



LIGHTING



EGRET  
CONSULTING GROUP

# THE BUZZ

Insights into the forces shaping our industry's future.

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## Tip of the Week



### Brooke Ziolo

*Partner, Lighting Recruiter*



Brooke Ziolo is an executive recruiter in the lighting industry. She helps lighting manufacturers and lighting design firms hire industry specific talent to grow their companies.

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## 9,000,000 Businesses for Sale

by Ted Konnerth

The estimates vary widely, but there are around 15,000,000 businesses in the US. Of that number, at least 9,000,000 are currently owned by Baby Boomers; i.e. anyone who was born between 1946-1964. There are 75,000,000 boomers. This generation has had an enormous impact on the economy and culture of the US since they were born.

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The [Egret Consulting Group on LinkedIn](#) has reached over 3000 members! It's a centralized place to network with industry colleagues, get advice, view our newest job openings and discuss industry happenings. Are you a member?

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### Featured Jobs

**Regional Sales Manager**  
**VP Product Management**  
**Lighting Designer**  
**National Sales Manager**  
**Outside Sales**

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### Upcoming Industry Events

**Electric Expo**  
King of Prussia, PA  
Oct 25 - 26

**IEC Con 2017**  
Phoenix, AZ  
Oct 25 - 28

**Dreamforce 2017**  
San Francisco, CA  
November 6 - 9

**GreenBuild Expo**  
Boston, MA  
November 8 - 9

**NAED - Eastern Region**  
Tampa, FL  
November 13 - 15

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## Recent Successful Lighting Placements

- RSM - Specialty Harsh & Hazardous Lighting Manufacturer
- Quotations - Lighting Rep Agency
- RSM - Commercial & Industrial LED Lighting Fixture Mfr.
- Engineering Manager - Commercial LED Lighting Fixture Mfr.
- Project Manager - Electrical Contractor
- Lighting Designer - Lighting Design Firm
- RSM - Decorative Lighting Fixture Manufacturer
- VP of Sales - LED Components Manufacturer
- Design Engineer - Industrial & Infrastructure Lighting/Lamp Mfr.
- RSM - Commercial & Hospitality Fixture & Lamp Lighting Mfr.
- Product Manager - Industrial Lighting Manufacturer
- Lighting Specialist - Harsh & Hazardous Lighting Manufacturer

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