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To Business, Travel, Book Editors:

**Famed woman entrepreneur describes her adventures co-founding a mega-chain crate furniture business and a resort in the Bahamas.**

**Richmond, VA** – Defying the status quo in venerable old-line Richmond, Libby Brown took her first leap into the unknown to co-found the crate furniture phenomenon This End Up, transforming \$500 and a hole-in-the-wall shop into a 253-store mega-chain. Her subsequent adventures blue-water cruising and building a resort in the culturally inert Bahamian out-islands are detailed in her new book, *Making Waves* (\$18.95, Crossroads Press), available in book stores and on-line, including [www.makingwavesbook.com](http://www.makingwavesbook.com).

“Risks are scary. It’s frightening to step into the unknown. But if you never risk it, you’ll never know what might have been. And simply by taking that step, win or lose, you succeed,” Brown says.

Brown, raised in Wilmington, North Carolina, graduated with a B.A. in French from the University of North Carolina at Wilmington. She married Stewart Brown and moved to Richmond, Virginia in 1968. In 1975, Libby took a chance and, with her partners, started This End Up Furniture Company, opening its first storefront in Richmond and manufacturing facility in Raleigh, North Carolina.

After the company was sold in 1985, she and her husband spent eight years blue-water cruising between the Florida Keys and Venezuela. Sated with exploration, they then turned their assets and business acumen to developing a resort and family compound in the Bahamian out-islands.

“Wow! What an unbelievable journey. The story about This End Up was fabulous, along with your journey through the Caribbean with all its beauty and risks. But the section that was mind boggling was the building and running of Fowl Cay Resort. Your writing is superb, your stories are endearing and I never wanted to put the book down. Thank you for sharing your story.”

— Jane Toney, Boca Raton, FL

According to Crossroads Press, *Making Waves* is the frank and funny recollections of a seriously successful serial entrepreneur. This is a first-class ticket to ride with Libby Brown as she recalls her journey. From the potholes to the free-falls, Brown takes the reader on an off-road adventure as a gutsy woman of the 70s who risks it all and barrels headlong into a life she never dared dream of.

Note to Editors: Brown is available for interview. Review copies available. PR photo and additional information available at [www.makingwavesbook.com](http://www.makingwavesbook.com).

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