

What are the benefits of WORKING FOR YOURSELF?

When do you want to RETIRE?

Since I entered business brokerage back in 1985, reports have consistently indicated that roughly two percent of the U.S. population fall into that unique category of entrepreneurs; people who own their business.

What is the mystique about being an entrepreneur?

Is part of the allure the concept that the owner of a company makes the decisions? An owner structures the operations to reflect his or her philosophy, determining how the business should be run?

The entrepreneur tends to be highly motivated, an individual willing to make tough decisions, and often fills many roles within the organization.

In his opening remarks on the importance of small businesses in our economy at the SEC Government-Business Forum on Small Business Capital Formation, September, 24, 2007, then SEC Chairman Christopher Cox commented:

- “Small firms represent 99.7% of all employer firms and they employ half of the entire labor force in the private sector.
- Of the net new jobs created in our country, small business generated between 60% and 80% during every single year over the last decade.
- According to the SBA’s most recent figures, small business makes up 97% of all identified exporters – and produces over 28% of the nation’s export value.
- Innovative smaller firms produce 13 times more patents per employee than large firms.
- So we shouldn't be surprised that small business employs over 40% of all the high-tech workers in the United States, and seems always to get more bang for the buck.

The entrepreneur, who has successfully operated and grown a company, provides needed goods and or services to customers and has established an effective environment - culture for employees. As owners grow their business, they typically increase their equity and the value of their companies.

Today’s business Owners could elaborate on the question...

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One of the most definitive answers to that question may be demonstrated by the following data collected by the Federal Reserve in a 2007 Survey of Consumer Finances which the Federal Reserve released in June 2009.

The average net worth of American families headed by a person that is an **employee of a firm** (i.e., not a business owner) is \$352,000.

The average net worth of American families headed by a **self-employed person** is \$1.96 million.

For the individual or corporate acquirer, investing in a company with an established track record allows them to avoid the risks inherent in a start-up operation.

Using a professional Intermediary, in conjunction with a support team, dramatically increases your likelihood of successfully acquiring or divesting... making a smooth transition of ownership.

I would appreciate the opportunity to talk with you about being a part of your transaction team!

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