

Chet's story at Advanced Management Associates site

The year was 1906. Samuel and Sarah Krentzman uprooted from Vilnius, Lithuania and settled in Chelsea, Massachusetts in hopes for better lives in the United States. Their eighth child, Harvey, was born on August 14, 1926 as headlines proclaimed innovations such as Robert Goddard launching his first liquid-fueled rocket, Fox Films purchasing the patents for recording sound onto film, and President Coolidge initiating a new era of air transit by approving the first two national airlines. Since then, Chet has certainly made a few headlines of his own!

Chet was drafted by the U.S. Army when he was 18, at the height of the Second World War. He was one of three highly talented soldiers selected to serve on the secretive Manhattan Project, but this service was made unnecessary when the war ended in 1945. Chet subsequently served in the Army Corps of Engineers until he left the service to resume his education

He received his B.S. in mechanical engineering from Northeastern University in 1949, during which time he also served two years in the Army. He then earned his M.S. from Harvard's Graduate School of Engineering in 1950, followed by an M.B.A. from the Harvard Business School in 1952. Years later, Chet also received an Honorary Doctorate from his beloved Northeastern where, today, students study and relax in a beautiful outdoor space known as the Krentzman Quadrangle.

It was at a June 1951 wedding in Montreal where Chet met Farla Blumer. They were married Thanksgiving Day in 1952, and Chet has been giving thanks ever since. The Krentzmans have two sons, Mark and Scott, who with their spouses (Caroline and Diane) have blessed them with seven grandchildren.

Right from the start, Chet loved the dynamics of small business. It's a place where impatience with bureaucracy and indecision finds its own rewards. Then as now, it's also competitive arena in which the margin for error is small and the rules of common sense still prevail. Chet loves the sparkle in an entrepreneur's eyes. And why not, since it's the same sparkle found in his eyes, too? "I feel a real spark when I'm dealing with bright people," he says.

In 1959, Chet created the Small Business Institute at Northeastern's School of Continuing Education under the able direction of Dean Albert E. Everett. He quickly became a regional and national expert on small business and continues to be called on for consulting and speaking opportunities. He's been featured on the cover of the Harvard Business Review as well as in Business Week, The Boston Globe, Boston Business Journal and publications nationwide. He has run numerous small business workshops over the years under the sponsorship of Babson College, Bentley College, Northeastern, the Small Business Association of New England (SBANE) and many others.

In the early '60s, Chet started consulting directly with small businesses, sometimes spending one day a week at each of five different companies. Chet has a voracious appetite for understanding different businesses and industries, having immersed himself in the operations of hundreds of businesses in dozens of industries. Sure, Chet's a "hands on" guy, but he'll be the first to tell you that it's his ears that do most of the work. "You have to know how to listen to detect problems and solve them," he says. Let there be no doubt that solving problems is Chet's forte. His approach transcends the mere descriptions of problems offered by most consultants and, instead, delivers real-world prescriptions that make a tangible difference.

 **Description:** <http://krentzman-ama.com/history.htm>