



# Employee to Entrepreneur: Taking the Leap

**By Jackie Zimmermann**

After two decades in the workforce, Ohio businesswoman Deborah Wasylo found herself faced with the prospect of having to move to keep her job while dealing with challenges in her family life. Wasylo concluded that she had a choice: continue her corporate career or become an entrepreneur.

"I decided to start a corporate gift company, because that's what I love to do," says Wasylo, the founder and president of Baskets Galore, which creates gift baskets for corporate clients. She had long been enthusiastic about visual design and making people feel cared for, she says, and her new venture touched on both interests. "It was my opportunity to re-engineer my career and follow my passion."

The allure of becoming your own boss seems strong: As of 2014, there were more than twenty-nine million small businesses in the US, up six percent from 2010, according to the US Small Business Administration.

But excelling in an office doesn't mean you're bound for entrepreneurial success. In addition to many logistical and financial challenges, the transition from employee to entrepreneur involves a distinct shift in mentality. Before you make the leap, take these steps to make sure you're ready beyond the numbers.



program, which is supported by the SBA, connects seasoned professionals with small business owners. A mentor can help you turn your understanding of corporate goals into a business strategy by clarifying your vision. They also can help you define your

- 1. Talk with Other Entrepreneurs**  
 The best way to prepare for the jump from a corporate job to calling the shots is to talk with those who have made the transition. "You don't want to reinvent the wheel every single time," says Cathy Posner, a small business coach in Ohio. "You don't have to do it alone." Ask other entrepreneurs how their roles in corporate America prepared—or failed to prepare—them to run a small business. What do they wish they had done differently? What do they wish they had known ahead of time? And, most importantly, would they do it again?
- 2. Identify Your Resources**  
 A small business mentor from SCORE is invaluable to entrepreneurs, Posner says. This free

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**How To Get Involved:**  
 LLTJV@moderntimesinc.com issues Notice of Interest (NOI) emails to all Lendlease Turner registered vendors notifying them of upcoming 1st tier opportunities on the project. Firms respond by clicking through the NOI to the opportunities that match scopes of work they perform.

**To Register as a Vendor with Lendlease Turner JV:**  
 Note : All NYS Empire State Development certified MWBE/SDVOB vendors are already registered with LLTJV. Please contact us if your firm is not currently receiving LLTJV Notices of Interest by sending a note to: LLTJV@moderntimesinc.com

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**Have a question about certification?**  
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To get in touch, please contact: [LLTJV@MODERTIMESINC.COM](mailto:LLTJV@MODERTIMESINC.COM)

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**IS SOLICITING COST PROPOSALS FROM DBE, M/WBE, AND SDVOB SUBCONTRACTORS AND VENDORS**

**Flood Mitigation at Three Bus Depots in the Boroughs of Manhattan, Brooklyn, and Staten Island**  
 MTA NYCT Contract No. B-62032 (DBE)  
 Bid Date: September 13, 2018

**Installation of Three Elevators at 59th Street Station**  
 MTA NYCT Contract No. A-37124 (DBE)  
 Bid Date: September 21, 2018

**DB Ventilation System Rehabilitation and Fixed Fire Suppression System Prototype at the Hugh L. Carey Tunnel**  
 MTA Bridges and Tunnels Contract No. HC-07 (M/WBE, SDVOB)  
 Bid Date: September 12, 2018

**B-62032, Flood Mitigation at Three Bus Depots in Manhattan, Brooklyn, Staten Island (DBE)**  
 The scope of work for this project includes providing flood protection walls, stop logs, flood barrier/panels, replacing manhole covers, sump pumps, and other flood mitigation resiliency measures at three (3) bus depots (MJ Quill, Casey Stengel, and Castleton) in the Boroughs of Manhattan, Queens, and Staten Island. **Many bidding opportunities available:** flood doors, stop logs, louver covers, concrete repair, trench drains, french drain, drainage, penetration sealant, manhole covers, check valve, gate valve, plumbing, masonry, steel H-piles, piles, precast concrete panel, masonry, demolition, crack and spall repair, asbestos removal, sidewalk construction/repair, MPT material, electrical work.

**A-37124, Installation of Three Elevators at 59th Street Station (DBE)**  
 Installation of three elevators; expand full-time control area on north and south side of existing mezzanine; reconfigure stairs, ramps, and public facilities. **Many bidding opportunities available:** electrician, elevator sub, plumber, HVAC sub, steel fabrication, miscellaneous metals fabrication, utility relocation sub, architectural finishes, curbs and sidewalks, demolition.

**HC-07, DB Ventilation System Rehabilitation (M/WBE, SDVOB)**  
 The work to be performed under this contract includes: complete design and construction services at the Brooklyn Ventilation (BVB), Governors Island Ventilation (GIVB), Manhattan Blower (MBB), and Manhattan Underground Exhaust Buildings (MUEB), inclusive of construction quality control and quality assurance for the following: furnish and install high efficiency exhaust and exhaust fan motors with associated drive assemblies; furnish and install removable stainless steel partitions; relocate actuators, electrical demolition, and equipment replacements and relocations; replacement of inboard and outboard fan supports; testing and commissioning of all new and modified equipment and systems; and design, furnish, install, test, and commission fixed fire suppression system (FFSS)—Water Mist Prototype through zones EE4, EE5, and WE5 of the Hugh L. Carey Tunnel (HLCT). **Many bidding opportunities available:** mechanical—fan work, motor installation, fire suppression, water main, civil—equipment pads, maintenance and protection of traffic, and electrical.

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**PATH Flood Protection for Exchange Place and Newport Station Head House**  
 PANYNJ Contract No. PAT-784.169 (DBE)  
 Bid Date: September 13, 2018

**Construction of a New Brooklyn Community District 3 Garage**  
 DSNY Contract No. S186/224 (M/WBE)  
 Bid Date: September 27, 2018

**PAT-784.169, PATH Flood Protection for Exchange Place and Newport Station Head House (NY/NJ DBE: 23%)**  
**Description of project:** The work generally relates to performing installation of flood protection, including furnishing and installing an integrated aluminum and glass flood-resistant system, concrete walls, and deployable flood barrier, and related work at Exchange Place and Newport PATH Stations in Jersey City, New Jersey.

**S186/224, Construction of a New Brooklyn Community District 3 Garage**  
**Description of project:** The scope of work consists of the construction of a new LEED® Silver Certified garage facility, comprising one (1) level of vehicle storage and repair facilities, with three (3) levels of personnel support facilities serving Brooklyn Sanitation District Brooklyn 3. Below grade parking is provided for personnel. This facility shall be constructed on a pile foundation and have a steel frame structure. Exterior walls are of cast-in-place concrete, precast concrete panels, curtain wall, and aluminum solar shading devices. The project site is located at Nostrand Avenue and Park Avenue in Brooklyn and includes related site work and interior building finishes.

**Many bidding opportunities available.**

If you are interested in bidding on these projects, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

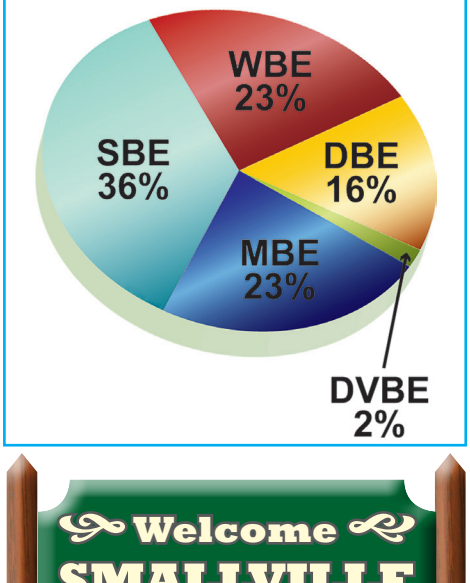
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**CBTC System Overlay West 8th Street to Church Street, Culver Line "B" Division Project in the Borough of Brooklyn, New York**  
 MTA NYCT Contract No: S-47009  
 Bid Date: September 27, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 21, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!



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**Replacement of Roadway Deck in Suspended Spans of the Throgs Neck Bridge**  
 Project in the Borough of Queens, New York  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: September 13, 2018

**ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, September 7, 2018.**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Jackie Cotto at 914-739-1908. Come and join our team!

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**Throgs Neck Bridge Replacement of Roadway Deck in Suspended Spans**  
 MTA Bridges and Tunnels Contract No: TN-49  
 Bid Date: September 13, 2018

Subcontracting opportunities include but are not limited to Asphalt, Barrier, Bearings, CPM Scheduling, Demolition, Drainage, Electrical, Expansion Joints, Fencing, Field Trailer, Fuel, Haul and Dispose, Highway Lighting, Miscellaneous Metals, MPT, Painting, Paving, Railings, Rebar, Sandblasting, Saw Cutting, Sealing, Signs, Striping, Structural Steel, Surveying, Testing, and Trucking. Please see contract documents for further opportunities.

Interested firms please contact [john.papagiannakis@skanska.com](mailto:john.papagiannakis@skanska.com) • EOE/M/F/Vet/Disabled

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**42nd Street Shuttle Line Project**  
 MTA NYCT Contract No. A-35302/37116  
 Bid Date: September 21, 2018

**Description of project:**  
 Times Square, conversion from a three-track to a two-track shuttle operation with a six-car train on each track. The existing platforms will be reconfigured into twenty-eight foot wide platform which shall also be extended three hundred sixty feet along the existing track alignment. A second means of egress will be provided at the east end of the extended platform. Work will also include providing vertical accessibility with a new stairway from the shuttle mezzanine to street level, a new Control Area, removing columns, modifying the structural system at all column consolidation locations to redistribute the loads, removing an existing Control Area, stairs P-9 and S-12, relocating columns for proper alignment of car doors and proper passenger flow, new communication rooms at both stations, GCT scrubber room relocation, line GCT employee area, and stair work at GCT. **Many bidding opportunities available.**

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**NORTHEAST EVENTS FOR YOUR BUSINESS**

**2018**

**Selling to the Government, 8A, Hubzone, and WOSB Certification**  
 Thursday, September 13, 2018, 10:30 am–12:30 pm  
 College of Staten Island, Small Business Development Center, 28 Victory Boulevard, Building 3A Suite 105, Staten Island, NY  
 Main Sponsor(s): US Small Business Administration  
 Contact: Ana Hernandez, 212-264-4322, [ana.hernandez@sba.gov](mailto:ana.hernandez@sba.gov)  
 Fee: Free; registration required

The federal government spends \$500 billion per year on goods and services. Does your company capture any of this business? This seminar is geared toward assisting socially and economically disadvantaged businesses, as well as small businesses located in Historically Underutilized Business (HUB) zones and those defined as Woman-Owned Small Businesses (WOSBs). Participants will better understand how to position themselves to do business with the federal government. Learn more about the certification process and how your business can benefit.

**From Hiring to Firing and Everything In Between: The Basics of Being an Employer**  
 Thursday, September 13, 2018, 12:00 pm–1:30 pm  
 Founder's Business Park, Connecticut Center for Advanced Technology, 222 Pinckitt Street, East Hartford, CT  
 Main Sponsor(s): University of Hartford Entrepreneurial Center and Women's Business Center, Automatic Data Processing (ADP)

Contact: Entrepreneurial Center, 860-768-5681, [entrect@hartford.edu](mailto:entrect@hartford.edu)  
 Fee: Free; registration required

This presentation will explore the responsibilities of an employer, the true cost of hiring an employee, risks involved with employment, common compliance pitfalls, and best practices. This is presented in partnership with ADP. Register at [www.hartford.edu/ec-register](http://www.hartford.edu/ec-register) or call 860-768-5681. The University of Hartford's Entrepreneurial Center and Women's Business Center, founded in 1985, provides personalized business advising, educational programs, technical assistance, and networking events for new and expanding small businesses in Connecticut.

**The Right Foot**  
 Thursday, September 20, 2018, 9:00 am–11:30 am  
 Northern Rhode Island Chamber of Commerce, 6 Blackstone Valley Place #402, Lincoln, RI  
 Main Sponsor(s): Rhode Island Small Business Development Center (SBDC), Northern Rhode Island Chamber of Commerce, Rhode Island Department of State  
 Contact: Susan Snyder, 401-874-7232, [ssnyder@uri.edu](mailto:ssnyder@uri.edu)  
 Fee: Free; registration required

Test your dream in this intensive workshop designed to assess the feasibility of your business idea and provide you with the tools and tips needed to plan for entrepreneurship. Both traditional and progressive tools like the Business Model Canvas will be utilized to help you target your customers, define your value proposition, and estimate the resources and cash needed to be successful. Our advisers are available to customize these lessons to your business at no cost. Speakers: Dennis McCarthy, Jude Kostas, Esq., Amanda Caetano.

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