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SOUTHERN
CALIFORNIA
WOMEN IN BUSINESS



Team Jenn Corp

A Virtual Accounting Department for Every Small Business

She's been a member of the U.S. National Skydiving Team and participated in the U.S. National Triathlon Championships. She shipped her Harley Davidson to France to follow the Tour de France one year, and climbed the highest mountain in the Americas – without oxygen. And, oh, yes, she somehow finds time to run her own outsourced accounting firm.

Meet Jennifer McCabe, founder of Team Jenn Corp. The Los Angeles-based firm provides a wide range of outsourced accounting services to small businesses and startups. TJC covers everything from basic bookkeeping and tax planning to forecasting and acquisition work.

“Why settle for a bookkeeper once or twice a week when you can have an entire accounting department at your disposal 24/7?” McCabe asks. “Why make do with a tax CPA once or twice a year when you can have a fantastic team of skilled managerial accountants year-round, at a price small businesses can afford?”

“We offer a scalable resource,” McCabe explains. “As a company grows, we assign more of our staff. The client adds what they need on an hourly basis, without having to buy someone a new desk or a computer.” And if a client needs to downsize? “If a client reduces their workforce by 10 percent, we cut our fees by 10 percent. We're in it with them for the long haul.”

“They're pretty much our virtual grownup responsibility people. They work with non-accounting dummies like us and keep us legit and solvent. Jenn is very protective; she's like a big den mother. She doesn't let us – she doesn't let the children – touch the money.”

– Cary Sacks is president of ideology, a Los Angeles ad agency.

“Jenn and her team provide incredible reporting and all of the accounting back-office support I need to manage my business effectively. Through them, I essentially have a staff of five people I wouldn't be able to afford if I had hired them all individually. I couldn't find anybody else out there like them. And I looked.”

– Michael Dowling is CEO of Interpret, a Los Angeles-based market research firm with approximately 40 employees.

Work Hard, Play Hard

McCabe started TJC in 1992 after many years in the accounting department of a global advertising agency followed by a stint as vice president of a large cash management company. Over time, TJC has served as accounting clerk-to-CFO for over 125 companies.

“Like most of my clients, I'm a corporate dropout with a strong entrepreneurial spirit,” McCabe says. Though she works hard – 55 hours is a short week – McCabe still finds time to play.

“My clients may sign on because they need an accountant, but, as a bonus, they get a team of fun people to hang out with,” she jokes. “In fact, that's the number one reason people work with us.”

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