

## A Call for 'Action!'

By YOO MI CHIN - 4/27/2009

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*The Business Journal's annual report on young entrepreneurs, some of whom entered the working world while in their teens.*

Nate Bolotin, Nick Spicer and Aram Tertzakian met three years ago at UCLA's School of Theater, Film and Television. The three master's candidates, who were among the youngest in the school, immediately generated a friendship and shared conversations about movies they wanted to produce together. That grew into a business plan, but just as a notion.

After graduation, they went to different production companies. But not long after, they found their jobs frustrating.

"I was working for established companies and kept finding myself jumping around from company to company looking for the perfect fit," Bolotin said.

A year later, the three graduates started penning the business plan they had discussed. Within weeks, they made a decision to walk away from their commitments, and they launched XYZ Films in May. It produces movies, and finances film right acquisitions and script development.

XYZ also has teamed up with Time Inc. to produce features and documentaries based on articles published in Time's magazines.

"Our business is taste driven, and the three of us had similar tastes as well as an entrepreneurial spirit," Spicer said. "Whether you work for yourself or for someone else in the film business, you work long days and pour your entire being into the work. We found it far more satisfying to do so if we were developing and producing movies that justified the commitment and we felt passion for."

Because the company is still in its early stages, the three are the only employees of the company. As such, their roles range from chief executive to assistant, from IT guy to janitor.

"Running a business is a natural stimulant and motivator," Spicer said. "We alone determine our success or failure, which drives us to work harder and be smarter about how we do things."

"Taking the plunge and deciding to walk away from a clear path to success via the traditional executive route was challenging," said Tertzakian.

But it's now or never. XYZ Film partners said building a business is easier for entrepreneurs in their 20s than it is for those, say, in their 40s.

"Young people are less likely to have family responsibilities and a stronger aptitude for risk," Bolotin said.

### FAST FACTS:

- Nate Bolotin, Nick Spicer and Aram Tertzakian, all 26, founding partners, XYZ Films, Marina del Rey
- Business: Finances, produces movies
- Employees: Only themselves
- Financials: Still in the early stages and not profitable
- Fact: While in college, Bolotin had the idea of adapting Bret Easton Ellis' novel "American Psycho" into a musical. The adaptation is in development.