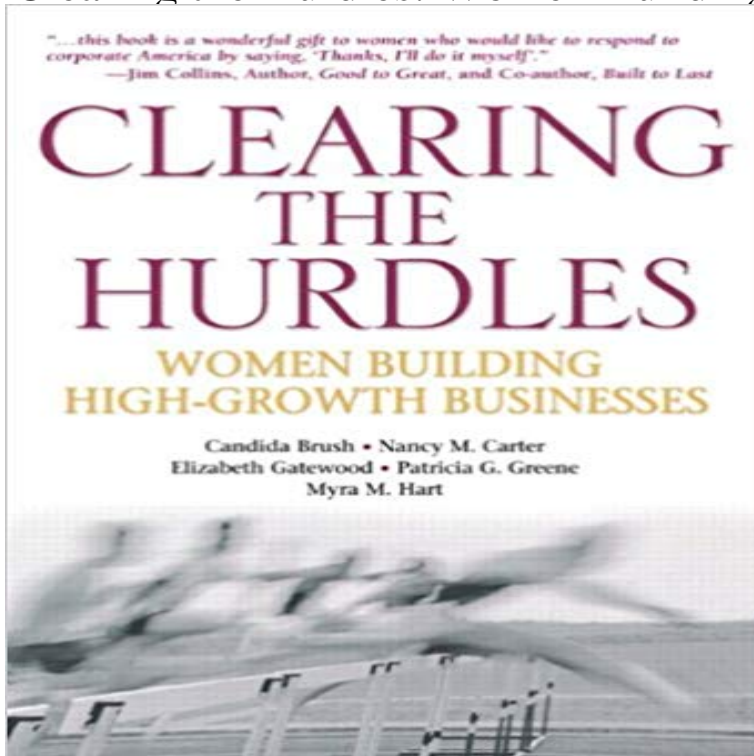


## Clearing the Hurdles: Women Building High-Growth Businesses



### Women Building High-Growth Businesses

Even in the 21st century, much of the world still systematically excludes 50 percent of the smartest people from full responsibility. Entrepreneurship rewards excellence and results, not gender, and this book is a wonderful gift to women who would like to respond to corporate America by saying, Thanks, Ill do it myself. --Jim Collins, Author, Good to Great, and Co-author, Built to Last Savvy and inspirational, Clearing the Hurdles is an important book for women intent on growing new businesses. The team of talented authors provides information, insights, and advice that will educate, motivate, and challenge women aspiring to become successful entrepreneurs. --Laura Tyson, Dean, London Business School

With women creating new businesses at a faster rate than males, it is imperative that todays venture capitalists take an active role in mentoring and recruiting women to become venture capitalists, business owners, technologists, entrepreneurs, and government leaders. Clearing the Hurdles is not only a wake up call; it is a roadmap to start this long overdue project. --Mark Heesen, President, National Venture Capital Association

Clearing the Hurdles examines all elements behind the lack of access to capital for women entrepreneurs who want to build high-growth companies. If you are a woman who has a vision for a high-potential business, this book was written for you. --Connie Duckworth, Kathy Elliott, Sharon Whiteley, Founders, 8Wings Enterprises, and Co-authors, The Old Girls Network: Insider Advice for Women Building Businesses in a Mans World Clearing the Hurdles debunks the myths and defines the barriers that entrepreneurs confront--a perfect roadmap for women embarking on the entrepreneurial journey. --Kay Koplovitz, Founder, USA Networks, and former

Chair, National Womens Business Council

Starting, funding, and growing a new venture are significant challenges for every entrepreneur. For women, the hurdles are even higher, due to widely held perceptions about them, their capabilities, and their businesses. Now, five leading experts on women entrepreneurs offer systematic solutions to the challenges, offering timely advice to women dedicated to achieving success and claiming the rewards.

Clearing the Hurdles draws on five years of original research, performed as part of the Diana Project--a major initiative that explores ways women grow businesses.

The authors identify key factors associated with funding, growth, and success: the founders goals, expertise, and commitment; strategic direction; team building; effective use of networks; and access to capital.

Most important, they offer concrete strategies for overcoming obstacles: strategies proven in the marketplace by women entrepreneurs. Wealth creation: Dont get left out! Learn what it takes to build your high-growth business Get credible Fill the technical and management gaps in your expertise Get strategic Choose the right business, build the right plan Get connected Link yourself to the right resources, networks, and people Get over the funding hurdles.

This book is a training manual for women who want to claim their place as winners in the entrepreneurial challenge.

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