



**Entrepreneurs' Organization**  
Arizona

# STRATEGIC ALLIANCE PARTNERSHIP OPPORTUNITY

A photograph of a desert landscape with a prominent butte under a blue sky with light clouds. The image is partially obscured by a white diagonal shape.

**2017  
2018**

# IMPROVING YOUR BUSINESS

## LEADERS OF CHANGE:

With over 150 outstanding members, Arizona is the fifth largest Entrepreneurs' Organization chapter in the world. Our purpose is to propel entrepreneurs to share meaningful experiences and to learn from each other, leading to greater business success and enriched personal lives. We have many members who are in the *Phoenix Business Journal's* Book of Lists and have received many of Arizona's most prestigious business awards. Amongst them are Lauren Bailey with Upward Projects, Scot Wilcox with Interior Solutions, Jon Rosenberg with LevRose Real Estate, J.P. Dahdah with Vantage Self-Directed IRAs and Mike Troyan with Riot Hospitality Group.

## ABOUT ENTREPRENEURS' ORGANIZATION:

The Entrepreneurs' Organization (EO)—for entrepreneurs who are founders, co-founders or controlling owners of their businesses—is a dynamic, global network of more than 12,000 business owners with 167 chapters in 52 countries. The organization grew by 11 chapters just last year.

Founded in 1987 by a group of young entrepreneurs, EO is the catalyst that enables entrepreneurs to satisfy their thirst for learning, desire to continue growing their successful businesses and make a positive mark in their family and personal lives. For more information, please visit [eonetwork.org](http://eonetwork.org) or [eoarizona.org](http://eoarizona.org).

## EO STATS AT A GLANCE

### GLOBAL



**12,000+ MEMBERS**  
Worldwide

**167 CHAPTERS**  
Worldwide

**52 COUNTRIES**  
With EO Chapters

### REACH



**236 WORKERS**  
Average Employed  
by EO Members

**2.8 MILLION+ WORKERS**  
Employed by EO Members

### MEMBERS



**42 YEARS**  
Average Age

**3.72 YEARS**  
Average Tenure

**5.17 YEARS**  
Median Tenure

**13% FEMALE**  
Worldwide

### RESULTS



**\$2 MILLION USD**  
Average Member Sales

**\$4.7 MILLION USD**  
Median Member Sales

# AZ CHAPTER DEMOGRAPHICS

## GENDER:

Male: 137 Members  
Female: 16 Members

## AGE:

Average Member Age: 44  
Median Member Age: 46  
Age Range: 28-60

## EMPLOYEES:

Range: 1-700  
Total Employees: 6,613  
Average Number of Employees: 44  
Median Number of Employees: 12

24% of the businesses have more than 50 employees  
23% of the businesses have 20-49 employees  
53% of the businesses have less than 20 employees

## SALES:

Range: \$1 Million-\$1.2 Billion  
Total Member Sales: \$3.63 Billion  
Average Member Sales: \$6.86 Million  
Median Member Sales: \$4 Million

41% of the businesses are between \$1-3 Million  
19% of the businesses are between \$3-5 Million  
19% of the businesses are between \$5-8 Million  
11% of the businesses are between \$8-20 Million  
10% of the businesses are over \$20 Million



## INDUSTRIES REPRESENTED:

Accounting  
Advertising/Publication  
Apparel/Accessories  
Arts  
Entertainment/Recreation  
Biotechnology  
Communication Services  
Computer/Consulting  
Computer Services  
Computer Software  
Construction Services  
Consulting Services  
Contracting Services  
Delivery Services  
Distribution  
Diversified Services Conglomerate  
Education/Training

Employment  
Financial Services  
Fire/Water Restoration Services  
Food/Beverage  
Furniture  
Health/Medical Services  
Hospitality Services  
Investment Services  
Janitorial  
Landscape/Florists  
Legal Services  
Maintenance Services  
Management Services  
Manufacturing  
Marketing/Public Relations  
Media Services  
Moving Services

Multimedia/Internet/Online Services  
Oil/Gas  
Other  
Printing/Graphics  
Promotions/Events  
Real Estate  
Recycling  
Rental/Leasing  
Restaurant  
Retail  
Security & Investigation  
Services Not Classified Elsewhere  
Signage  
Storage Services  
Travel/Transportation  
Waste Management  
Wholesale

# SPONSORSHIP OPPORTUNITIES



Our Strategic Alliance Partners are valuable assets to the Entrepreneurs' Organization. We are committed to not diluting the impact and ability of our Partners to receive value for their investment. Our current roster includes Wells Fargo, *The Phoenix Business Journal*, Inspirato and Payroll Experts. These organizations benefit in a variety of ways including access to EO events and private forum meetings. Forum meetings are intimate monthly gatherings of 6 to 12 members presenting on business and personal topics through experience sharing. These educational meetings open the door for you to discuss your service offerings in a topical manner and enable you as our Partner to position yourself as the expert within your competitive landscape.

## PARTNERSHIP BENEFITS:

	LIFESTYLE <small>IN-KIND/ MONETARILY</small>	GOLD <small>\$15K/YEAR</small>	PLATINUM <small>\$30K/YEAR</small>
Access to EO forums and promotional opportunities			✓
Company representatives		1	3
Participation at all events		✓	✓
Inclusion on all marketing materials		✓	✓
Category exclusivity		✓	✓
Partner must provide inherent benefit to membership	✓		
Can explore potential discount or exclusive opportunities for members	✓		

## INFORMATION/QUESTIONS CONTACT:

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