



Entrepreneurs'
Organization

OVERVIEW OF BENEFITS

Learn
& Grow

fueling the entrepreneurial engine


THE ENTREPRENEURS' ORGANIZATION (EO) IS A GLOBAL COMMUNITY OF BUSINESS OWNERS, ALL OF WHOM RUN COMPANIES THAT EXCEED US\$1 MILLION IN ANNUAL REVENUE. FOUNDED 20 YEARS AGO BY YOUNG, ENERGETIC ENTREPRENEURS, EO IS NOW MORE THAN 6,600 MEMBERS STRONG WITH 108 CHAPTERS IN 38 COUNTRIES AROUND THE GLOBE.



THE ENTREPRENEURS' ORGANIZATION: YOUR CATALYST FOR PROFESSIONAL AND PERSONAL SUCCESS

Our members come from all walks of life and run companies in every industry, from manufacturing to accounting to pharmaceuticals. Famous or not, with a staff of two or 2,000, our members possess a common desire to grow their businesses by learning from their peers. All business owners struggle against challenges. Our members face these challenges with the strength of our network behind them.

EO is the catalyst that enables entrepreneurs to learn and grow from each other, leading to greater business success and an enriched personal life. If you are interested in having fun and learning from your peers, then read on. In the process, you will learn about our incredible organization and how it has helped other entrepreneurs like yourself. EO makes a mark on members' lives. Contact your nearest chapter to find out how.

 I have been given incredible guidance and direction as to not only the pitfalls of business but the positive side of being part of a larger group that exudes professionalism and success. To know that I have a network of people who mentor me, educate me and value my perspective gives me the appearance of a larger company due to the professional and efficient manner in which I now transact business.



FRAN BIDERMAN-GROSS
ADVANTAGES
EO NEW YORK

EVERY ENTREPRENEUR FACES CHALLENGES. HERE'S HOW WE HELP YOU SOLVE THEM.

I need to find other people like me. Peers who understand what it's like to own a business.

Looking for your own personal board of advisors? Let us introduce you to Forum. Page 2

Need local insights and connections? Your chapter is waiting. Page 3



I need to solve business or personal challenges I haven't faced before. I'm walking in the dark here.

Have to find a quick answer? Tap into the experience of 20,000 peers via Member Exchange. Page 4

Facing medical or personal challenges? Access the world's best health care and counseling through the Healthnetwork Foundation. Page 4

Need to speak to someone who's been in your shoes? Receive an experienced perspective from a trusted personal Mentor. Page 5

Want to spend more time on the fundamentals of business? Attend customized learning programs from the world's top business schools. Page 5



I need to expand my network, get out there and meet people who can help me grow.

Want to network on a global scale? Enjoy once-in-a-lifetime experiences and networking opportunities at EO's Global events. Page 6

Need to connect with like-minded entrepreneurs anywhere in the world? Access our exclusive global community through our website. Page 6

Looking to make more contacts in your industry? Connect with peers at industry tradeshows through Meeting-in-Meetings. Page 7

MAKE CONNECTIONS

As president of my company, I have no one to answer to and no one to rate my performance. My Forum acts as my Board of Directors. They hold me accountable for goals and actions; they make sure I work on all areas of my life, not just my business. EO has changed my life.

ANITA VALLATI
ITAN STUDIOS INC.
EO OTTAWA

Forum

Your own personal board of advisors

What is Forum?

What would you give for a personal board of advisors, for the ability to tap into a small group of fellow business owners who can offer you direction based on their experiences? This invaluable access is available through Forum, a unique member-driven experience offered by EO that brings together a group of eight to 12 entrepreneurs for peer-to-peer learning and support. Participants take part in monthly meetings employing special protocols to support a trusting environment in which they can safely explore business and personal growth issues.

What happens at Forum meetings?

We can share 95 percent of our lives with anyone. During Forum meetings, members discuss the other 5 percent—the triumphs and tragedies of life as an entrepreneur. Moderator-trained EO members, not paid facilitators, guide the sessions, which emphasize confidentiality, personal responsibility and the sharing of lessons learned. Members don't give advice; they speak from prior experience, letting you draw your own conclusions on the best manner to proceed.

How do I join a Forum?

Upon joining the organization, your Chapter's Forum Chair will work to place you into a Forum. You may begin a new Forum with other members who join at the same time, or you may join a pre-existing Forum. Your Forum Chair will ensure you are placed with the right number and mix of business owners to avoid sharing the room with competitors.

Chapter Events

Local insights and connections

When you join EO, you join a chapter as well as the Global organization. As part of this local community of entrepreneurs, members participate in regular chapter learning and social events. At these functions, you will have the opportunity to connect with local EO members while benefiting from the knowledge of guest speakers who discuss a variety of business topics. In many cases, these programs capitalize on the availability of high-quality local presenters, educating you on nearby resources and addressing themes in your business community.

The monthly learning events have been both entertaining and educational on an array of fronts. I have gained insight as to what I am doing right and how I can improve the way my business grapples with some of the day-to-day challenges that any growing business encounters.

STEVE SAVAD
RESTAURANT.COM
EO NEW YORK





At 8:00 am, I received a call informing me that one of my employees had been killed on the job. All I could do was cry. Thirty minutes after sending a request through Member Exchange, I was on the road to helping his family and my surviving employees cope with this disaster.

MATTHEW STEWART
NATIONAL SERVICES GROUP
EO ORANGE COUNTY

Member Exchange

The experience of 20,000 peers at your fingertips

Member Exchange is a powerful peer-to-peer resource database that offers you the collective experience of more than 20,000 members of EO, the Young Presidents' Organization (YPO), the World Presidents' Organization (WPO) and the Chief Executives' Organization (CEO). When you want answers to your most pressing business and personal issues, Member Exchange connects you with other business leaders who possess the most relevant experience to your question in a secure, confidential and timely manner.

Healthnetwork Foundation

Help for personal challenges

Addictions. Mental health needs. Illnesses. Injuries. If you face any of these personal challenges, EO can help through our relationship with the Healthnetwork Foundation. This relationship grants you, your family and your key associates express access to centers of medical excellence for treatment and counseling.

My father had to undergo intensive surgery, and my family wanted only the best for him. We were able to place him in the number one hospital for what he needed. The Healthnetwork Foundation changed my father's wait time from months to days, and the head of the department conducted the surgery.

MILES FAWCETT
iAPPS
EO DC

Mentorship

Experienced perspectives from trusted leaders

The WPO-EO Mentorship Program offers you the opportunity to work one-on-one with a highly experienced mentor from the World Presidents' Organization (WPO) in an ongoing, structured mentorship. If your chapter currently has the program, you can apply to be matched with a mentor who can bring personal experience and perspective to bear on the issues you currently face. The WPO-EO Mentorship Program provides a chapter-based framework to help mentorships succeed, including a carefully designed matching process, member-facilitated training and ongoing follow-up by the chapter Mentorship Chair.

Executive Education

Learning from the world's top business schools

Through relationships with some of the world's top business schools, EO provides executive education programs that allow members to expand their business knowledge and leadership skills, including the renowned three-year Entrepreneurial Masters Program (EMP). The topics and agendas for these programs vary, but attendees can be sure to cover topics such as the six fundamental areas of business: management, finance, human resources, marketing and sales, operations and research and development. Mature business owners can also learn about mergers and acquisitions, wealth preservation and planning, mid-life transitions, launching a new business (serial entrepreneurship), advanced management and leadership and hiring executive leadership

EMP was an opportunity to spend substantial time with other high-growth entrepreneurs, learning together from some of the best minds in business. I grew my company 40 percent during those three years and just sold it successfully.

JEFF BEHRENS
ADVIZA
EO BOSTON



EXPAND YOUR NETWORK



“ I didn’t understand the true value of this organization until I experienced a University. I met remarkable people and brought back ideas that I implemented in my business. You have to experience one to fully understand how EO can impact your life personally and professionally. ”

STEVE KEARLEY
BENSON, KEARLEY
& ASSOCIATES
EO TORONTO

Global Events

Once-in-a-lifetime experiences and networking

Through EO events, you can access top resources in the world of business, personal development and politics, all with a unique entrepreneurial perspective. EO Global events offer you unprecedented access to top venues, speakers and activities in the most fascinating locations in the world. Universities are high energy, multi-faceted events that connect you with hundreds of your fellow members, while Regional Conferences are designed for those who prefer a more intimate setting of approximately 100 peers. EO Global events are open to every member from around the world.

EOnetwork

Exclusive access to our global community online

Members can access EO’s global community 24 hours a day, seven days a week through EOnetwork (www.eonetwork.org). This members-only website allows you to participate in virtual communities based on your interests, search the online membership directory to find members of interest, access audio and video of past learning events and much more.

“ For me, the unsung hero of EO is the online directory. I had to become an overnight expert on the Chinese property market and was desperate for help. Through the network I quickly identified 10 entrepreneurs with property companies in Hong Kong and Shanghai who were able to help me out. ”

CHARLIE OSMOND
FRESH MINDS
EO LONDON



Meeting-in-Meetings

Unique opportunities to connect with peers at industry tradeshows

Meeting-in-Meetings (MiMs) provide you the opportunity to connect with other EO, Young Presidents' Organization (YPO) and World Presidents' Organization (WPO) members within your industry at trade shows and conferences. These exclusive free receptions, held only for members, give you a chance to meet and network with like-minded peers. Meeting-in-Meetings are held at many of the largest trade shows and industry conferences around the world.

“ Even my very first Meeting-in-Meeting provided a great way for my staff and I to meet other Microsoft partners with whom we have something special in common. And one direct result was that I met and retained one of the attendees — another member — to help me with a project. ”

MICHAEL MAHONEY
BRITTENFORD SYSTEMS INC.
EO DC

BOLDLY GO!

VISIT US ONLINE WWW.EONETWORK.ORG
OR EMAIL US MEMBERSHIP@EONETWORK.ORG





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entrepreneurial engine*

TO LEARN MORE:

- » www.eonetwork.org
- » membership@eonetwork.org