

# THE BUSINESS OF NEW JERSEY



## Lessons learned

**JOELLE HINDS-WARE:**

Managing partner,  
Verify-ED in Montclair

**WHAT I DO:** Provide  
background screening  
and résumé verification

“When I first went into business for myself, I thought I could do it all. The lesson I learned was that no entrepreneur can launch a business alone. You need a partner to invest time and money. When I could not afford the salaries of the best employees, the business suffered. I never realized all the additional responsibilities I would have, like payroll, payables, receivables — while operating the business. . . . It takes more effort than you can ever imagine, so align with someone who will work hard, provide resources and be with you for the long haul.”