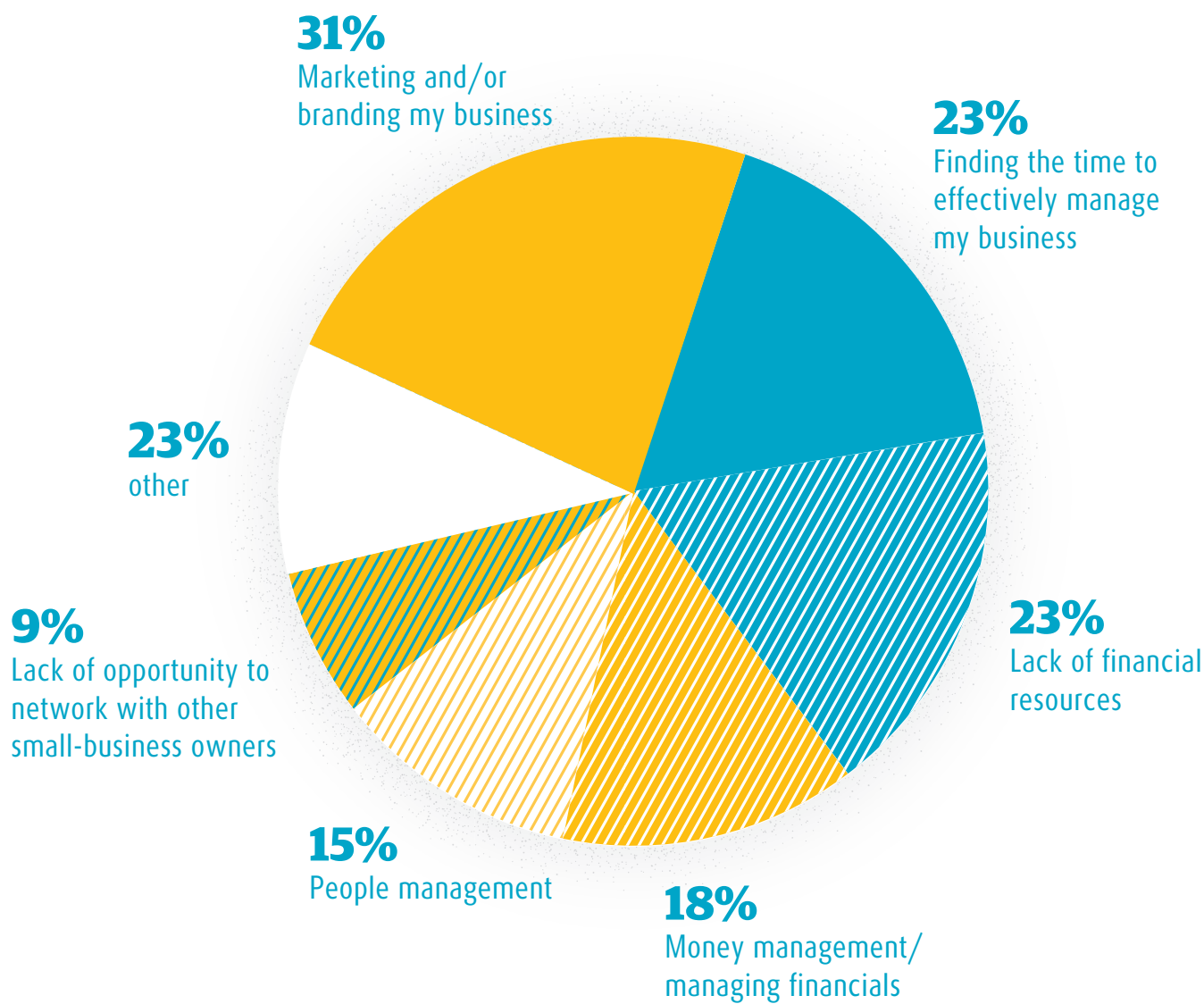




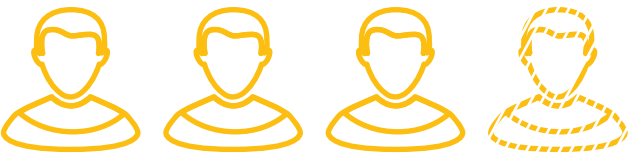
*** SMALL BIZ OWNERS CRAVE CONNECTIONS & MARKETING ADVICE ***

The most common challenge small business owners identify with is branding & marketing. Lack of time and lack of financial resources follow in second place.



Entrepreneurs agree that they can increase their marketing.

More than three-fourths of participants (76%) agree that there is room to expand their marketing efforts.



Small business owners view each other as the best resource.

66% agree that it is important to form strong relationships with other small biz owners.

The results of the survey are based on an online survey conducted March 25-30, 2016 by The UPS Store, Inc., franchiser of The UPS Store network, with small business owners. The methodology of the study was an online survey among a panel of 500 small business owners contacted through Research Now. All participants were 18 and older and residents of the United States. The UPS Store, Inc. strives to include accurate and up-to-date Information but makes no claims, promises or guarantees about the accuracy, completeness, or adequacy of the information or survey results provided herein; the information is provided on an "as is" basis.