The next entrepreneur interview came from my cousin, Kathy Brown, in the Providence,RI area. Kathy described her entrepreneur experience to me in the following manner. She is an independent, individual, free-lance software consultant specializing in a specific database application environment, Filemaker Pro. Her consultant work began in 1998 when her staff position at a local university came to an end. She now independently provides consulting and training in a database application environment. Kathy received no government, philanthropic, anchor instution, or intermediary institution donations for her start up consulting business, but Kathy does provide her services for local non-profits as a volunteer herself. Kathy's biggest challenge was staying current with hardware and software versions because she works in this position on part-time-status. The growth of her business was mostly from word of mouth of completing projects for customers. Most of Kathy's clients are higher educational institutions across the country. Kathy measures her success regularly according to the amount of consulting work she has been contracted to do.