



Sage Reinvention of Small Business Study

Summary Report

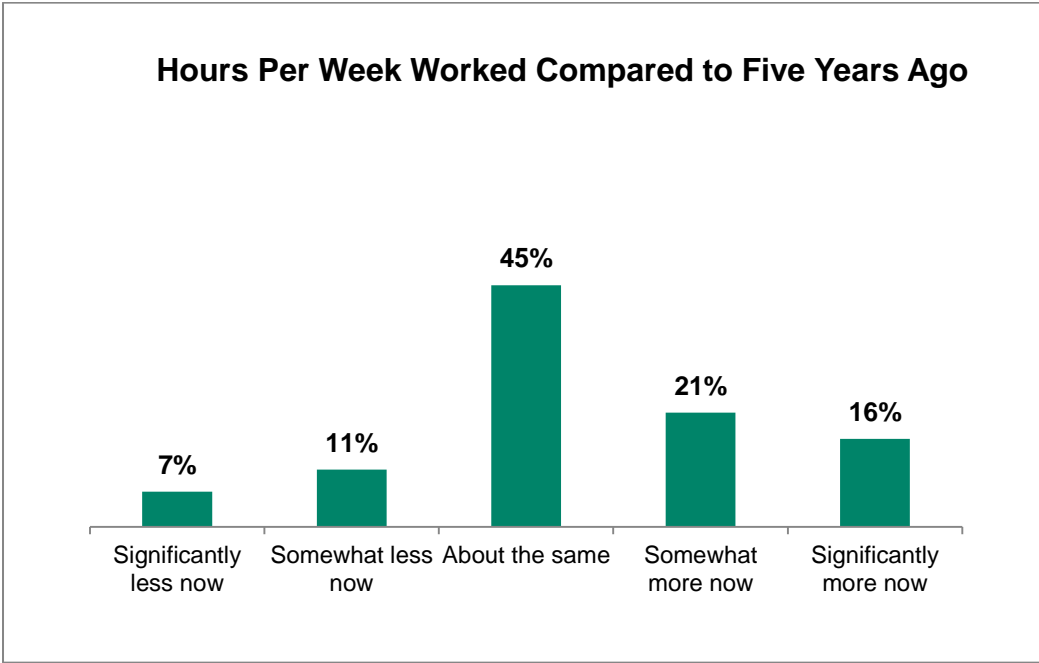


Introduction

[Sage North America](#) serves more than 6 million small and midsize organizations worldwide, regularly surveying them and other organizations for their opinions on a variety of business topics. This particular survey is focused on how small businesses are changing the way they conduct business in a recovering economy.

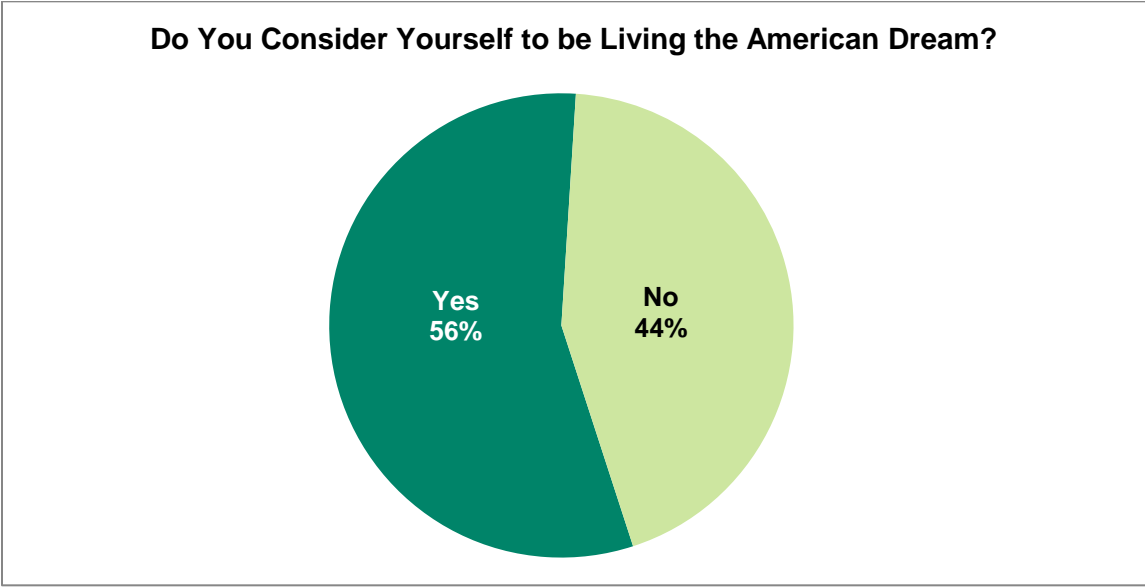
Extended Work Week and Less Vacation

The survey found that 47 percent of small business owners are working more hours per week than they were five years ago. 68 percent of these owners are now working both longer days and more weekends. In addition, many small business owners are now taking less vacation time, with 43 percent saying that they are taking significantly or somewhat less compared to five years ago.



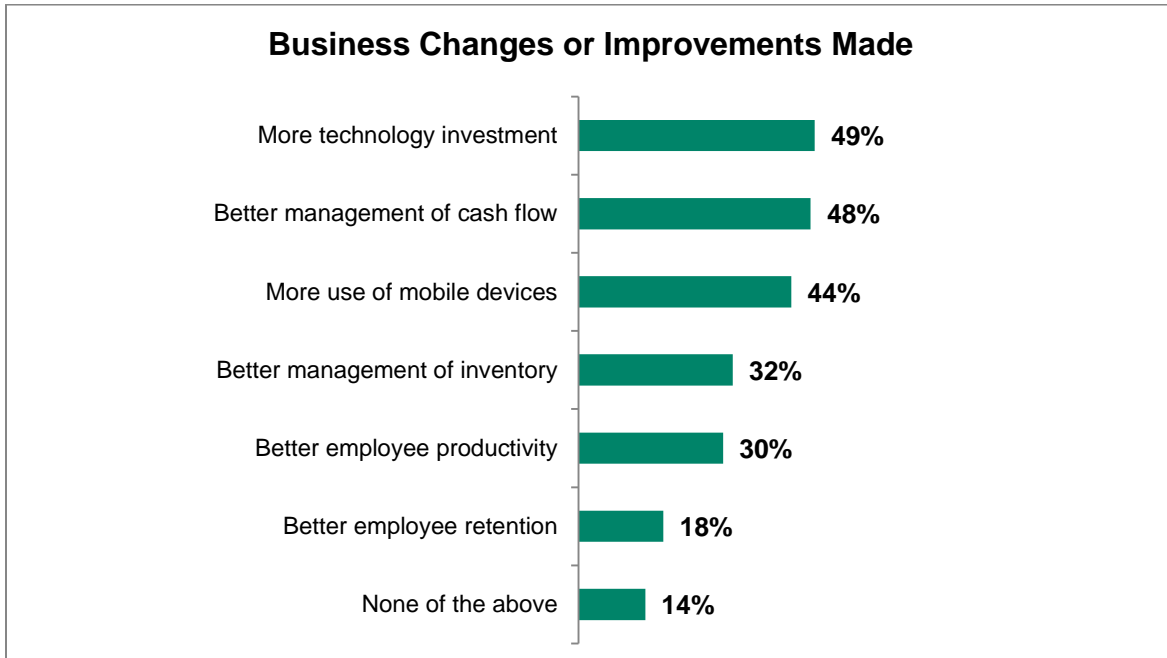
Living the American Dream

The survey asked small business owners whether they believe that they are living the American dream by having their own business, and 56 percent responded “yes.” When asked if they had contemplated giving up their business over the past five years, during the economic downturn, 76 percent of respondents said “no.”



Adaptive Approach to Business

To survive and thrive in a changing economic climate, the most common methods employed by these small businesses are increased technology investment, better management of cash flow, and more use of mobile devices.



About the Survey

The survey was conducted by Sage during June 2013 among Sage customers in the U.S. who are business owners with fewer than 100 employees. A total of 347 people completed the web-based survey. The margin of error is +/- 5% with a confidence level of 95 percent.

©2013 Sage Software, Inc. All rights reserved. Sage, the Sage logos, and the Sage product and service names mentioned herein are registered trademarks or trademarks of Sage Software, Inc. or its affiliated entities. All other trademarks are the property of their respective owners.