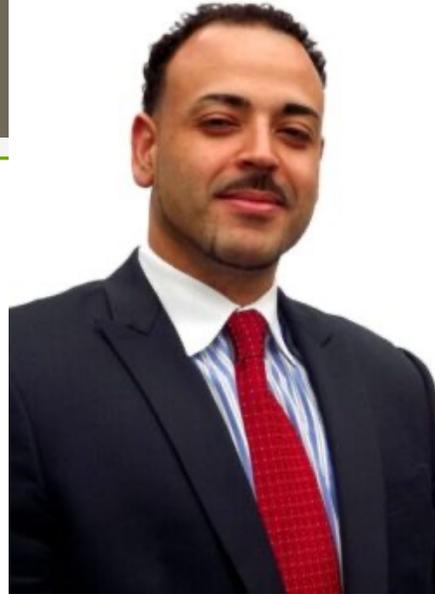


JC Maldonado, JD

CEO



I wasn't raised in a family of entrepreneurs so I'm not sure where it came from, but by the time I was in college I knew I wanted to own a business. Fortunately, Fordham University School of Law had evening classes, so, while pursuing a law degree by night, I founded a mergers and acquisition company by day. That was 2000 and, with the exception of the great recession of 2009, we've been able to grow the business year-over-year into the company I lead now.

After the recession, my partner Sam and I reinvented the company and established a whole other niche. We decided to focus on an underserved market by acquiring profitable Small Companies in the B2B arena of a certain size, essentially transforming BizGro into a large holding company that is a professional acquirer. It was a smart move, and we began growing exponentially. We also have continued to grow throughout the pandemic, buying companies that were essential and thriving.

Today BizGro Partners manages a portfolio of \$240M in annual revenue, \$40M in profits, with 1,200+ employees and a market value upwards of \$400M. I joined Vistage in 2019 because I wanted to be around other entrepreneurs, partner with them and learn from them. I'm now surrounded by positive, forward-thinking people who want to grow, too. And the diversity of speakers, my Chair, resources, the group dynamic... all bring value to my thought process.

One of the things that has helped is my mindset about being an entrepreneur; I see it as a lifestyle. New challenges are going to pop up every single day and if you emotionally react you're going to get burned out. You have to allocate your energy properly. There's a difference between a problem and a disaster. You can't treat every problem like a disaster; you've got keep things in perspective.

I had big aspirations when I started out so I still consider my business to be a-work-in progress. There's lots of room for growth, but I'm very happy with how far we've come. You can't have a mindset that you've arrived. Ever. No matter how well you're doing in business, you're always confronting new challenges and you always have to find new ways to grow. The minute you think you've reached your full potential, you start going backwards. You can't get comfortable, you have to keep getting better.

”