

## Chapter 1 : Mob Rules by Louis Ferrante | [blog.quintoapp.com](http://blog.quintoapp.com)

*Mob Rules "Ferrante draws on an extensive knowledge of world events, mob lore, and personal experience to deliver an engrossing effort that reads like a rousing memoir, meditation on world history and mafia expose all in one."*

As an associate of the Gambino Family, he was part of some of the biggest heists in mob history. His talent for management led bosses like John Gotti to rely on him. Now he offers time-tested Mafia wisdom based on true stories, such as: Build trust with your colleagues. Lead people without force. When circumstances demand it, never hesitate to pull the trigger. About Mob Rules The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. Now he offers eighty-eight time-tested Mafia strategies, including: Respecting the chain of command without being a sucker. Never bad-mouth the boss. Watch what you say every day. The wrong decision is better than none at all. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day. About Louis Ferrante Louis Ferrante is a former Mafia associate and heist expert who served eight and a half years in prison after refusing to incriminate members of the Gambino family. He now lectures around the country to at-risk teens and other groups,â€ More about Louis Ferrante About Louis Ferrante Louis Ferrante is a former Mafia associate and heist expert who served eight and a half years in prison after refusing to incriminate members of the Gambino family. He now lectures around the country to at-risk teens and other groups,â€ More about Louis Ferrante Product Details.

**Chapter 2 : Louis Ferrante (Author of Mob Rules)**

*Louis Ferrante is a former Mafia associate and heist expert who served eight and a half years in prison after refusing to incriminate members of the Gambino family. After his release, he wrote a memoir of life in the Mafia, Unlocked, that won enthusiastic reviews.*

When I first entered the giveaway for this book, it was simply because it had something to do with the Mob. However, I was pleasantly surprised to find myself proven wrong. Mob Rules is divided into three parts: Lessons for a Soldier Employee , Lessons for a Capo Middle Management , and Lessons for a Don Boss ; and each of these sections contains "lessons" that will help a person in their respective position. With this book, Louis Ferrante, a former associate of the Gambino crime family, attempts to show the reader that there are many principles of the Mob that can carry over into legitimate business practices. I believe that he does an excellent job of showing this. Ferrante uses real examples of Mob life to prove his points, many of the stories being about himself. And, not only that, but he applies world history to these practices also, showing a precedence long before modern times. There are the general things, of course, like loyalty, trust, patience, modesty, hospitality, and charity, but there are also lessons like listening to every opinion and idea, accepting anyone no matter their race or religion or sexual orientation, watching what you say, not holding grudges, and realizing that everyone is important. If you take the time to actually appreciate and cultivate these lessons in your everyday life, you could better yourself. As I was reading this, I found myself very impressed by Louis Ferrante and wanting to learn more about him. From the get-go, when he tells a little of his story in the Preface, I just knew he would be an interesting man, and I loved and enjoyed his wit and humor throughout the book. I admire his accomplishments as a writer, considering the fact that the first time he picked up a book was when he went to prison in , and I admire the fact that he has made a life for himself outside of crime and the Mob. The stories he told about himself with some of the lessons continued to peak my interest, so I sincerely look forward to reading Unlocked: A Journey from Prison to Proust. So, while I originally entered the giveaway for this book as a joke, not expecting much from the book, I am so glad that I read Mob Rules. I believe it gives one a unique perspective on life and business, and everyone would benefit from reading it. I personally loved being a mobster. It drove my whole being. Today, I love being a writer even more, a job where I can read and write every waking hour. I do not own a business. I firmly believe that any employed person or college student can take something away from Mob Rules. Ferrante has a no nonsense approach to the business world, and I applaud him for this. Instead, he wrote a book that is both easy to read and ea First and foremost: Instead, he wrote a book that is both easy to read and easy to understand. And for anyone interested in a little mob history, well, Ferrante throws some of that in his book as well. Along with brief histories, and unbelievable but true stories of some notorious mobsters, Ferrante throws in some amusing quotes from the mobsters themselves for good measure. And most importantly, all of the histories and quotes tie in to each individual chapter and emphasize each point that the author is trying to make. Meyer Lansky outlived just about every one of his cronies from the New York Mob, and he did it the old-fashioned way-he kept his mouth shut. The True History of the Mafia

**Chapter 3 : Mob Rules: What the Mafia Can Teach the Legitimate Businessman | eBay**

*About Mob Rules. The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business.*

Early life[ edit ] Ferrante was born and raised in Queens, New York. As a teenager, he made his reputation as a gang leader. Ferrante and his crew hijacked delivery trucks [4] all over New York and he soon gained the attention of the infamous Gambino crime family. Another article referred to Ferrante as a "crony of John Junior Gotti. His plans were foiled by the FBI, although there was insufficient evidence to charge Ferrante and his crew with a crime. Ferrante hired controversial civil rights attorney William Kunstler to defend him. Ferrante refused to cooperate with the government and did not inform on former associates of the Gambino family. He also learned the art of writing, and penned a historical novel, Aleesa, set in the antebellum South. At the time, Lewisburg Penitentiary was the scene of an ongoing race war which claimed the lives of several men who were brutally murdered inside the prison. The Life and Crimes of a Mafia Insider. The book has also been translated into Dutch. It has been translated into the languages of the following countries: Ferrante has also contributed essays to Signed, Your Student: Ferrante worked out the theory while in prison and wrote the book detailing it while free. The theory is yet to be proven or disproven. United Kingdom[ edit ] Ferrante contributed his time and efforts to promoting literacy in the UK, and has visited numerous prisons in an effort to help British prison inmates. Each hour-long episode follows Ferrante as he explores different gang cultures around the world. Ferrante wrote, hosted, narrated, and co-produced the series. The Daily Show with Jon Stewart. Free Market Threat, Episode Bad Habit, Episode Discovery Networks International, One-on-One with Steve Adubato. Bibliography[ edit ] Ferrante, Louis The Three Pound Crystal Ball:

**Chapter 4 : Mob Rules : Louis Ferrante :**

*Louis Ferrante (born May 13, ) is a former Gambino family mobster who, after spending eight years in prison, successfully appealed his conviction and became a bestselling true crime, business, and science writer.*

Tips for Entrepreneurs Mob Rules: Absolutely, says Louis Ferrante, an associate of the Gambino family who relied on his instincts to pull off some of the biggest heists in US crime history. By the age of 21, he had netted millions for the mob but soon after landed in jail to pay for his crimes. The same management talents and business acumen that led Mafia bosses to rely on him also led him to find a way to cut his prison sentence short. But while in jail, Ferrante decided that he could thrive in the real world without being criminal. It was a pleasure to interview the former don turned legitimate business leader. And click here to listen to our podcast interview on the Inkandescent Radio Network. What led you into a life of crime especially at such an early age? My mother and father were good people, but when I left the house I did what I wanted and I wanted to hang out with the mischievous kids. We would steal cars and joyride around New York. Initially, we would just take a car for the night and do some doughnuts in the parking lot, pick up a girl from the neighborhood, and cruise around trying to impress her. Then we got to be 16 or so, and realized that we could steal cars and parts for money. We could sell parts to the auto body collision shops in Queens under the table. That started me in a new league. I put together a hijacking crew the same way I put together a crew of car thieves. So they came looking for me. But I was happy that they did, because being part of the Mob is a step up. How were you finally caught and put into prison? My snitch was a guy who went into the witness protection program. He said he feared me at the time, and I was probably a guy who should be feared back then. He agreed to testify against me and my crew, so we all got locked up together, and we all refused to snitch on other people. I was sent to the penitentiary in Lewisberg, Pennsylvania, the maximum security penitentiary. There was a double homicide my very first day there. Day One and blood all over, guys getting hacked up by homemade prison machetes. This a world that most people only read about, especially people in the small-business community. You say in the book that you never informed on friends or associates. How did you regain your freedom? So we were all locked up at a federal prison, playing cards and still living the Mafia life. People would come for visits who were collecting money for us. I still had hijack loads that I had hidden and was selling. I still had a loan shark book on the street. So I was collecting money for the money that I had lent out. Somebody threw an apple at the guard, and it was dark and they thought it came from me in the dormitory. So down I went. You have to push your hands back up to the door, push your hands through the food slot, get hand cuffed and chained and then walk away from the door to be allowed out of the cell. So you really feel like an animal. What was your next step? His name was Fat George and he had tattoos all over his body, and some of the tattoos were biblical verses, so I figured maybe he read a book. He might have at least read the Bible. What do you want? What do you like? I want to read a book. I was literate, I went to school when I was a kid, but I just cheated my way through school, never read a book, never studied. It was always just cheating to get by. I had people do my homework and projects all throughout school. And in my high school years I had a pocketful of money compared to the other kids, so I could pay people to do anything and I always got by. So now I started to read and I fell in love with books. And that started to open up a new world for me. I thought Chinese people came from Flushing, New York. The British Empire started off in this tiny island called Great Britain. I just kept on reading. What made you eventually decide to go straight? I believed in the code the way the old-timers did. Realize that every day of your life in the mob you focus on how to make money; everybody is constantly thinking how to make money. And its called a family, so its like being in a family of moneymakers. In jail, I realized that what we did wrong was that we had no real moral code. How dare I offend his family and the sacredness of his home? It sounds pretty Machiavellian. The Mafia is the biggest Machiavelli organization in the world, and no one can out-Machiavelli me. When people try to be slick and sly with me, I catch it immediately. And I knew that if I did that, I would be successful. Talk more about that idea. Well, obviously the Mob guys are greedy. But businessmen are just as greedy. In the Mob, people put the brakes on their greed because they know there are repercussions. So why bother with this? Let

them have their money. There are a lot of good businessmen who do live by a moral code and do pay their debts though. Those are the ones who go the farthest. I know quite a few of them. But there are some real louses out there, too. I just took a shot with it. I knew the person and thought they were pretty cool. Done, never got a nickel out of it. Those are the people I like to do business with. But I have encountered a number of businesspeople who will beat you if they can. Look at the housing market crash. How many people got thrown out of their house and got foreclosed on? Take your 2 year old and your infant and get the hell out. How many banks and mortgage brokers gave these people mortgages knowing that it was an adjustable rate loan and it could go up and they could get screwed. I would never do that. As a mobster I knew what the guy had. Clearly, your message has struck a chord worldwide. How does this type of success feel? It feels like I know that life is what you put into it. And I felt like while I was in prison, I was paying for the things that I did. What I put into life I got out of it. I ended up at a prison cell in a cage like an animal. But I knew from paying and suffering punishments that if you lived right and did right, you would get rewards. So I put a lot of hard work into getting somewhere. I still believe in isolation and solitary time when I can just knock out page books. I still do that. You give back a lot. Tell us a little bit about some groups you work with. I do a lot of keynote addresses for different organizations. Different companies bring me in all the time. And I love doing it. I keep in touch with the guys and gals that I meet at these places. I establish some really good friendships at these group meetings, so I really love doing these talks.

Chapter 5 : Louis Ferrante - Wikipedia

What the mafia can teach the legitimate businessman

Now, former mobster Louis Ferrante reveals its suprisingly effective management techniques and explains how to apply them - legally - to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U. By the age of twenty-one, he had netted millions of dollars for his employers. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year sentence, Ferrante went straight. Now he offers eighty-eight time-tested Mafia strategies, including: Go get your own coffee!: Respecting the chain of command without being a sucker The walls have ears: Never bad mouth the boss Is this phone tapped? Spotting new rackets Leave the gun, take the cannolis After his release, he wrote a memoir of life in the Mafia that won enthusiastic reviews. Ferrante now lectures around the to at-risk teens and other groups. COM The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business. As an associate of the Gambino family, Ferrante relied on his instincts to pull off some of the biggest heists in U. His natural talent for management led Mafia bosses to rely on him. After being arrested and serving an eight-and-a-half-year prison sentence, Ferrante went straight. Respecting the chain of command without being a sucker. Never bad-mouth the boss. Watch what you say every day. The wrong decision is better than none at all. Ferrante brings his real-life experiences to the book, offering fascinating advice that really works and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day. Former mobster Louis Ferrante reveals their surprisingly effective management techniques and explains how to apply them in any legitimate business. As an associate of the Gambino Family, Ferrante pulled off some of the biggest heists in U. His natural talent for management led bosses like John Gotti to rely on him. Now he offers time-tested Mafia wisdom, such as: Build trust with your colleagues. Lead people without force. When circumstances demand it, never hesitate to pull the trigger. Ferrante brings his real-life experience to the book, offering fascinating insights into Mafia behavior and sharing behind-the-scenes episodes almost as outrageous as those occurring on Wall Street every day.

### Chapter 6 : Professional Business Speaker, TV Host and Author - Lou Ferrante

*The Mob is notorious for its cruel and immoral practices, but its most successful members have always been extremely smart businessmen. Now, former mobster Louis Ferrante reveals its surprisingly effective management techniques and explains how to apply them-legally-to any legitimate business.*

Who do not like Horatio Alger rag to riches and prodigal son stories? Ferrante learned that the pen is sharper than the sword, and took up a new passion. I admire people who succeed with street smarts rather than via Harvard MBAs. I am also reading books on the reasons the Amish succeed in business and one by a Rabbi explains why his people are good businessmen. I try to keep my mind open. Ferrante is a story-teller with motivational wisdom and business common sense sprinkled in. He has 88 lessons for business people who can be applied to legal business. Granted he is no expert on life, nor do I agree with all the things in his book, but I liked reading it and there are some take aways I will have to process and consider when making my own business plans going forward. Perhaps my favorite part his is versed in the classics and balances his wise guy tales with reference with the classics and an impressive vocabulary to boot. If anyone who has ever read the Count of Monte Cristo, you will know what I mean. The hero is transformed and perhaps his soul is saved. Anyone that was clever enough to succeed the underworld business environment at an early age and then change his life around is worth noting and that is why I am giving it a positive book review. A good writer has you nodding your head yes, as you read,. In some remote way, not matter how crazy their circumstances are they have you nodding yes, I relate to that. For example, here is a except from his book and this will show you what I mean. The rest for you to read. Coming home from prison, I needed a car and an apartment. During the winter, my landlord would not turn up the heat, but the cheap bastard wanted his rent on time. When I left he claimed he did not have my security deposit. I am not the first to notice that prison is a lot like ordinary society. Street Smart business I do not want to say it, but countless times I too have felt this. That is, I have dealt with people fairly and honestly and usually for greed and ego or because they just could, they have taken advantage of my good nature. But it makes me feel better when I read a tough guy like Ferrante has felt the same and had the same experiences, it makes me feel less of a sucker and ask the question, what can I do about it. My philosophy has always been people who use people are small bottom feeders, that will not get far in life, or only for a short time, and that life is fair and there is Karma at work. I also focus on creative and intellectual entrepreneurship, and you can be a total geek and wimp and get rich this way. Why the rich have money " I go more into this philosophy here. But on the other hand, maybe to learn a little street smart is not that bad. Louis Ferrante from middle management capitan to writer, not exactly St.

### Chapter 7 : The New York mafioso who took the rap | Music | The Guardian

*"Mob Rules: What the Mafia Can Teach the Legitimate Businessman" is the newest book by Louis Ferrante. Most of you know who he is, but if there is someone who somehow does not, prepare to be amazed, especially if you find both Mafia and good books interesting.*

Share via Email Mob deep â€¦ Louis Ferrante in Pete Nice had never been in a business meeting quite like this one. The rapper was sitting at the middle table in the front room of the Brooklyn steakhouse Peter Luger. Across the table was an under-boss of the Gambino crime family , an associate of "Dapper Don" John Gotti, who was about to be indicted by the FBI and the US secret service for credit-card fraud. It was , and as Nice ate his steak, creamed spinach and potatoes, Louis Ferrante leaned across the table and made a request. He wanted to be taught how to rap. Ferrante had made his name by hijacking trucks, graduating from street thug to running his own crew in his family. And now, with multiple agencies threatening to take him down, he needed a trial defence, fast. This came when an associate of his, going by the name of Big Paulie, had dinner with Mickey Rourke. The actor was on a trip to New York , and at the dinner, he mentioned to Paulie that a rap group in California were making a song about Gotti, who had recently been arrested. He could claim the government had a vendetta, that they came after him because he supported Gotti. All Ferrante needed, he told Nice, was the music â€” and a lesson in MCing. The story has no happy ending for Ferrante. William Kunstler , the famed civil-rights attorney hired by Ferrante to defend him, tried his best. But the judge would not admit the song as evidence unless Ferrante took the stand himself to state that he had recorded it. It was the one thing he could not do. And that was the end of me. Neither rap nor crime feature in the lives of Ferrante and Nice any more. Nice quit music soon after, and became a respected baseball historian. In prison, Ferrante discovered literature, and went on to become a motivational speaker and bestselling writer he is author of the book Mob Rules, which applies mafia rules to company management. And the song itself? And on one record, at least, a genuine mobster got to pick up the mic.

### Chapter 8 : Ex-mobster: first reformed, now modern Orthodox | The Times of Israel

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### Chapter 9 : Mob Rules â€” Louis Ferrante â€” book review â€” Political Economy

*Former Gambino associate Louis Ferrante offers unique wisdom and advice in Mob Rules: What The Mafia Can Teach The Legitimate Businessman. [Click here to buy the book.](#) We've picked out some of our.*