



**Bea** Mitchell, Co-Founder & Managing Director,  
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Mitchell is co-founder and managing director of Sperry, Mitchell & Company, one of the most active independent M&A advisory firms in the U.S. She also co-owns Percival Scientific, a manufacturer of biological incubators and plant growth chambers. She serves on several boards and is a regular lecturer at the Columbia University Graduate School of Business. As Mitchell enters 2020, she celebrates being named to the Mergers & Acquisitions 2020 Most Influential Women in Mid-Market M&A list.

**What advice would you give your younger self?**

The most important advice I would give to my younger self, or any young woman, is to figure out what you want most in life and let that dictate the path you take. For me, getting married and having children were just as important as building my business. We all want fun, challenging and rewarding careers. But, in the end, it is vital to never allow career to crowd out one's other, larger, goals. At times in my career, especially early on, I put career above all else. Fortunately, I have always been able to navigate myself back to my true north.