



"Better Jobs, Better Earnings, Better Living"



## Entrepreneurship



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The morning Women's Entrepreneurship session addressed Summit participants and answered numerous questions. Pictured are Moderator Julie Lenzer Kirk (left), Emily Murphy, Linda Roundtree, Julie Weeks, and Penny Pompei.

*"I've been talking to women entrepreneurs for the past three years, and each time it is an inspirational experience. You are creating jobs, hope, and opportunity for your communities."*

*-- Secretary of Labor Elaine L. Chao*

The fourth breakout session at the National Women's Leadership Summit addressed the topic of **Entrepreneurship**. The number of women-owned businesses in the U.S. is increasing as more women pursue entrepreneurship as a way to make a difference in their communities, to attain more flexibility in balancing their work and life responsibilities, and to earn more money.

The Entrepreneurship breakout session featured a panel of successful women business owners who shared some of the strategies they have used to start, maintain, and grow their businesses as well as representatives of the Federal government and women's business organizations. The panelists included:

- **Penny Pompei**  
*Board of Directors, WE, Inc. & President, National Women's Business Center, Inc., Washington, DC*
- **Julie Weeks**  
*Executive Director, National Women's Business Council, Washington, DC*
- **Linda Roundtree**  
*President, Roundtree Consulting, Bellevue, WA*

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- **Emily Murphy**  
*Acting Associate Administrator/Government Contracting, U.S. Small Business Administration, Washington, DC*
- **Linda K. Bolinger**  
*Founder and CEO, Boardroom Bound, Edgewater, MD*
- **Margaret Flynn**  
*Co-Owner, BrownFlynn & Community Advisor, WE, Inc. Cleveland, OH*

The panelists identified various resources for accessing training and information on business ownership. One resource is a list of Women's Business Centers that is available at [www.onlinewbc.gov](http://www.onlinewbc.gov). Women's Business Centers are sponsored by the U.S. Small Business Administration (SBA). The SBA also offers information on how to access capital ([www.sbaonline.sba.gov/financing/sbaloan/snapshot.html](http://www.sbaonline.sba.gov/financing/sbaloan/snapshot.html)) and how to navigate the regulations on government contracting ([www.sba.gov/Degcbd](http://www.sba.gov/Degcbd)). Another resource is the U.S. Department of Defense Procurement Technical Assistance Program (PTAP) Centers (<http://www.dla.mil/db/procurem.htm>). These Centers assist businesses in marketing products and services to the Federal, state, and local governments.



To become a profitable entrepreneur, it is important not only to market a quality product or service, but to *develop a network of people – including bankers, lawyers, and accountants – to assist the business*. One way to make contacts is to serve on corporate boards, including the paid Boards of Directors of Fortune 500 companies. The panelists encouraged women to gain strong leadership, organization, and communication

skills, as well as the ability to analyze financial data in order to be good entrepreneurs and corporate board candidates.

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*"Thanks for having me at this wonderful Summit. It was truly a great and very memorable experience, to meet and share information with women from all over the country."*

--Mary A.

*"Thank you so much for holding the Women's Leadership Summit. It was so productive for me. I especially enjoyed the breakout sessions."*

--Connie M.

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The Women's Bureau is proud to support working women as they strive to become successful entrepreneurs.

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