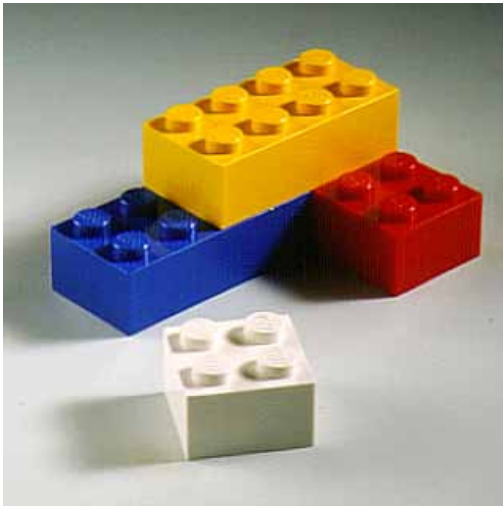


## Building Blocks



When a team of entrepreneurs, with a dream of the future, invited Entrepôt to join them in building a wireless communications company, Entrepôt jumped at the opportunity. The five year partnership proved to be a win-win deal for all concerned.

The entrepreneurs brought sales skills, management skills and commitment to the table. Entrepôt provided administration, facilities,

marketing skills, sales training, and - an investor. The outcome was never in doubt. The company broke even in its first month; it turned a profit in its second month and remained profitable for the entire five year life of the partnership.

Because one of the entrepreneurs was a minority and had many contacts in the minority community, nearly half of the sales staff was young minorities with limited formal educations. All were encouraged to attend college many did so with company assistance. As their sales skills improved and their educations improved they were encouraged too seek out better job opportunities. While this policy caused high turnover, it also created a large network of friends and a very large number of referral customers.



By the end of 5 years the company had generated an 8000% return on investment. The company moved to new facilities. Entrepôt arranged the financing and the founders bought out the investor. The company operated successfully for several more years at which time the founders sold it and went on to bigger and better opportunities.

**Building Businesses is Our Business**