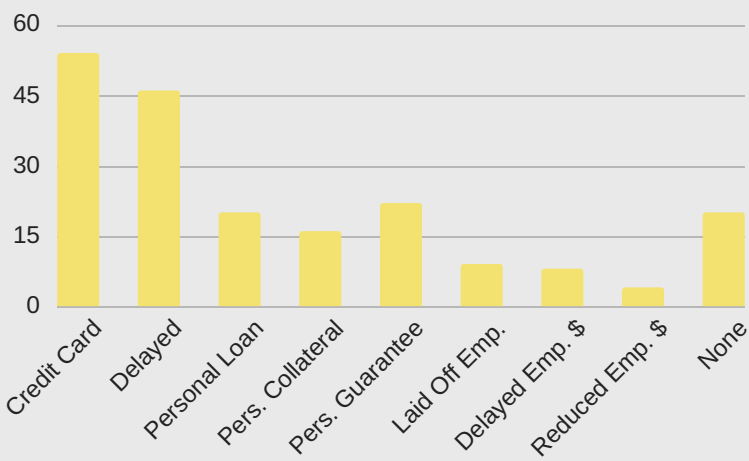
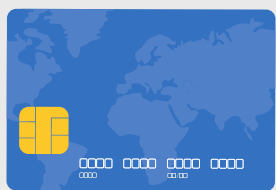




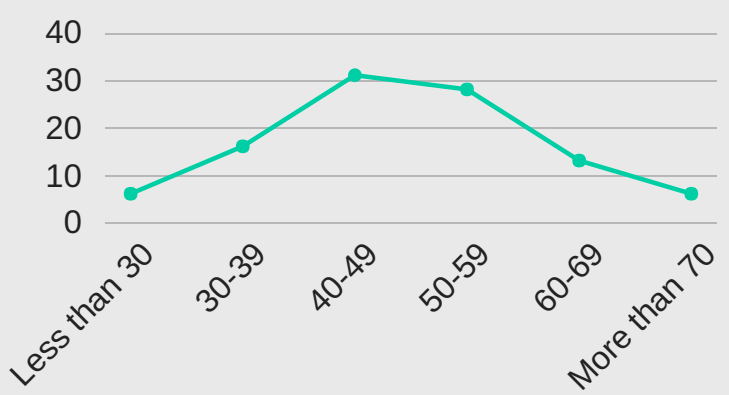
2018 MEMBER SURVEY

TOP 12 Insights

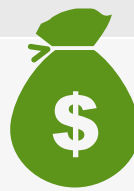
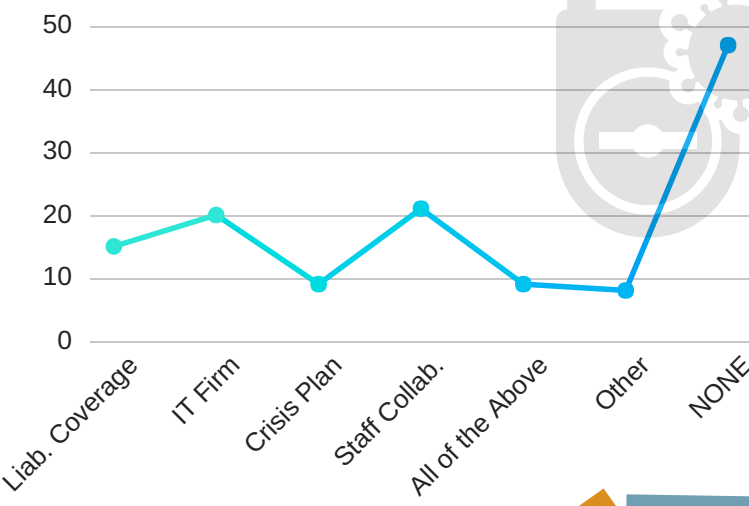
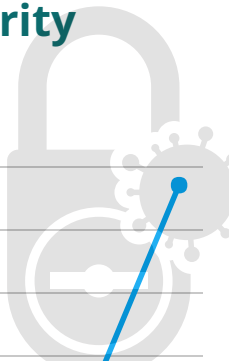
Which of the following financial sacrifices have you made for the betterment of your business?



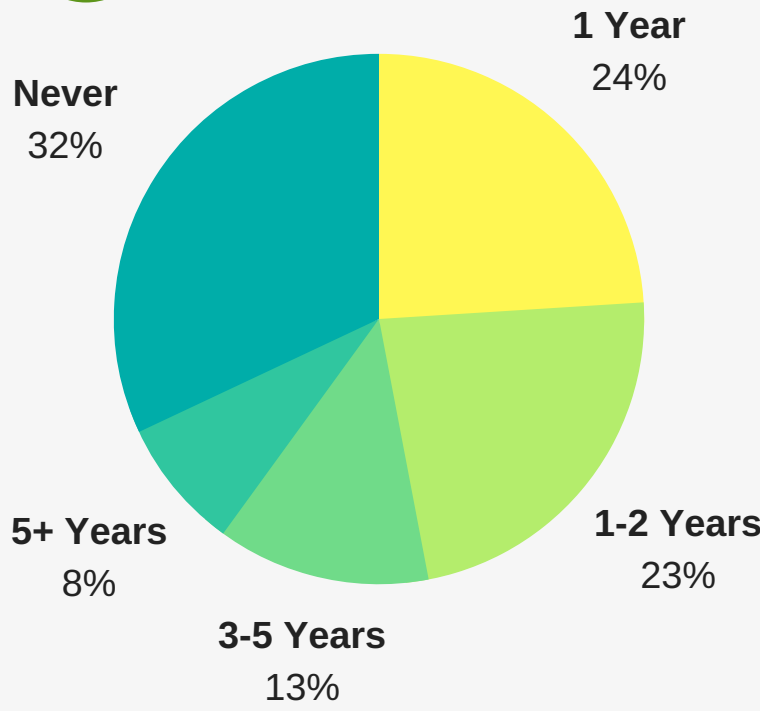
On average, how many hours a week do you work?



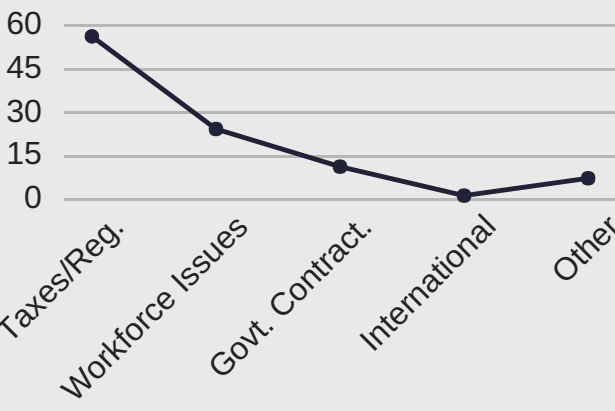
What preparations, if any, are you engaged in to prevent and prepare for a cyber security incident?



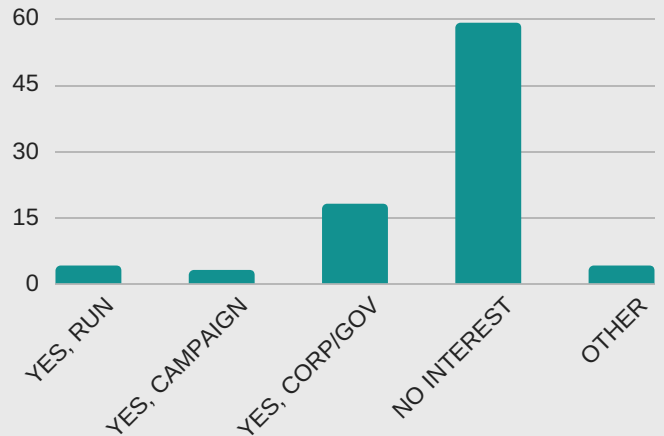
When was the last time you gave yourself a raise?



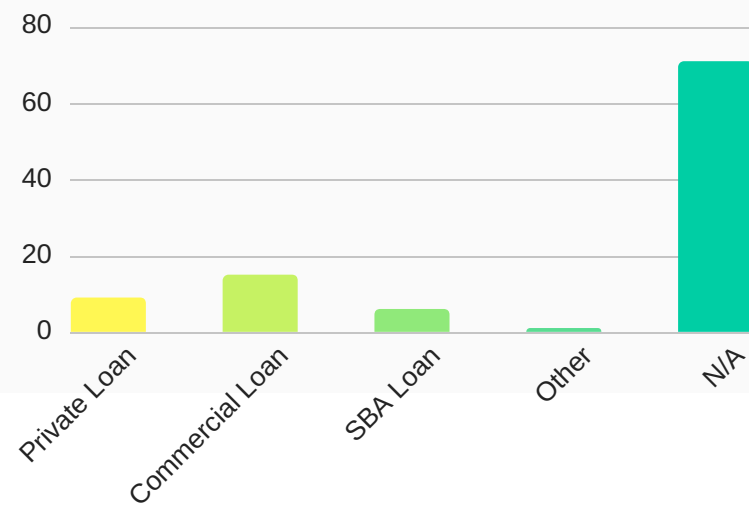
What advocacy issue most directly impacts your business?



Are you interested in public service?



Which, if any, of the following financing avenues has your business utilized?



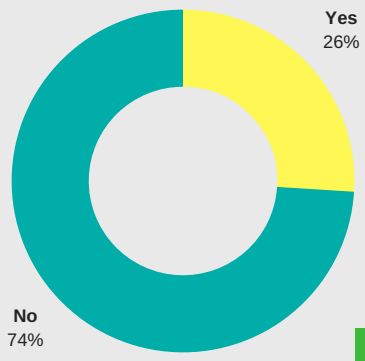
56%

What are your plans for 2018?

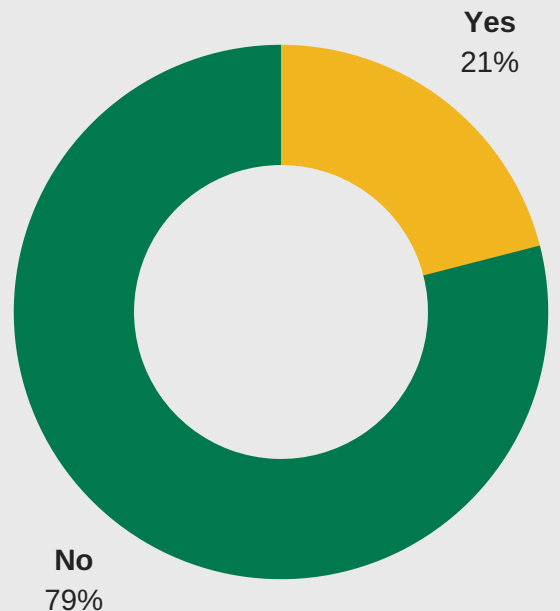
HIRE MORE STAFF

Will you pursue any financing avenues for your business in 2017?

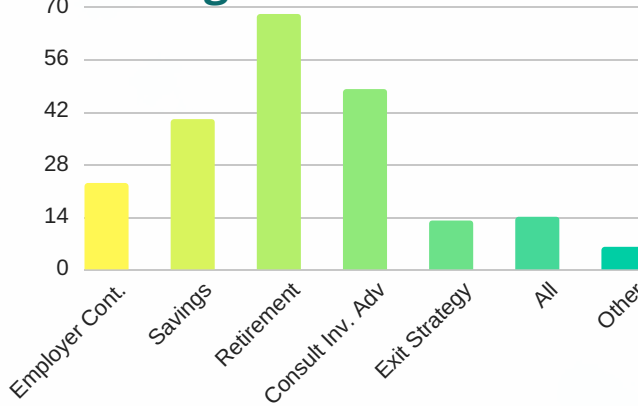
Majority 'No' do not have the need for more financing, others do not qualify or are working to pay down current debts.



Have you pursued any financing avenues for your business in the past year? Why or why not?



What preparations, if any, are you making for retirement?



Are you engaged in succession planning for your business?

