual succeed where another fails? Why a person becomes rich whilst another may be impoverished? These aspects were the foundations of the interviews and surveys that I started to conduct in 1984.

For my books Think and Grow Rich: A Black Choice and What Makes the Great Great, I looked at individuals from all walks of life who happened to be

### African-Americans

. For my latest books The Wealth Choice

, I focused on the standpoints of millionaires. These people are part of the Black elite with seven- and, in some cases, eight-figure incomes. For almost thirty years, it was important to me to study the individuals who succeeded.

**P.T.** It is fascinating that you started to study this theme decades ago. This proves that you believed in the American meritocracy.

**Dr. K.** Definitely! I strongly advocated in the principle that it is possible to make it in spite of the hurdles with a passionate and committed mind. I believe in self-reliance and in the possibility of succeeding with fortitude, persistence and determination with a positive mindset. I think these laws work. To me, capitalism is not a dirty word, but it means that everything is for sale. We don't live in a divided society where the rich stand versus the poor, the White versus the Black, the conservative versus the liberal, the male versus the female; we are, instead, in a society divided between dreamers and non-dreamers. I am convinced that there are people who have

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trouble in life not because they wanted too much but because they settled for too little; see, there is no need to do this.

**P.T. What fascinates you the most about Napoleon Hill? In addition, do you know why it was important for Hill to write a version of his best-seller, *Think and Grow Rich* aimed at the Black audience before his death?**

**Dr. K.** Napoleon Hill was a highly respected American and became an adviser to two presidents: Woodrow Wilson and Franklin Delano Roosevelt, from 1933 to 1936 for the latter. After the beginning of the economic crisis in 1929, Roosevelt needed to seek financial advice from experts (including Hill who was an attorney among other occupations, with a knowledge in finance and investment), which led him to create the New Deal in 1933.

The Hill's books are classics and still sell a lot. This is a testimony that people consider his principles as premises to have a successful life, one that is highly sought-after. *Think and Grow Rich* (1937) – one of the best-selling books of all times, especially in the personal-success literature – emphasized universal principles of success during his many years of research among some of America's most successful people, like Thomas Edison, John D. Rockefeller, Theodore Roosevelt and Alexander Graham Bell. When I received Hill's last manuscript from the Napoleon Hill Foundation on November 3rd 1986, it barely counted 100 pages. I was commissioned by W. Clement Stone, former president of Hill's foundation, to update and complete Hill's original manuscript for the Black audience. Before Hill passed away, he interviewed three individuals: one of them was James Brown, a CEO at the time of Crusader Life Insurance in Kansas City, Missouri; another was Ralph Bunche, the first Black who won the Nobel Peace Prize in 1950 and who, in 1955, became the UN undersecretary for special political affairs. Hill chose these examples because he strongly believed that anybody could use the aforementioned laws and attributes to place themselves on the fast track of life. Hill was constantly bombarded with the question "to what extent his laws applied to Blacks". For instance, I have an audiotape of him giving a seminar in the late Fifties in Chicago. During the Q&A moment, a woman asked him if his principles applied to everybody regardless of their race, for example. Hill replied that there is no such thing as race. He was a White gentleman born at the turn of the 19th century in the South who said he did not believe in race. He wanted to show that the American Dream included anybody and everybody within our land of opportunity. If he had lived at least one year longer, his Black version book of *Think and Grow Rich* would have appeared in 1970 and not 1991. I utilized Hill's work as a base and widened the project's scope to comprise detailed profiles of several successful Black Americans.

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**P.T. Late author Napoleon Hill wrote a Depression-Era classic, *Think and Grow Rich* which you have just talked about. At the time of his death in 1970, as mentioned, he was working on a version of his best-seller that addressed Black audiences. W. Clement Stone offered the incomplete manuscript to you and invited you to finish it. The offer came without financial compensation, and you were expected to fund the project yourself. You declared to**

***Newsday***

**that it was "seven years of hell and high water". Moreover, you described in your book *Think and Grow Rich: A Black Choice***

**the sacrifices you had to make (for instance, you almost lost your house mortgage).**

**What was the greatest motivation, or the driving force, that made you pursue this adventure, and what sustained your faith in the project, since you probably had to face many naysayers throughout the process?**

**Dr. K.** I certainly made a lot of sacrifices to be where I am now. It is true that I almost lost the mortgage on my house and I was forced to sell both of my cars while writing the book. I had to liquidate my savings and take part-time jobs. My parents had to take care of my three daughters, at some point, in their home in New Jersey. I was undaunted and deaf to naysayers (some of them even told me that I was wasting my time writing the book and that I would never get it published). I did not internalize their negative remarks. My level of confidence was definitely high in spite of my obstacles and my faith in God sustained me. I left my job at Smithkline Beckman to pursue my new project related to the Black elite and I knew that I would succeed in it. My eagerness to learn as much as possible from Black moguls propelled my pursuit.

There are ten different forms of wealth. Money is just one form of richness and there are nine others. One of them is persistence which represents the level of belief you have in yourself. Surrendering was definitely not part of my agenda. I strongly think that what creates the difference between successful people and those who barely achieve some form of accomplishment is about tolerance. The acceptance of failure is different in the two groups. For instance, when one encounters their first obstacle, they quit and go back to their regular jobs or dead-end jobs. For the other group, failure is not an option and their level of tolerance for hurdles is higher. They have the mindset to achieve their goals and give life to their dreams. This is the mindset that I had from the start and I still carry it at this time. I think that quitters never win.

**P.T. Aristotle said that courage is the most important virtue. Do you agree with this? If so, do you think that it is one of the most important qualities that successful people have? Please, feel free to share with us the other keys to success you observed in the individuals you studied for your books.**



**Dr. K.** Well, we all have some degrees of courage. However to go back again about the more successful and wealthy, there is definitely a more amplified level of courage in them. People are often mistaken about the word “faith”. This word is a “verb” and refers to action. It is too easy to say that you are faithful; this statement is assessed through your actions. One of Napoleon Hill’s principles is: “A goal is a dream with a deadline.” So, you need to have timelines to execute your objectives.

It takes courage, confidence and all the physical attributes to chase your dreams. The opposite of that is fear and it means **F**alse **E**ducation **A**ppearing **R**ead. The real pulse is the mind’s eyes because the physical eyes might lie to you. For instance, if you and I are looking at the Atlantic Ocean you could say it seems that the sky and the water meet. We both know in reality that, in reality, it is not the case. If we stood on railroad tracks, you could say that it seems the train tracks are coming together, which never happen because otherwise the wagons would run off the tracks. These are two examples of physical eyes lying to you. So, when you get your dream and your vision, you must convince yourself that you will achieve it because you will believe you will get the opportunities to be where you want to. All these elements are part of love, faith and courage. I strongly believe that successful people have positive thoughts and words such as “I can”, pictures and images going into their minds, which help them accomplish their goals. Unsuccessful people think about lack, scarcity, and words such as “I cannot”. All you have to do as a human being is to change the data on the diskette.

One of the other keys I observe among the interviewees is novelty. The opposite of success is not failure, but conformity. In addition, all the interviewees were willing to go the extra mile to achieve their goals. Another common denominator helping the moguls to succeed is a strong work ethic.

I noticed that even if some interviewees grew up in the ghetto, none of them considered themselves inwardly poor. All of them value education, for those who did not get a college degree they always remained self-taught so, self-development is highly important to them. The totality of these successful people understood that getting knowledge is a life-long journey. None of them were comfortable with the status quo and they never sat on their laurels. They decided to be in the driver’s seat and be in control of their destinies.

Furthermore, several among them are resilient. They have the capacity to overcome hurdles. They are great leaders and communicators, which allows them to build strong networks and influence them positively. They are diligent and what they say aligns with what they do. In other

words, there are no paradoxes between their words and actions. They also understood that their clientele will make them rich or poor depending upon how they serve them. Finally, they all assessed their strengths to find their area of excellence while capitalising on that. To succeed grandly you need to do what you are passionate about and gifted for.

**P.T. You said to the media that gender, among other factors, does not necessarily determine who can become wealthier. You declared that you believe in the values of personal responsibility and initiative, including hard work, self-reliance, and determination. How do you explain to the skeptics that Liliane Bettencourt (the wealthiest woman in the world and one of the principal shareholders of L'Oréal) is the only female billionaire on the 2013 top-ten list of Forbes?**

**Dr. K.** There is a misunderstanding. In my last book, over a period of seven years I interacted with more than a thousand Black millionaires and 12% among them are females. This number is growing as long as more opportunities are available to them.

**P.T. My question also concerns women all over the world.**

**Dr. K.** Let's look at the African countries. There is no group that is more entrepreneurial in the world among women like Nigerian females. For instance, the billionaire, from Nigeria Mrs. Folorunsho Alakija, is ranked by Forbes as the richest Black woman in her nation and maybe in the world with an estimated net worth between \$600 million and \$7.3 billion. She is involved in the fashion, printing and oil businesses. Among other occupations, she is the Executive Chairwoman of *Famfa Oil Limited*.

I believe that the definition of entrepreneurs is the pursuit of opportunities without any regards to available resources. African women and others do not stop moving forward because of a lack of contacts, start-up capital and education. They are fearless (to reach their goals and objectives), and that is why the number is growing.

Overall, I think that gender is an artificial barrier and that wealth does not really depend on this likewise for social classes and so on. Everything is based on choices, the function of discipline, efforts, faith in a higher power and inner strength.

**P.T. Some people think that “it takes money to make money”? What message do you have for them?**

**Dr. K.** I do not believe that it takes money to make money. It takes: an idea, innovation, discipline, faith, creativity and courage to overcome hurdles. This is how you attract wealth, which is the result of substance. Having the faith is the format to wealth.

Again, it doesn't take money to make money. It is probably the biggest myth out there. I believe there are two rules in this life: stay on the right side of God and see the light because when you see it, you will raise your standard of living. What are a dream and a vision? A dream is having the creator influencing you on your subconscious by asking yourself if you want more out of life.

**P.T. It is mentioned many times that big wealth in a family often disappears in the third generation. You wrote about this phenomenon in your latest book, *The Wealth Choice: Success Secrets of Black Millionaires*. What factors contribute to this, and what can be done to prevent it?**

**Dr. K.** I am going to use a metaphor. John H. Johnson, from *Ebony*, used to say to me: “you may be among the fourth fastest runners in the world, but if you are not skilled and you didn't train, you won't win the race or be able to go from one spot to the next”. This is what is going on with generational wealth. Maybe, the next generation does not have the fortitude and the vision, or the courage and the commitment, endowed with discipline that the parents had. There are 7 different laws of wealth and what is at the top is knowledge. Often, the following generations do not focus on that crucial aspect, and the heritage money is not self-earned, it isn't the result of individual efforts (their ancestors learned the steps and skills to accumulate the money). When you did not make endeavors to earn your fortune, you won't necessarily seize the value of it and you don't know how to create wealth. If the descendants don't have the entrepreneurial knowledge (which was not passed along from a generation to another), they can forget about the other six laws. Recently, at a book signing event, a young man approached me to say that he didn't have the money to purchase my latest book. He is already violating the first law of wealth by limiting himself. Knowledge is accessible now more than ever.

**P.T. He could get your book from a library. That would be a start.**

**Dr. K.** Exactly! He is making the choice of not getting the information. I am not convinced that he understands that reading is as important as sleeping and eating. He didn't grasp that knowledge is the number 1 form of wealth. Nobody can take what you learned away from you. Money comes and goes but not knowledge which is at the core of building richness. The millionaires that I interviewed read an average of three books per month not to mention newspapers, etc.

**P.T.** It has been known historically that Black Americans were blocked by being denied funds, supplies, in other words, easy access to commerce. How did the situation evolve, and how many Black banks support the community in America? Also, how can Black America organize an effective economic system?

**Dr. K.** People can choose to talk about the size of challenges but I make the choice to talk about the size of my God with whom the possibilities are limitless. I won't deny that we face obstacles that other groups don't have to but Blacks must acknowledge that we are the 16th wealthiest country on this planet. It is up to us to use effectively our resources. We have 1.2 trillion dollars each year on our pockets and this number is increasing every year! Just take Bill Gates from Microsoft, Warren Buffett from Berkshire Hathaway, Mark Zuckerberg from Facebook combine them, multiply them by ten and it will still not be 1.2 trillion dollars. So, again we need to utilize efficiently our resources and we should be able to close the wealth gap with a surplus. We need to stop to spend in other groups and invest in our own first. We have the responsibility to change the status quo and our mindset. We also need to practice group economics.

I am not certain about the exact number of Black banks we have out there but I heard of some Black-owned financial institutions such as OneUnited Bank, Covenant Bank and Carver Federal Savings Bank. We may not have many banks but we have about one million of Black businesses. Only 3% of African-Americans choose entrepreneurship as an option and this is part of the problem right there. I strongly believe if pessimists would be out of the way and if every Black child in schools would have a lap top in America, everything would change. Poverty would end overnight.

**P.T.** That's deep!

**Dr. K.** Ideally, everything has to start at an early age. Technological accessibility and empowerment are required among Black youths. By having access to the Internet the consciousness of these children will raise and the world will be open to them with all its possibilities. Their dreams will flourish. *The can't language* has to be out of the door.

**P.T.** I think that one of the worst words a human being can pronounce to a child who shares his/her dream are: “you can't” because he/she has his/her entire life to accomplish anything.

**Dr. K.** Exactly! There is nothing to be afraid of but fear itself, and we can be the fence that impedes our own success. Unfortunately, as a child you do not have the protective mechanism to avoid being influenced by naysayers.

**P.T.** Regarding your latest book, how did your great idea to interview successful Black millionaires and billionaires come to fruition?

**Dr. K.** It was just a natural extension of the work that I had previously completed. At the beginning, I was looking for wealth creators, but also for those who set themselves apart in diverse realms. My latest book is solely about wealth creators, more specifically, men and women who achieved their goals. Their stories definitely needed to be told.

**P.T.** [Madame C.J. Walker](#) became the first self-made millionaire woman (of all origins) in the U.S., and maybe, in the Americas. You wrote about her in your latest book. She highly valued [entrepreneurship](#) and she created a company which allowed more than one thousand of African-American women to work. She accomplished this about a century ago, at a time when the conditions for Blacks were much harsher: she paved the way. Maggie Lena Walker, the African-American businesswoman, was the first female bank president of any race to charter a bank in your nation. You start your latest book with this question, asked by the late mogul John H. Johnson, founder and chief executive of *Ebony* magazine: Why aren't you rich? How do you explain that very few among us since Madame CJ Walker pursued her [entrepreneurial](#) path? In addition, how do you explain that [entrepreneurship](#)

**is not highly valued in Black culture, and why we do not keep our enterprises (such as *Motown***

**,  
*Essence*  
magazine,  
*BET*  
, etc.) in the Black community?□**

**Dr. K.** These issues definitely need to be addressed. Exactly as it is mentioned, we do not profile our wealth creators like other groups do. I believe that you become what you see. We are the only ethnic group not placing our wealth creators on a pedestal. We don't see our tycoons in action. I am sure that if I go to your hometown Montreal or you look at what's on TV in Atlanta, where I live, we will see interviews or profiles on moguls like Warren Buffett, Bill Gates, Steve Jobs, or Mark Zuckerberg, but few people will be able to name five African-American billionaires. The problem starts there. We don't profile, examine and study our moguls. We are not trying to emulate them like other groups do. This is one of the reasons I wrote the book. I wanted to give these individuals the opportunity to share their knowledge about creating wealth. These people came from diverse realms. Right now, the only business model we utilize is related to the entertainment field, but other business models work in different domains. We really need to broaden our horizons.

As I said earlier, the greatest resource in the world is a passionate and committed mind. With the Internet, we have 2 billion people online. This means we have 2 billion possibilities to share ideas and videos, or to tell people (customers, prospective sponsors, etc.) about our products and services. Others will use this niche to gossip.

**P.T. [Laughs out loud]**

**D.K.** Sharing ideas is the right way to succeed. Chad Hurley created YouTube with his credit cards. Reid Hoffman worked for Apple Computer and left to build LinkedIn. Elon Musk looked for what colleagues were doing and had the idea of creating PayPal. Mark Zuckerberg built Facebook to change the world by sharing information through his social networking service. Last year, Kodak went bankrupt even if they invented the digital camera. At the same time, 13 committed souls in California developed Instagram, which features a 6-billion-dollar capital. The founders of Google had to collaborate in 1996 with Scott Thompson, who was a computer programmer, wrote codes. They asked him to create codes for their upcoming company, Google. At the time, the founders could not pay him, but they offered him stock shares. Five years later, he sold the shares to Yahoo and got 412 million dollars. Innovations and visions can

take you into unbelievable levels.

So, my books are about living life abundantly. Abundance does not mean going out and buying the latest fashion attire, or purchasing a luxury car. It is about seeing possibilities and opportunities by getting the right tools to be on the next level. Regarding the reasons why we do not keep our enterprises in the Black community, when Bob Johnson created BET, for instance, he was doing it mainly to increase the shareholder value. He took his company, which was worth \$15 000, to make it the billion-dollar conglomerate that he sold to Viacom. This is the opportunity that he saw. This is the business model he was aiming for, everything had to do with increasing the value.

I would like to add that around my country, there were luxury holiday resorts created by the Black community before desegregation. We had Black-owned resorts near Detroit and New Jersey. We also had stores, hotels, etc. It would be important to get back to this. Black America needs to change its attitudes and mentalities about capitalism. I strongly believe in self-determination.

**P.T. You said to the media that “when Martin Luther King was alive, there were 5 millionaires in Black America, today there are 3,500.” Moreover, as mentioned, the African-American community has over 1.2 trillion dollars purchasing power per year but only circa 3% of it stays annually in the Black community. The Wealth Choice: Success Secrets of Black Millionaires focuses on people who became rich individually. How do you think the Black community can put their resources together? As an expert who holds a Ph.D. in political economy, what are the necessary measures which can correct this situation?**

**Dr. K.** The main measure is about raising consciousness. I am convinced that any problem can be solved if we have enough people who care.

**P.T. This makes me think of a quotation by Oprah that I will paraphrase: “There are enough people on our planet to make things better”.**

**Dr. K.** Absolutely! Right now, in the Black community doesn't have enough people who care. Maybe it is because we didn't reach the bottom. Until, we have raised consciousness, it won't

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happen. With our 1.2 trillion dollars, we do not have a wealth gap. We need to invest in our companies and our community. As mentioned, we even have the capacity to make our money fructify which represents the GNP of the 9th country in the world. There is no reason for us to be in our current situation.

**P.T. Many people think that Dr. King's struggle was more about socio-political integration than economic empowerment. You wrote a little about this in your latest book. Could you elaborate on that?**

**Dr. K.** When you go back to the fateful day of August 28th 1963, it was about equality not integration. There is a big difference. The integration of the dollar was the last step of Dr. MLK's combat. He was definitely headed toward this direction. When people read about the Montgomery's bus boycott and about the money they had raised, he was about to build a mortgage company to expand mortgages options for the African-Americans to have a better accessibility to home ownership through loans. He knew that economics meant politics. Dr. King at the end of his life advocated the importance of class as well as race. He was going to organise a march for his Poor People's Campaign.

Dr. MLK wanted to raise consciousness. He died in Memphis while advocating the right for the public workers to have a union. In March 1968 (the month before his assassination), there was a strike in Memphis with 1,300 Black sanitation workers who were earning very low wages. The situation was difficult for some Whites also. In Memphis, several White craft workers earned a salary at union scale, but they didn't have a contract. While White firefighters, teachers and police officers made bids to create unions, the city fired them and blacklisted them. There was a strong opposition from the city to see workers having any independence or getting an increase in their wages. So, the anti-union sentiment was really fierce. King supported labor rights and he was definitely an activist for economic equality. He wanted the Congress to fund for jobs, housing, healthcare and education, instead of focusing on wars.

**P.T. In your country in 1969, [Nixon](#) created the MBDA (Minority Business Development Agency) for the Department of Commerce (via the Executive Order 11458) which promotes growth and competitiveness of the United States' minority-owned businesses. Do you think that most Black entrepreneurs benefit from this agency (regarding access to capital, to contracts, etc.) or more opportunities are required ?**

**Dr. K.** This is a really good question! Some parts of the market are closed and the windows of



opportunities are smaller. This means that there is less competition out there and society as a whole is losing because the prices are higher. For instance, the reason why a car is expensive is because fewer cars are being manufactured here. When Henry Ford, over a century ago, started his industry, more than fifty models for automobiles were being fabricated across the country. Now, we have barely three. But it is important to be careful with this assessment. I don't know if I am a big fan of programs or subsidies. I would rather see a more level playing field. I would not like to see many Black-owned enterprises being dependent on allowances to propel their businesses. This won't benefit anybody. It is very interesting that you mentioned Nixon because he was the one who created affirmative action.

**P.T. More and more people believed that, since the 90s, this reality: *1. Start with four years of college, 2. Add one white-collar job 3. Slowly stir in equal measures of loyalty and initiative. 4. Wait 40 years before retiring*, which you exposed in your book, is not the case anymore. Can you elaborate on that?**

**Dr. K.** It is not the case anymore when you look at the course that the economy is taking right now. Moreover, when you look at all the initiatives, innovations and creativities particularly from the Silicon Valley, the sky is the limit. These entrepreneurs went to college to get what they needed and, in some cases, it was just for one year. Steve Jobs went to college for one semester. Bill Gates went there for one year. The founders of Google didn't finish their Ph.D. programs.

**P.T. Same thing with Michael Dell, who dropped out.**

**Dr. K.** Exactly! The bottom line is a formal education can get you a job but self-education will make you rich. Bill Gates and the others I just named are lifelong learners. Bill Gates started Microsoft as a student at Harvard, Michael Dell, whom you just mentioned, is an alumnus from University of Texas. Some of the founders of Google and Facebook were also students respectively at Stanford and Harvard. Yahoo was created by students.

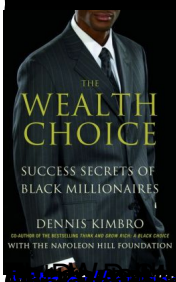
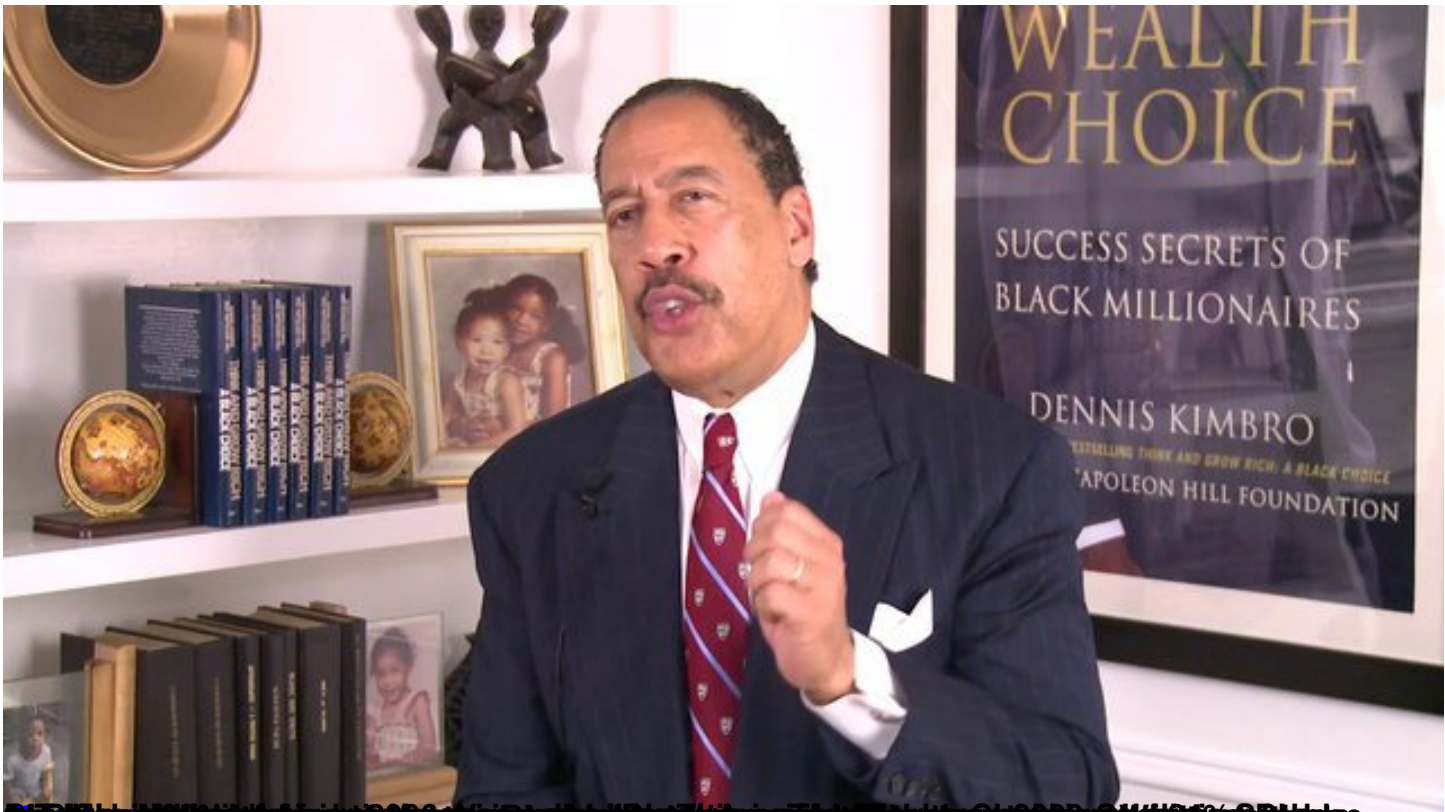
I think the diplomas you get depend on you and on what you do with them. It is a personal responsibility to be a lifelong learner. Skills can be transferred. In other words, you can assess how to use your abilities in other fields if you are not happy with your actual job.

## Exclusive Interview with the great author: Dr. Dennis Kimbro Ph.D.

Written by Patricia Turnier

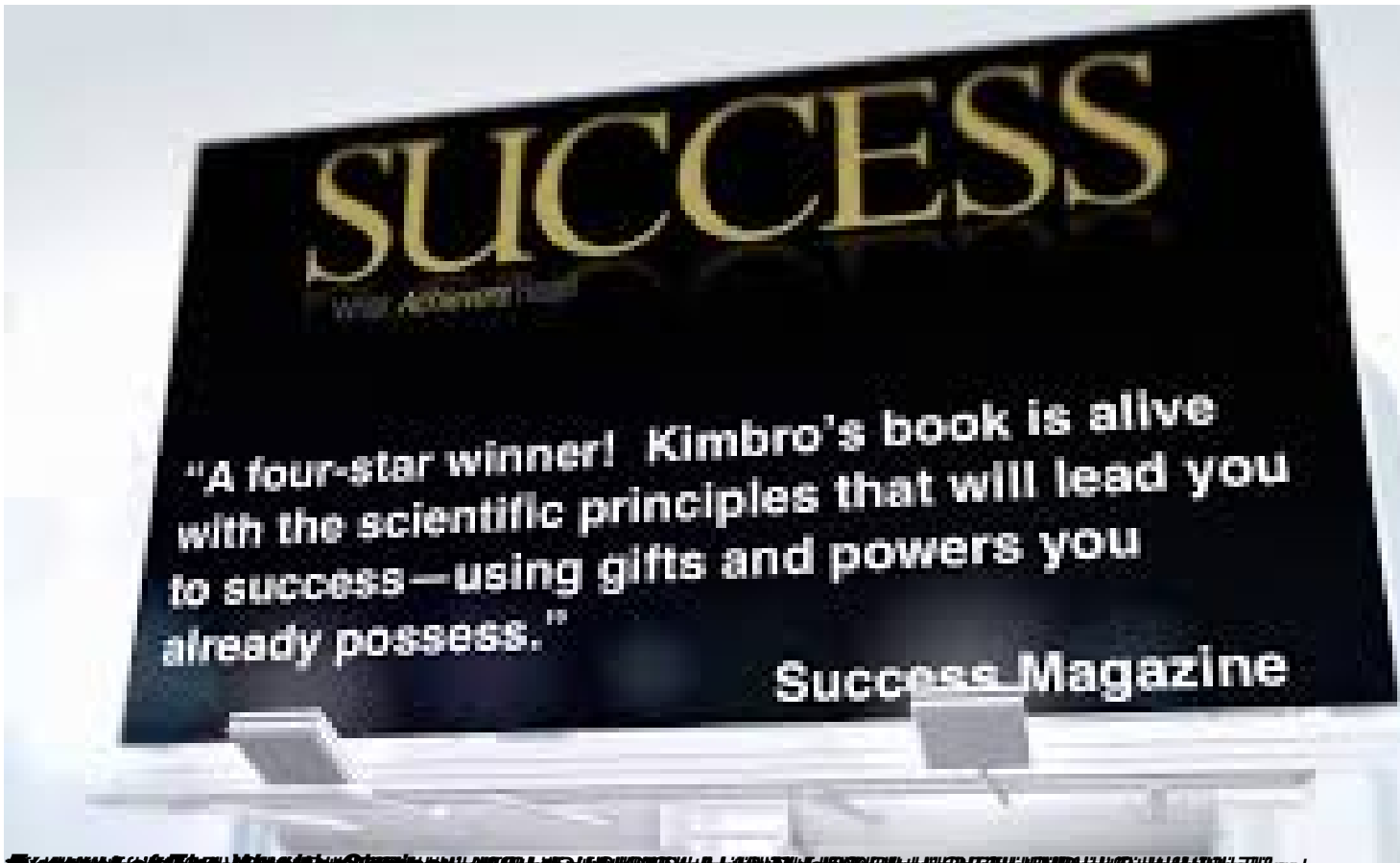
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Dr. Dennis Kimbro Ph.D. [www.denniskimbro.com](http://www.denniskimbro.com)

Dr. Kimbro says, "Black millionaires don't appear because they act wealthy. It's not about money, it's about the mindset. They are giving out money and



~~Dr. Kimbro's book is available on Amazon.com and BarnesandNoble.com~~  
Dr. Kimbro's book is available on [www.barnesandnoble.com](http://www.barnesandnoble.com) and [www.amazon.com](http://www.amazon.com),