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Why Sell Tacos in Africa?: 16 life-changing business strategies you can use anywhere, from the man who turned $400 into $200 million

Oberschneider Paul

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It's hard to find tacos in Africa.

What is a self-made man or woman? Ever thought about it? Success is not a straight-line deal. There is no A-to-Z path, and there are no magic beans that will carry you upward overnight. Have you ever wondered how to start, scale up, build teams, and flourish in an uncontested market? I can tell you. I did it.

In 1992, I landed in Estonia with $400 in my pocket. There, I discovered a truth that changed my life and the way I conducted business: You can make a lot of money as an entrepreneur by moving decisively in blue-sky markets - markets where you face very little competition and the tide can carry you to riches.

Over the next decade and a half, I built a portfolio of businesses worth $200 million. Now, I want to share the paths that led me to success, passing on my knowledge to you. In Why Sell Tacos in Africa? I explain sixteen principles that allowed me to drive such tremendous growth. May you, too, find a blue-market and watch your business soar.

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