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1. How did you get started in your business?

I was a victim of the economic downturn in 2010. After spending time thinking about what I wanted to do next, I decided that I wanted control over my own destiny. At the time I was in my early 50s. I knew that if I was ever in that position again, my career would be over. Like many other Baby Boomers, I decided that it was time to open my own business.

2. Where did you get your inspiration?

My sister and business partner inspired and encouraged me to move forward with our business - PRCOUNTS, LLC. She developed a financial plan that was sound and doable. She made me realize that I could replace and exceed my income by simply getting five to ten clients.

3. Do you have a mentor(s) that you work with?

Yes, I work with two business coaches. One is a fellow graduate of the Institute for Professional Excellence in Coaching (iPEC) and the second is an executive with Taylor Protocols. Both help me to stay on target. We talk weekly about my goals, prospects, project management and a number of business issues. They provide me with the encouragement and motivation to move forward.

4. What is the key attribute you believe it takes to be an entrepreneur?

Actually, I believe that it takes two key attributes to be an entrepreneur - faith and determination. Faith in yourself, abilities and the value you can bring to a relationship. Determination to succeed no matter what happens, how many times you are told "no" and what challenges stand in your way.

5. How do you manage your long-term strategy?

I manage our long-term strategy by staying focused on our goals. It is important to decide which niche you are going to serve and concentrate on what you do best. You need to narrow your service offerings down to what you are truly passionate about and work in a niche that appreciates what you have to offer. If you do this right you will develop a position as a thought leader and business opportunities will come to you.

6. What are the top two lessons learned in your business that could help someone else?

Develop a plan and focus on what you intend to do.

7. What would they tell another women business owner today?

If you are passionate about what you are doing, success is just around the corner.