



Clearing the Hurdles: Women Building High-Growth Businesses

Candida G. Brush, Nancy M. Carter, Elizabeth Gatewood, Patricia G. Greene, Myra M. Hart

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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, I’ll 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 today’s 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 Man’s 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 Women’s 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 founder's 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: Don't 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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Tracy Painter:

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Katie Grossi:

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