



## PART III: THE DEAL

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### *Are we there yet?*

**O**ppportunity knocks. Or does it? When do you reach that great crossover point, the time when your skills will be sufficient to become a successful entrepreneur? How will you know? Or, as small-business owner Tom Graham says, “If your ship doesn’t come in, should you swim out to it?” When is it time to step out and become an entrepreneur?