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Originating from **NASDAQ****BusinessWeek** weekend

YOUNG ENTREPRENEURS

Quick Chemistry

Michael Lefenfeld

SiGNa Chemistry
www.signachem.com
New York City
Founded: 2003
Age: 25

By taking on certain R&D work, SiGNa Chemistry helps larger chemical and pharmaceutical companies get results faster. Increasingly, big names are taking notice of the startup. SiGNa already boasts clients like Pfizer and Shell, and it's on the cusp of breaking even. More impressive: Lefenfeld funded the company himself from the beginning.

Lesson learned:

"When you're dealing in a business situation, it's helpful not to be the smartest person on your side of the table."

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