

# HOME BUSINESS<sup>®</sup>

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## A Passion for Children and Chocolate

Single Mom Launches Home-Based Business with Her Three Kids

By Sandy Larson

“I’ve accomplished a lot of things in my career,” reflects Lynn Lasher, a 20-year financial services veteran of Houston, Texas, “but being somebody’s mother is the most important job I’ve ever had, and I’m very proud of that.” This philosophy might explain why Lynn decided to name her home-based business and sensational new dessert topping, Somebody’s Mother’s Chocolate Sauce ([www.somebodysmothers.com](http://www.somebodysmothers.com)).

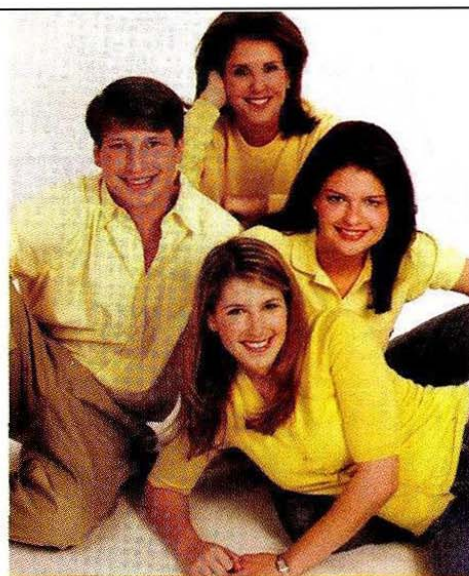
Further exhibiting her commitment to family, Lynn asked her three kids to be her business partners. Like Lynn, her kids have always demonstrated a keen business sense, dating back to their days as lemonade stand proprietors. According to Lynn, her kids didn’t just exchange juice for quarters. Rather, they drew up business plans, employed elaborate advertising strategies, and had a “beyond-

their-years” understanding of cash flow and the importance of quality customer service.

“When my kids were little, they had lemonade stands and I tried to teach them about specific business concepts,” says Lynn, a single mom. “I used to daydream about starting a real business with them.” In 2005, this dream came true.

The Lashers started making their rich chocolate sauce in their kitchen. They used an old family recipe, which created a taste that’s somewhere between milk chocolate and dark chocolate. Lynn says, “People love to eat it straight out of the jar.”

Aside from the taste, another thing that makes Somebody’s Mother’s Chocolate Sauce stand out is its clever packaging. On each lid, there’s a wise or amusing quote from a famous mother. One such example is, “George, get



Lynn Lasher and her three children started a business together selling chocolate sauce.

your feet off the coffee table!” by Barbara Bush.

As the company got bigger, the Lashers began manufacturing the sauce at Consolidated Mills; however, all of the other business operations remained home-based. Lynn’s daughter, Reese, handles the marketing; while Lynn’s oldest son, Hayden, works on packaging and web site design. Her youngest child, William, helps out with pricing and bookkeeping. Lynn comments, “It’s very interesting to me that each of the children just naturally found a way to contribute that fits in with his areas of interest and talent.” **HBM**