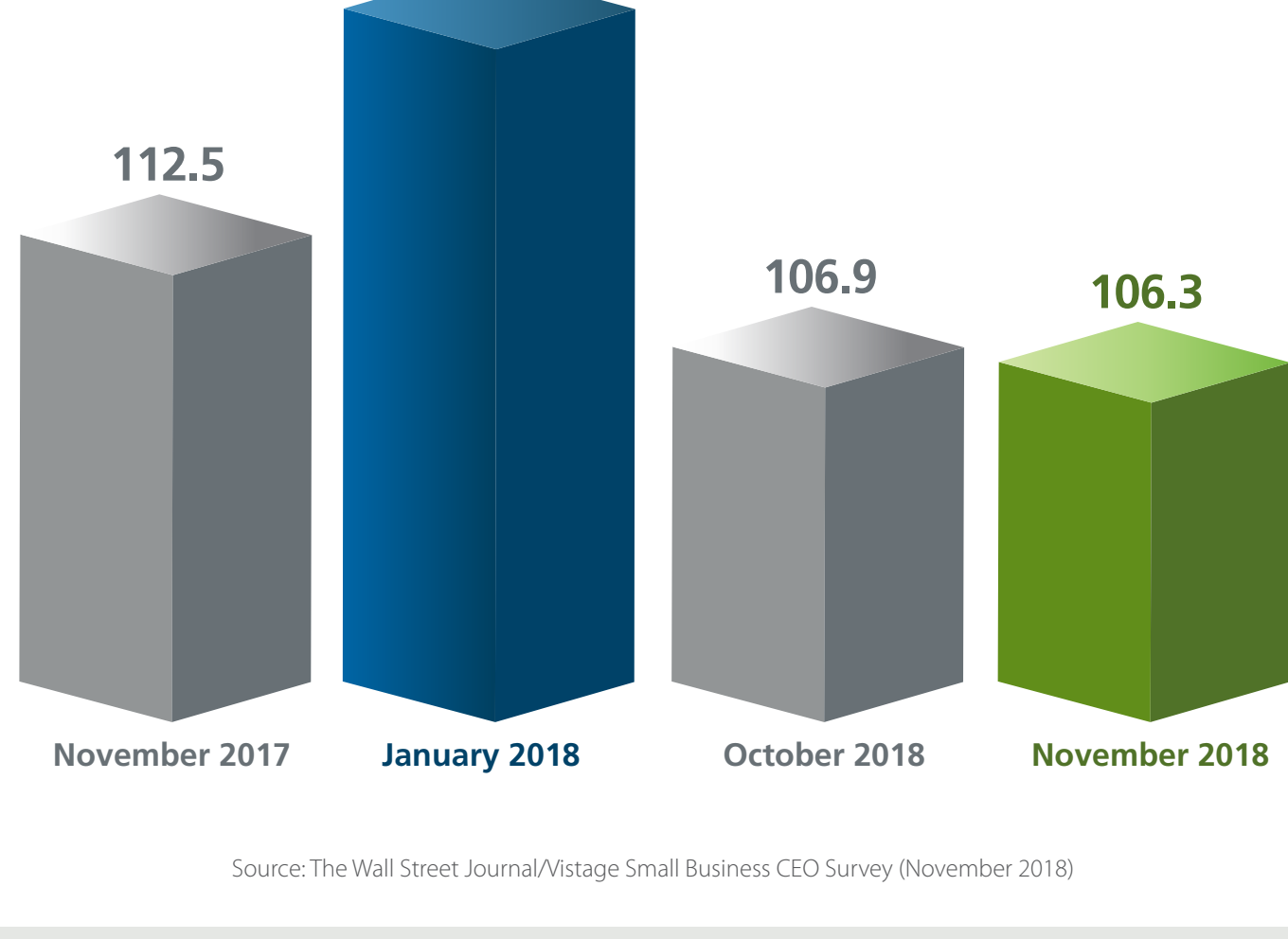


Small Firm CEOs Are Cautiously Optimistic About the Future.

November 2018

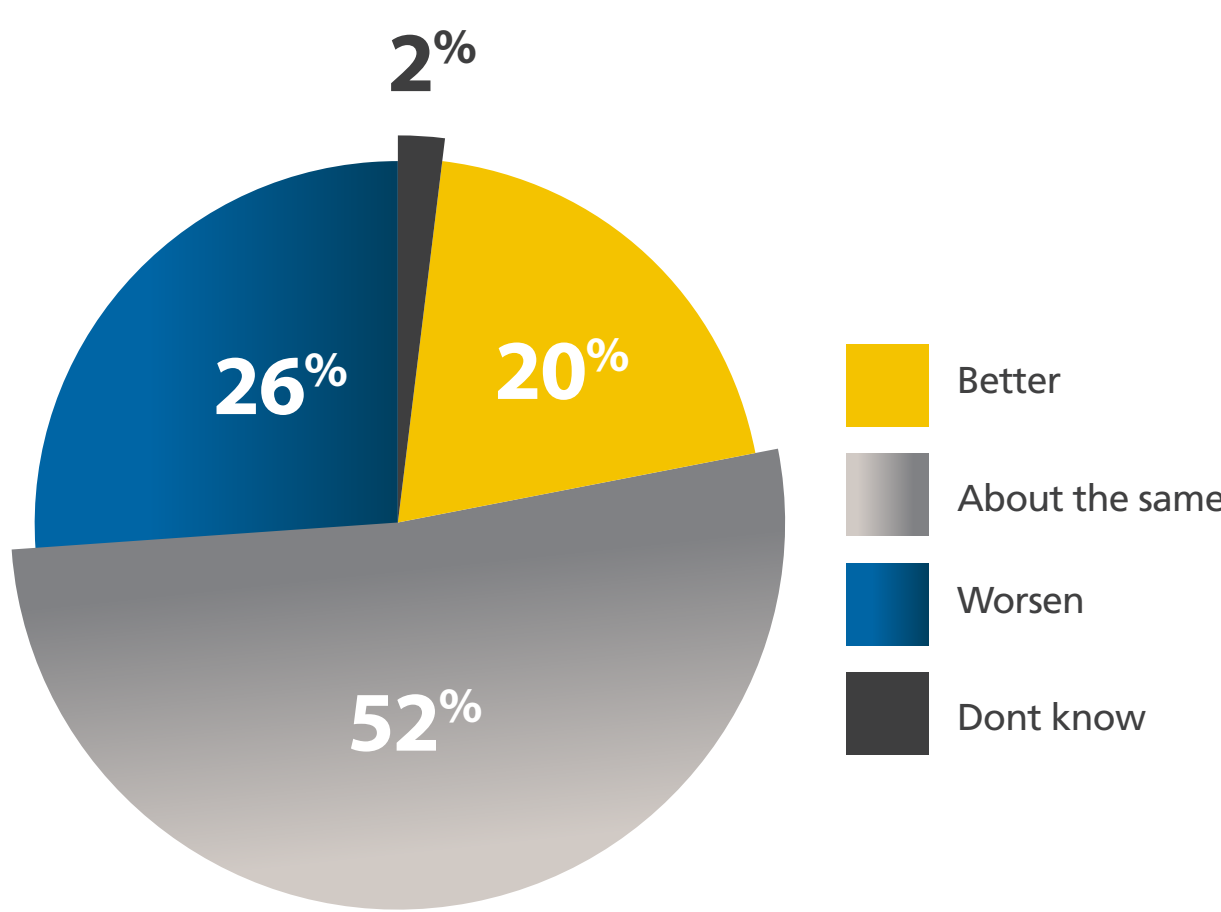
The WSJ/Vistage Small Business CEO Confidence Index was 106.3 in November, down 6.2 points from 112.5 last November.



Source: The Wall Street Journal/Vistage Small Business CEO Survey (November 2018)

Expectations for future economic growth near record low.

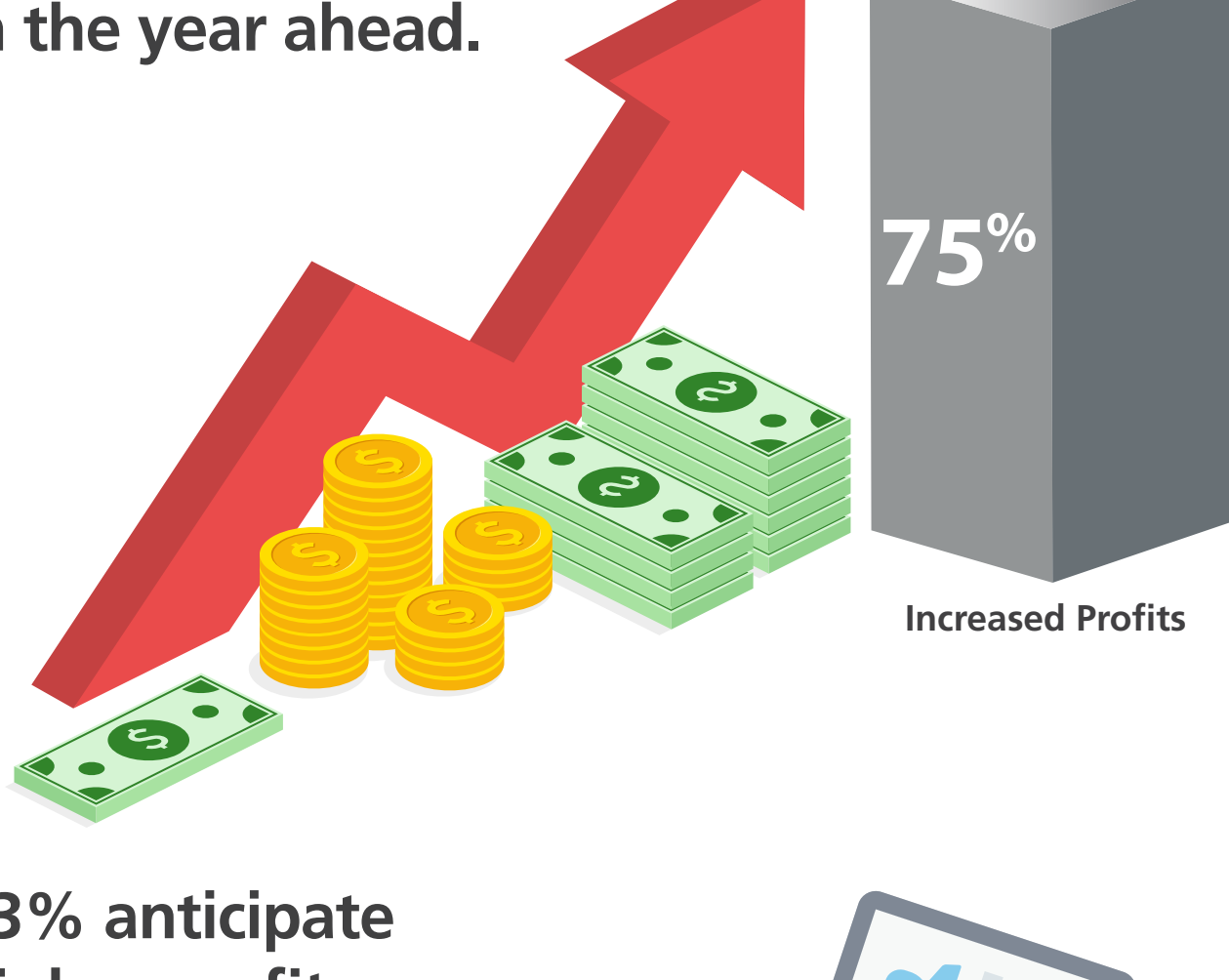
More CEOs anticipate the economy to worsen in the year ahead than expect improvements.



Source: The Wall Street Journal/Vistage Small Business CEO Survey (November 2018)

Slight increase in expected prospects indicates optimism for the future.

75% of CEOs expect increased revenues in the year ahead.



63% anticipate higher profits.



Source: The Wall Street Journal/Vistage Small Business CEO Survey (November 2018)

Customer inquiries and leads drive revenues.

51% of CEOs reported an increase in customer inquiries and leads compared to last year.



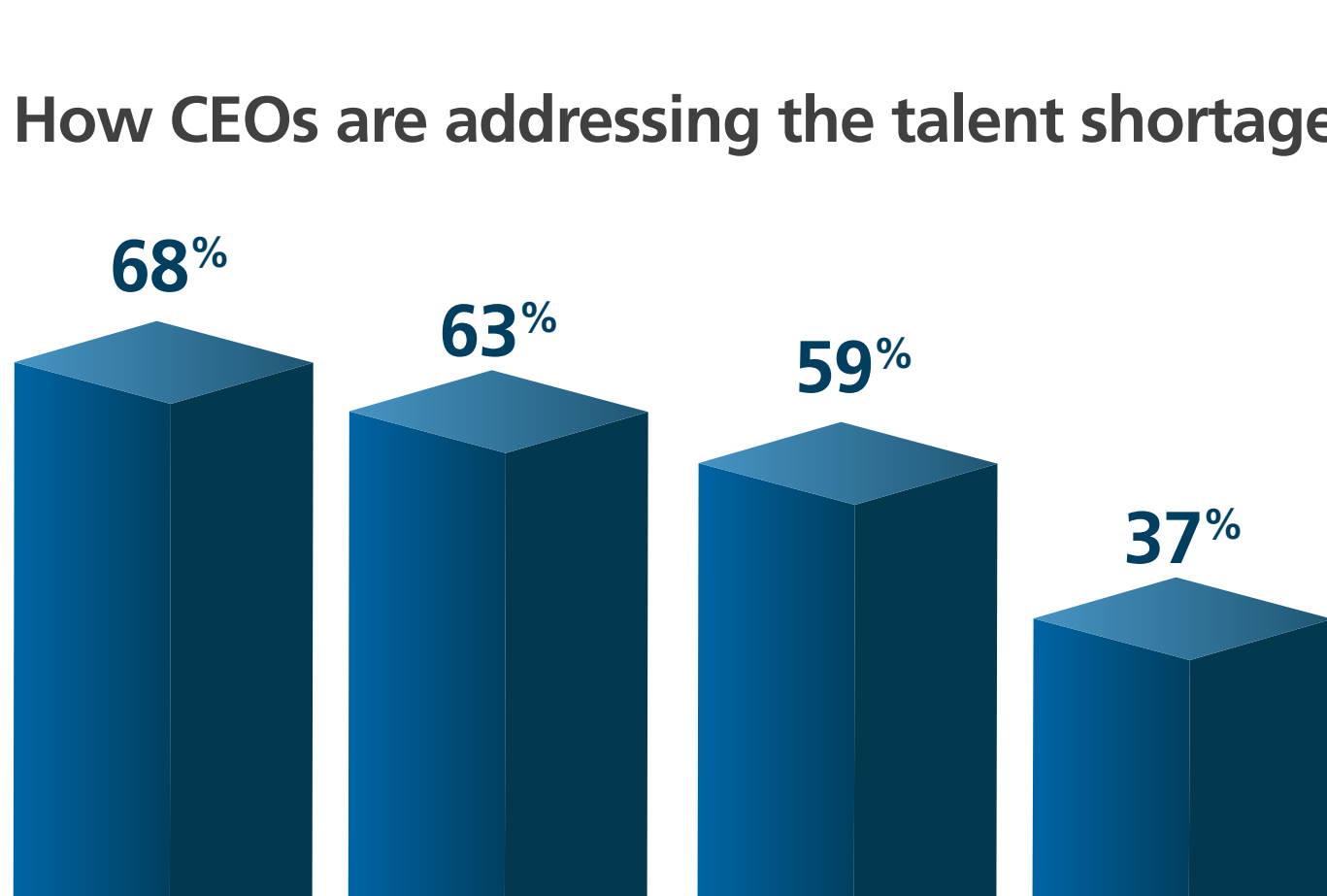
Source: The Wall Street Journal/Vistage Small Business CEO Survey (November 2018)

CEOs adopt tactics to improve hiring and retention.

62% of CEOs plan workforce expansion in the year ahead.



How CEOs are addressing the talent shortage.



- Analysis provided by Dr. Richard Curtin, University of Michigan

Source: November 2018 WSJ/Vistage Small Business CEO Confidence Index survey, n=688

[VIEW COMPLETE RESULTS](#) ►

WSJ | VISTAGE
Small Business CEO Survey