



Ernst & Young
Entrepreneur Of The Year®

Call for 2009 nominations

Nationally sponsored by:



KAUFFMAN
The Foundation of Entrepreneurship

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Quality In Everything We Do

Today the Ernst & Young Entrepreneur Of The Year program takes place in more than 50 countries around the world. It has become the hallmark of success for recognizing entrepreneurs.

Honoring the best in the business

Entrepreneurs are the engineers of America's economy. Their hard work and commitment, despite the natural pitfalls on the road to business success, are not only admirable, they can be somewhat rare. These are the men and women who have the energy and enthusiasm to change our economy for the better. They are the backbone of our economy and will lead the way during these economical challenging times.

Who are they? Being a recipient of this prestigious business award means you're at the top of your game. It puts you in the company of such entrepreneurs as Michael Dell of Dell Inc.; Pierre Omidyar of eBay, Inc.; Michael Szulik of Red Hat; Catherine L. Hughes and Alfred Liggins of Radio One, Inc.; Maxine Clark of Build-A-Bear Workshop; Herb Kelleher of Southwest Airlines; and Howard Schultz of Starbucks.

For the past two decades, we have recognized some of the best and brightest entrepreneurial minds in business through the Ernst & Young Entrepreneur Of The Year awards. National Ernst & Young Entrepreneur Of The Year winners and finalists are announced at our annual black-tie awards gala at the Desert Springs JW Marriott Resort & Spa in Palm Springs. The awards are the culminating event of the Ernst & Young Strategic Growth Forum, a gathering of America's business leaders that provides invaluable opportunities to gain strategic business insights and contacts. Forbes.com named the Forum one of its seven "Get-Ahead Executive Retreats."

Ernst & Young's Strategic Growth Markets practice is committed to serving entrepreneurial companies throughout their life cycle. The practice is a leader in serving both high-growth public and private companies. It plays a leading role in serving businesses with significant venture capital or private equity investment.

Entrepreneurial leaders and visionaries not only create and build market-leading businesses, their accomplishments help take business excellence to new heights, change the face of industries, create jobs and contribute to the vibrancy of communities.

Since the first Ernst & Young Entrepreneur Of The Year awards were presented in 1986, Ernst & Young and national and regional sponsors have recognized more than 12,000 outstanding entrepreneurs in 26 programs across the United States. Today the program takes place in more than 50 countries around the world.

You can be part of this exciting Ernst & Young Entrepreneur Of The Year program. Help us identify the outstanding entrepreneurs of 2009 by nominating them for the Entrepreneur Of The Year awards. You or someone you know could be among those honored.

Who is eligible?

The Ernst & Young Entrepreneur Of The Year awards recognize the men and women who put everything on the line in order to translate an idea into a viable, sustainable enterprise. Entrepreneurs include both founders of companies and also those who organize, manage and assume the risks of a business or enterprise early in its life cycle or during its growth and are still active in the company. Entrepreneurs who are a generation or more removed from the founder, such as in family-owned businesses, are eligible if the individual manages the business and assumes the associated risks.

Successful entrepreneurs, whether company founders or current leaders, take businesses to the next level. They find creative ways to acquire the capital and resources they need to achieve their goals, and build and grow a business.

If this describes you or someone you know, the next step is easy. Respond to the Ernst & Young Entrepreneur Of The Year call for nominations. Self-nominations are encouraged.

How you can nominate

An Ernst & Young Entrepreneur Of The Year nominee must be an owner or manager of a private or public company with primary responsibility for the recent performance of the company and an active member of top management. The nominee's company must be at least two years old. To obtain an application form, you can do one of the following:

- ▶ Call 1 800 755 AWARD
- ▶ Visit our website at www.ey.com/us/eoy for downloadable forms or electronic submissions
- ▶ Complete and return the attached Business Reply Card

How winners are chosen

Ernst & Young Entrepreneur Of The Year nominees are evaluated by independent panels of judges for each program. The judges are past winners, educators and business and community leaders. They know what it takes to be an outstanding entrepreneur and what measures really matter when it comes to selecting award recipients in each of several designated categories.

The business an entrepreneur creates, how successful it has been, its everyday practices with respect to employees, and its impact on the community are among the factors that provide the metrics for selecting Ernst & Young Entrepreneur Of The Year winners. The following are also essential criteria:

- ▶ **Vision.** The ability to create a business concept and implement it effectively.
- ▶ **Leadership.** The focus and strength of character that enable the entrepreneur to move forward – and inspire a team to do the same – despite skeptics and obstacles.
- ▶ **Achievement.** Driving business success by going beyond developing an idea and continually innovating in order to generate new ideas.
- ▶ **Social responsibility.** Knowing that commitment and responsibility aren't confined to business, and leveraging energies and resources to give back to your community.

Regional award winners are eligible to participate in the national Ernst & Young Entrepreneur Of The Year awards, with recognition at a gala ceremony in Palm Springs, California, on November 14, 2009. Then, national winners from 50 countries compete in the World Entrepreneur Of The Year awards in Monte Carlo the following May.

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Ernst & Young is a global leader in assurance, tax, transaction and advisory services. Worldwide, our 135,000 people are united by our shared values and an unwavering commitment to quality. We make a difference by helping our people, our clients and our wider communities achieve their potential.

For more information, please visit www.ey.com.

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About Entrepreneur Of The Year®

Ernst & Young Entrepreneur Of The Year is the world's most prestigious business award for entrepreneurs. The unique award makes a difference through the way it encourages entrepreneurial activity among those with potential, and recognizes the contribution of people who inspire others with their vision, leadership and achievement. As the first and only truly global award of its kind, Ernst & Young Entrepreneur Of The Year celebrates those who are building and leading successful, growing and dynamic businesses, recognizing them through regional, national and global awards programs in more than 135 cities in 50 countries.

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2009

I would like to nominate



Ernst & Young
Entrepreneur Of The Year®

Your information:

Name

Title

Company

Address

City/state/zip code

Phone

Fax

Email address

I would like to nominate:

Name

Title

Company

Address

City/state/zip code

Phone

Fax

Email address

An application form will be sent to the nominee.
The application form needs to be completed and
signed by the nominee.

Mail card or fax to: 866 643 9254
Or email to: betty.pilcher@ey.com

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