

# PHOENIX Business Journal

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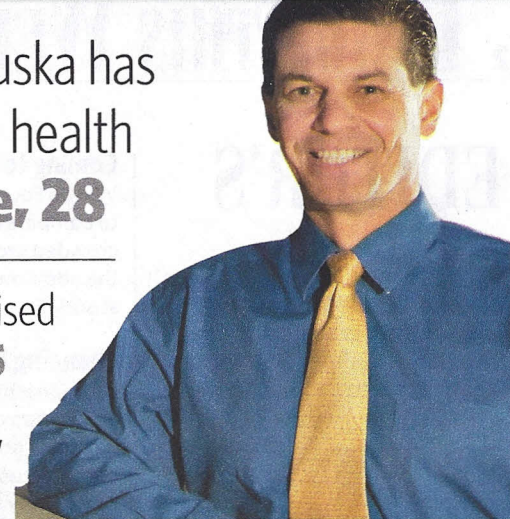
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## Chandler entrepreneur earns national small-business award

BY REBECCA McCLAY

Contributing Writer

A Chandler woman recently earned national recognition for her home-based business, which employs seven stay-at-home mothers.

Carolyn Brown founded the Accountant's Office in 2001 and has noted consistent growth, with revenue increasing by 35 percent in 2006, 37 percent in 2007 and 39 percent in 2008. She declined to provide revenue totals.

Brown earned a U.S. Small Business Administration's 2010 National Women in Business Champion award, the only Arizona businessperson to receive the honor this year. She will travel to Washington May 23-25 during National Small Business Week to receive the award.

"Our business model is really the wave of the future," Brown said. "Brick and mortar is so expensive when you're in the service industry and not meeting clients. It's the perfect model."

The Accountant's Office helps small businesses with bookkeeping, working with the company's in-house accountant and saving the business thousands in salary expenses.

"This is something I created that's a reflection of me and what's important to me," Brown said. "One of the biggest challenges

**'There was no business model to follow. I was creating it as I went.'**

**Carolyn Brown**  
The Accountant's Office



was there was no business model to follow. I was creating it as I went. Over the years, I've refined the system a lot."

Earlier this year, Brown won the Arizona SBA award and a regional award, which included entrepreneurs from Arizona, California, Nevada, Hawaii and Guam.

"The key for any business owner is to do what they love," she said.

Brown is receiving business mentoring from Patricia Drain & Associates.

"I always respect people who understood they don't have to do it alone," Drain said. "Carolyn is such a great student. She does what she says she's going to do."

Brown was Phoenix Metro Chapter president of the National Association of Women Business Owners in 2006. She now is serving her third year on the legislative committee of the Arizona Society of

Practicing Accountants.

Brown served for two years on the advisory board of the Arizona Small Business Association and is now the liaison between ASBA and ASPA.

"Carolyn has been a very involved member of this community for a number of years," said Robert Blaney, SBA Arizona district director. "This (award) speaks to her character and her tenacity."

Rebecca McClay is a student at Arizona State University's Walter Cronkite School of Journalism and Mass Communication.

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