Lessons from *Shark Tank’s* Kevin O’Leary

7 ways to fund your startup

Are your employees stealing?

ON THE MENU: SUCCESS

Maira Isabel, MBA/MKT ’03
Chef, restaurateur and TV personality
Puerto Rico
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Entrepreneurs

Be a game changer

As members of the University of Phoenix alumni community, we share more than just a sense of school spirit. Many of us share an entrepreneurial spirit, too.

Our alumni surveys show that one of every 10 of you operate a business you founded, and I’m proud to count myself as part of this group. After all, entrepreneurs are the innovators who can become the game changers in our economy with their vision fueling progress and prosperity for Americans.

Case in point? When Dr. John Sperling founded University of Phoenix in 1976, it was essentially a small business. In the spirit of innovation, he built the University to meet the needs of a growing adult student population in a higher education system designed for 20-year-olds. From his early vision, the University has grown to serve more than 1 million adult learners.

Whether you’re starting your own venture from scratch, expanding your business or using your entrepreneurial skills to create innovation within a large corporation, you share this same passion that drove Dr. Sperling. It’s what keeps us going as we work tirelessly to make our dreams a reality.

So when you’re working late at night, on the weekends and between soccer practice and violin lessons, take a moment to feel proud that you’re one of the innovators who can make a difference in the world.

Hats off to you!

Nikki Sandoval, MBA, Class of 2003
Executive Director, Alumni Association
University of Phoenix

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Become a mentor, join an Alumni Chapter or share your story through Phoenix Focus alumni magazine.

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alumni.phoenix.edu
Each month, I receive dozens of emails inquiring about resources available to alumni through University of Phoenix. Here are a few of the more frequently asked questions.

**Q:** September is National Preparedness Month. Does the University offer any preparedness resources?

**A:** University of Phoenix has an educational partnership with American Red Cross and offers many American Red Cross disaster preparedness courses through University Marketplace at bit.ly/UOPX-Marketplace.

**Q:** How do I find out if there is a University of Phoenix Homecoming event in my area?

**A:** This year, there are 65 Homecoming events across the country, giving alumni the chance to network and reconnect. Events began in August and continue through mid-October. To find an event in your area, check out the list of September and October events on pages 49 and 50.

What readers are saying on LinkedIn about “The right way to network” career article in the June/July issue of Phoenix Focus:

“Thank you for the article! As an introvert who is just starting out in the employment world in her 40s, I’m scared to death when it comes to networking. Now, after reading that article, I have some ammunition to handle it with a little more dignity and grace.”

*Jennifer*

“The article was informative. I especially liked the tips to arrive early, stand in a long line and sit at an empty table. They all give you a chance to meet people who are not engaged in a group, yet.”

*Andrea*

“I really like this article. There were several points to ponder and practice. I think the best tip was when you end your conversation ask for a business card, make reflective notes of your conversation with that person and follow up with a personal note. I know in my own experience, I remember those individuals that have followed up with a note longer than those people that I met and moved on.”

*Deborah*

**Results from our recent online poll**

**Starting your own business is:**

64%  A dream you’re working on

18%  A dream you've made come true

18%  A nightmare you wouldn’t touch with a 10-foot pole
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Kevin O’Leary, an expert on ABC’s *Shark Tank*, weighs in on how entrepreneurs can get investors to take the bait—their pitch—and give their startups a chance at success.

**Phoenix Focus:** What is your biggest pet peeve when people are pitching their ideas on and off *Shark Tank*?

**Kevin O’Leary:** People who don’t know their numbers! There is no excuse for not being prepared to talk numbers—if you aren’t a numbers person, bring someone who is.

**PF:** What are the qualities of a successful idea and pitch? In other words, what makes you take the bait?

**KO:** Show me in 30 seconds how I can make money. That’s what business is really all about. It sounds like simple advice, but I’m always amazed at how many entrepreneurs forget this simple truth.

**PF:** What are some of the most creative funding ideas you have encountered?

**KO:** I see more and more deals where the company finds ways to return capital to investors as it grows—instead of making them wait for an exit. And that’s a trend I can really get behind. I like getting paid while I wait!
PF: What percentage of ideas do you fund? What has the success rate been and what are the contributing factors in that success or failure?

KO: Every deal I look at is a deal I’d love to close. But in life and in business, things aren’t always what they seem, and so we go through a whole process to go under the hood and uncover the real story of each business we look at. In the end, I close about the same percentage of those deals as most sophisticated investors—and much more than many well-known venture capital funds.

PF: If someone had just one minute to pitch an idea, what key elements should be included in that 60-second period? On average, how many seconds does it take for you to make up your mind?

KO: I can usually make up my mind within a minute because that’s how long it takes for someone to show me three things: that their No. 1 priority is for me to make money, that they can communicate their vision, and that they’ve got what it takes to execute.

PF: What is the essential trait of an entrepreneur? How much of entrepreneurial success can be attributed to the product versus the person pitching it?

KO: I love people, but let’s face it: Even the best people are easy to replace. What I like to see is a business with a product or service that’s proprietary, different from competitors, and with the right cash-flow model to grow really big, really fast.

PF: Sometimes someone can be a successful entrepreneur in one area and yet fail at a new endeavor. Can you explain this?

KO: I don’t think failure is necessarily a bad thing, in fact it can be motivating. I like to see that an entrepreneur has had one big failure in their past, so that they have experienced that painful sting and so are driven to never, ever feel it again.

PF: Is there a formula for a winning startup?

KO: I know it when I see it, but let me give you a hint: it’s all about the money!

PF: Please complete the following sentence: Don’t even think about starting your own business if you haven’t____________.

KO: Figured out how to make a lot of money for your investors.

PF: In your opinion, why are so many Americans pursuing entrepreneurship?

KO: America is the land of entrepreneurship, so it’s a natural fit. And since entrepreneurs create jobs, I expect to see more entrepreneurship whenever the economy goes through rough times.

One thing I love about Shark Tank is that it’s teaching that entrepreneurial spirit to a new generation of Americans—which is just what the country needs, now more than ever.

About Kevin O’Leary
An entrepreneur himself, Kevin O’Leary started his software company, SoftKey Software Products, in his basement. Unlike many other tech startups, he saw overwhelming success, eventually selling his business to Mattel Toy Company for roughly $4 billion in 1999.

He is founder and chairman of O’Leary Funds, an investment fund company, and he’s the author of Cold Hard Truth. In addition to his role on ABC’s Shark Tank, O’Leary has appeared on numerous television shows, including Discovery’s Project Earth, CBC’s Dragons’ Den and Lang & O’Leary Exchange.
Here are seven possible funding sources for entrepreneurs seeking startup cash.

1 **Your own wallet**

Feldman refers to this as the bootstrap method. “You pretty much do it yourself by using your own funds,” he explains.

**When it makes sense:** Early in the process of starting your own business, it might be difficult to find others willing to invest in your idea, no matter how much you believe in it. “In many cases, you may need to get the ball rolling on your own,” says Nathan Beckord, startup consultant and co-founder and CEO at startup management software company Foundersuite.

**Pros:** Because you’re not giving away equity in exchange for funding, you retain full control of your business. You also don’t have a loan and interest to pay back.

**Cons:** You could lose your savings, home or whatever else you put on the line to fund your idea. “Most startups do fail, and that’s a big risk,” says Beckord.

2 **Friends and family**

This funding method involves asking members of your family and social circle to invest in your business.

**When it makes sense:** “When you’re starting a business, it is often hard to impress professional investors,” says Feldman. “It will be easier to convince people who already know you to [give it] a shot.”

**Pros:** According to Feldman, you can generally value your company a little higher with people who like you versus with people who are professional investors. “In addition, you are less likely to worry about them suing you down the road if things go badly [because] they care about you.”

**Cons:** Professional investors are more likely to offer you additional rounds of funding in the future, and they don’t take it personally if the business fails—unlike friends and family who might end up pretty unhappy if you don’t succeed.

3 **Business loans**

Entrepreneurs can raise capital through debt financing, which, simply put, means borrowing money, usually from a bank, in the form of a loan. The business owner is then obligated to service this debt, paying back the loan—plus interest—on a predetermined schedule.

**When it makes sense:** Beckord advises entrepreneurs to consider a business loan if they plan to carry an inventory or need to pay for things before they themselves get paid. The loan can help bridge this gap in cash flow.

**Pros:** “The advantage of debt is that you’re not giving up control of..."
Crowdfunding
Relatively new on the scene of startup funding, crowdfunding is when individuals make what essentially amounts to a donation to support a project in exchange for some kind of perk, often a sample of the final product. Entrepreneurs seeking funding create a project, which they post to any number of crowdfunding websites, such as the popular Kickstarter and Indiegogo. The entrepreneurs promote their projects to garner support in the form of financial pledges. If they meet their funding goal, the project moves ahead and the entrepreneur owes the agreed-upon perk to those who pledged.

When it makes sense: Crowdfunding works well for defined projects with limited scopes.

Pros: “The upside to crowdfunding is you’re not giving up equity in a company,” says Beckord. “It’s not even debt—you don’t have to pay it back.”

Cons: The downside, however, comes when there is a hiccup in your plan. “The only risk is when people aren’t able to deliver [their perk],” Beckord notes. Then, they must refund the pledges they can’t honor with the agreed-upon perk. The fallout may lead to financial and legal woes—and perhaps even worse, a damaged reputation.

Up next: Equity crowdfunding
Today, enterprising entrepreneurs can raise funds in small increments for projects in exchange for a perk via crowdfunding. In the not-too-distant future, they’ll likely be able do the same thing in exchange for shares of equity. In fact, this particular brand of financing is already legal in Italy. In the United States, the Securities and Exchange Commission is in the process of finalizing rules that would allow companies to sell shares over crowdfunding websites, a move that would open up a new world of opportunity for capital-hungry businesses.

When to cut your losses
When you live and breathe your startup, it can be hard to know when to call it quits on a business that just isn’t working out. Startup expert Nathan Beckord offers this advice:

“First and foremost, listen to your customers,” he says. It may be time to cut your losses “if prospective customers are not showing signs of interest, or if existing customers aren’t engaging or reengaging you.”
Are you hiring trustworthy employees?

Signs that your staff might be stealing from you.

By Lori K. Baker

If you’re feeling cash-strapped as a small business owner, it’d be easy to chalk it up to slow sales due to a sputtering economy. But you may be facing a different threat you don’t even recognize: employee theft or fraud, which tends to rise during tough economic times.

It’s tough enough just running a small business. According to the U.S. Small Business Administration, half of small businesses will fail during the first five years of operation—even without a recession in the mix. But here’s the real kicker: More than 30 percent of those business failures will be attributed to employee theft and fraud, according to the U.S. Department of Commerce.

Luckily, there are ways to avoid becoming a statistic. Read on to discover simple tips on how you can prevent and stamp out employee fraud.

Inquire before you hire

If your idea of recruiting is posting help-wanted ads and paper-pushing piles of resumes, you may be putting your business at risk. “Every time you hire someone, do a mini-investigation,” advises Stephen Pedneault, principal of Forensic Accounting Services based in Glastonbury, Connecticut, and author of Preventing and Detecting Employee Theft and Embezzlement: A Practical Guide.

Pedneault and James D. Ratley, president of the Association of Certified Fraud Examiners, an antifraud trade group based in Austin, Texas, detail simple, straightforward steps small business owners can take to ensure they hire the right people.

Once you’ve narrowed the field to the top candidate you want to hire, your sleuthing work begins. Both experts recommend paying for a background check—especially for employees with access to your company’s finances, such as bookkeepers, billing clerks or controllers. Options include using online services like eVerify or hiring a firm that performs more detailed background checks. “Have the person vetted before you hire them,” Pedneault says.

After you receive the background check results, Ratley recommends comparing them against the applicant’s resume and/or job application. “Make sure they were living in the same town they claimed to be working in,” he says. “And if the job requires a college education, call the university to verify the employee’s credentials. Education is the most lied about item on the resume.”

In fact, approximately 67 percent of resumes contain some type of falsehood, according to one estimate. That’s why it’s important to never accept a resume at face value, says James W. Bassett, author of Solving Employee Theft: New Insights, New Tactics and founder of TheftStopper. “A resume is an invitation to make the applicant look better than he or she is—to hide faults and failures and to exaggerate successes.”

Minding the store (or office)

Beyond the hiring phase, small business owners can deter and stamp out fraud by creating the right company culture. “The No. 1 thing a business owner needs
to do is know what their employees are doing,” Ratley says. “We call it management by walking around.” He says it’s important to be attuned to what’s happening in your employee’s lives as well as be a hands-on owner who reviews their work. Ask plenty of questions, such as: “What is this for?” “Have you ever tried this?” “By asking questions, you’re getting the information you need and letting the employee know that someone is looking at their end product,” Ratley says. “Your motto should be trust, but verify.”

Your first stop on the verification trail should be accounting. Pedneault offers the following tips:

• Only owners should sign checks, and they should never sign a check without matching it against the original invoice.

• “Have some type of process in place, even if it’s a handwritten notepad, to keep track of the last check number you signed and the check number you are assigning—to account for a gap,” he says.

• Unopened bank statements should go directly to the business owner, who then matches the list of the check numbers against the statement. “Look for any check numbers that cleared that you’re not aware of.”

The payoff
“There’s no silver bullet,” Ratley says. “But small business owners can take steps that will stop most of the frauds they might encounter.” The payoff can be the difference between a successful and failing enterprise because many small businesses just can’t afford to lose the typical 5 percent of revenues lost to fraud each year.

Your personal advisory board

Build a team of trusted advisors to help guide you in your career.

By Jenny Jedeikin

When a company encounters a challenge or sets a new goal in the business world, what do they do to make headway or accomplish their mission? They call in their experts and have a meeting.

This proven process has been in place for organizations throughout history. So why not apply that same practical wisdom to individuals who are seeking to change their careers, move ahead in their industry or even figure out which path to take next?

“Anyone floundering about a career decision, or just needing good practical advice should consider putting together a career advisory board, consisting of a group of advisors—anywhere from four to eight people—who can help guide your career,” says Vicki Lind, a career counselor in Portland, Oregon.

Set the ball in motion

So how do you go about forming a career advisory board? The first step is to go through your contacts and try to come up with the best candidates. “Choose people in your field or your desired industry with whom you have a warm relationship,” offers Lind. They can be
former colleagues, managers, college alumni or senior business people who have expertise in the area you’d like to work in.

Lind helped facilitate one such “board” for a female client, a business consultant, who decided that she needed to focus on a specific niche within her industry but wasn’t clear about how to accomplish that task.

The client reached out to former work associates as well as personal friends who were familiar with her personal strengths and invited them to be on her board and participate in a brainstorming session. Lind had her write up a specific agenda for the meetings, including the particular issue the client was facing and what outcome she was hoping for from the session.

“Because these individuals knew my client’s strengths and weaknesses, they were able to help her figure out what type of clients she would best work with,” says Lind. “After the first meeting, the client chose to focus her work on the nonprofit sector.”

Inviting people to play along

In order to get people to serve on your board, Lind suggests inviting your chosen group to lunch. Let them know the length of time involved and be careful to respect busy schedules by keeping the commitment to a minimum. Lind recommends asking for people to commit to three meetings a year at most, either in person or over the phone.

To play it safe, Lind recommends inviting more people than you might expect to accept. “While many people may decline participation, you’d be surprised at how many people say yes because they’re flattered to be asked,” she says. “Or, they might even be interested in making business connections themselves.”

Informal is best

A career advisory board doesn’t need to be too formal, says Linda Warren, a career coach in Northern California. “In fact, you don’t even need to tell people that they are on your board,” she says. “The most important thing is that you are bringing people together to talk about your career so you can capitalize on the synergy of a group dynamic.”

Warren once had a client who worked in the field of organizational management, and she wanted to go from working as an external consultant to working internally within a corporation. The client invited a group of colleagues she’d known for years, who worked in her field, to get together. After participating in a vibrant brainstorming session, she was able to see things about herself she had never seen before, Warren says. “People have blind-spots about their talents. They don’t see themselves as others seem them.” In this case, her colleagues were able to advise her how to capitalize on her strengths to move forward in a positive new direction. Not everyone can participate in the group dynamic, so in those cases, a one-on-one meeting can also suffice.

Set ground rules

There are definitely some ground rules about how your board should function, says Warren. “You have to be careful about who you invite. Be sure to pick people who are not going to sabotage your dreams by being passive aggressive or judgmental.”

“You also want to make sure that meetings have clearly stated objectives,” says Warren. From the get-go, your guests should be aware of exactly what it is you want to accomplish. Write a focused agenda and hand these out to the group in advance. “If you don’t have a clear goal, you won’t get much out of it,” Warren says.

Examples of objectives may be: What are the best ways for me to market myself? What steps should I take to shift my career into a new area? Or, what’s the most effective way for me to move up the ladder at my company?

While it may take time and careful planning, the results of your career advisory board can be worth the effort, says Warren. “People often get stuck in their careers because they can’t see that they have lots of options. Getting feedback from your colleagues, friends and people that care about you can be a powerful way to break through that block and see what is possible for you.”

Jenny Jedeikin lives in Northern California and her writing has appeared in San Francisco Chronicle Magazine, Rolling Stone and In Style, among other publications.
Chef Maira Isabel is cooking up a winning career in television and the restaurant business in Puerto Rico.

Chef, restaurateur, TV star, author, consultant. Maira Isabel has been making a name for herself in the culinary world, not only on her native island of Puerto Rico, but also in the rest of Latin America and beyond.
Maira Isabel, MBA/MKT '03
Chef, restaurateur and TV personality
Puerto Rico
Caribbean specialties
Maira Isabel, who has hosted segments on popular TV cooking shows in Puerto Rico and other markets for more than a decade, is executive chef at Guava Restaurant at Club Seabourne. Her casual-yet-elegant dining establishment on the idyllic island of Culebra in Puerto Rico features Caribbean specialties with an international twist.

“It’s not only on a secluded island,” she says of the remote location at an out-of-the-way resort, “but the restaurant is also secluded on a mountain. You have to really want to go there.”

Guests happily make the journey to Guava to try Maira Isabel’s unique culinary specialties, such as Puerto Rican coffee-rubbed lamb chops, grilled churrasco and drunken shrimp. Many hope to catch a glimpse of Puerto Rico’s own celebrity chef, too, including those who are household names in their own right and are looking for a private getaway away from prying eyes.

“When you work hard and people see you are the real thing, somehow things happen.”

Maira Isabel, MBA/MKT ’03

“Some people know who I am and have seen me on TV. They call ahead to make sure I am there—they want to take pictures. It’s super flattering,” she says, humbly. “It happens quite often, and for me, that’s incredible.”

Before the kitchen called
Though Maira Isabel is renowned for her culinary talents in Latin America, she didn’t always aspire to be a famous chef. “I come from a business background,” she explains. During the 1980s, her mother was the owner of a well-respected spa in Puerto Rico and her father was a CPA who ran his own firm. Her mother, who like her father originally hailed from Cuba, was an avid art collector, too. “I grew up going to art auctions and business seminars,” she says of her early influences.

So it’s only natural she would want to combine business and art in her career. Maira Isabel moved to Boston to attend art school, but after a year into it, “I realized it wasn’t for me,” she admits.

So she headed down the road to Providence, Rhode Island, to study culinary arts at Johnson and Wales University. “After getting into Johnson and Wales, I realized how much I liked food. Food is another form of art,” she asserts. “It’s another way to express myself.”

In 1995, she earned a degree in food and beverage management, which included a year studying culinary arts, before heading back to Massachusetts to earn her bachelor’s degree in business from Trinity College.

After a stint working in Miami, she headed back to Puerto Rico at the urging of her mother. “The first thing she said is, ‘You need an MBA, no matter what,’” she recalls. “The job market is so competitive [here].”
**Hitting the small screen—and the bookshelf**

Maira Isabel heeded her mother’s advice, enrolling in the MBA program at University of Phoenix while teaching cooking classes and working as a culinary consultant with restaurants and businesses on the side. Looking to drum up business for herself, she called a local high-end magazine to inquire about placing an ad. After she explained her situation, the woman on the other end of the line made an offer that would change her life.

“She said, ‘Instead of placing an ad, why don’t we do an article about you,’” Maira Isabel remembers. As it turns out, the editor’s best friend was a producer who was looking for a fresh face for a cooking show. “They called me out of the blue and offered [it to] me.”

Maira Isabel had never been on television before, but after her initial nerves subsided, it turns out that she is as comfortable in front of the camera as she is in the kitchen. Starting in 2001, she was featured in a cooking show for two years before appearing on another one on Univision Puerto Rico for two more. Later she was approached by Telemundo to be featured on yet another cooking show, this time shot live from Puerto Rico and broadcast internationally.

“That was a big deal,” she says. “It was being shown in 26 countries in Latin America and from coast to coast in the United States.”

Halfway through, The Travel Channel invited her to host a Puerto Rico segment of *Bizarre Foods.* “I said, ‘Sure. I’ll take you everywhere,’” she says, of the episode that still airs today. In addition to being the guide, she also served as the on-camera host.

In 2007, Maira Isabel published her first book, *Gourmet Para Todos Los Días,* which translates to “gourmet for every day.” It shot to the top of the charts in Puerto Rico where it remained for more than 10 weeks. She plans to publish her second book, an exploration of aphrodisiac foods, in the coming months.

**Dreaming bigger**

Maira Isabel’s multifaceted career continues to grow, buoyed by the skills she learned in her MBA program, which she completed in 2003. She manages her entire career herself, from her restaurant to her television and book contracts. “My MBA really came in handy for that,” she notes.

She recently shot pilots for three new shows she’s hoping will get picked up by various local and international television networks. She also dreams of expanding her dining empire, hoping to open franchises of Guava Restaurant in New York and Napa, California, one day in the not-too-distant future.

So far, her career has been more than she ever imagined. “When you work hard and people see you are the real thing, somehow things happen,” Maira Isabel says, with gratitude in her voice.

**Grand opening: Chef Maira Isabel’s Guava Restaurant**

As if she didn’t have enough on her plate already, Chef Maira Isabel opened Guava Restaurant at Club Seabourne earlier this year on her 39th birthday, January 9.

Guava is a result of a collaboration between Maira Isabel and the owners of Club Seabourne, whom she has known for a decade. For years, they had asked her to open a restaurant at their hotel, “and last October, I couldn’t say no,” says Isabel.

She and the owners worked together on the Caribbean-influenced menu, along with business and marketing plans. “They had a wide knowledge of what we should do, and I brought my insight on what I wanted [the restaurant] to be,” she says.

Less than one year in, Maira Isabel already is dreaming of opening additional Guava locations.
Sam Solakyan, BSB/M '06
CEO, Global Holdings Inc.
Glendale, California
Sam Solakyan aims to leave a legacy for his family and his community, and at just 31, the highly successful CEO and generous philanthropist is well on his way to achieving that goal.

Sam Solakyan is by all definitions, a successful entrepreneur. He is president and CEO of Global Holdings, Inc., based in Glendale, California.
The multifaceted holding company has 15 subsidiaries, mainly in the medical technology industry, and grosses more than $130 million per year.

But his seemingly quick rise to the top was not without its challenges.

**The early years**

Family has always been a focal point for Solakyan. He says his greatest mentors were his parents, who emigrated from Armenia to Bell Gardens, California, when he was 6. Both worked grueling hours at whatever jobs they could find to keep their family fed and clothed. “They taught me what hard work is,” he says.

A strong work ethic played an important role in Solakyan’s success, but so did entrepreneurial aptitude and pure tenacity. At 14, he leased space in a shoe repair shop to run a thriving business selling pagers and mobile computer repair services. But then the shoe shop closed without warning, effectively shuttering his business. At the same time, his father became too ill to continue working. So at age 16, Solakyan took two full-time jobs to support his family, which meant he could no longer attend school.

It was difficult, but he didn’t give up on his entrepreneurial or educational dreams. Solakyan got his high school diploma through independent study, and by age 18 he had begun another business, this time filling fire extinguishers.

**Finding success**

After selling the fire extinguisher business for a good profit a few years later, Solakyan began to recognize that his true strength and passion lay in growing companies. “It’s funny, people think entrepreneurs are motivated by seeing their bank accounts growing, but I get a high out of seeing 200 employees providing great service at their respective companies and thinking, ‘I had a part in creating this. I planted the seed,’” he says.

In 2002, at age 21, Solakyan established Global Holdings as a healthcare consulting and marketing business. He hired specialists in areas such as construction and diagnostics and worked to help medical groups, hospitals and medical nonprofits develop their businesses. At the same time, he kept his eyes open for ways to expand his own business and jumped at the chance to acquire an imaging center. Under Solakyan’s direction, the subsidiary Vital Imaging, Inc. became one of the largest providers of MRI in California with 18 imaging centers. The acquisition of 13 other subsidiaries followed. “If you have the right timing, things happen quickly,” he says.
Having a college education was also very important to Solakyan, and he enrolled in the Business Management program at University of Phoenix in 2002. “It was an excellent experience,” he says. “The instructors were successful executives, and the class was like sitting around a board room with colleagues, sharing our challenges and seeking advice.”

And he didn’t stop with an undergraduate degree. Solakyan recently completed his MBA with an emphasis on healthcare administration from George Washington University. This was not necessary for his career, but he wanted to set a precedent for his kids.

Community giving
Solakyan has been generous in his support of numerous causes for a long time. “The No. 1 thing I’m grateful for is the ability to contribute to great causes and to make a difference,” he says.

And since becoming a father to twin sons two years ago, Solakyan’s philanthropic priorities have shifted to focus mainly on child welfare. In addition to making substantial donations to organizations that improve the lives of children, he also serves on boards including the DEA Educational Foundation, Serve the People and Project Child Save.

“I get a high out of seeing 200 employees providing great service at their respective companies and thinking, ‘I had a part in creating this. I planted the seed.’”

Sam Solakyan, BSB/M ’06

Words of wisdom
What’s the secret to Solakyan’s success? Attitude, he says. “It’s important to have the right mindset. If you’re going to panic and you’re a negative, pessimistic person, you will have tough times. If you’re able to get over downfalls and keep charging ahead, always keeping sight of your values, you will eventually succeed.”

Paula Boon is a freelance researcher, writer and editor whose work has appeared in publications in the United States and Canada.
TRUE BLUE:
From farm girl to fashion designer

By Julie Wilson
Photos by Bruce Racine

Up-and-coming denim designer JLynn Hausmann draws on her Midwestern roots for inspiration as she works to bring her new line, JHaus Brand Premium Denim, to life.

JLynn Hausmann has always been a blue jeans kind of girl. Raised on a farm in Boyd County, Nebraska, she enjoyed her country upbringing with her close-knit family in the heartland.
JLynn Hausmann, MBA ’09
Owner, JHaus Brand Premium Denim
Beverly Hills, California
When she was struck by the fashion bug during an undergraduate college trip to London and Paris, it seemed only natural that Hausmann would gravitate toward what she had lived in practically her whole life: denim.

Hausmann is the founder and owner of JHaus Brand Premium Denim, a line of jeans, tops and other apparel she launched in 2012. Though the JHaus label is relatively new, today it can be found lining the virtual shelves of online mega-retailers Zappos.com and Amazon.com, as well as in boutiques sprinkled across California, Arizona and the Midwest.

**Laying the groundwork**

Although Hausmann is enjoying early success with her denim line, it’s the result of careful planning, unfailing determination, a razor-sharp focus and a good old-fashioned Midwestern work ethic. After she graduated from University of Nebraska-Lincoln in 2004 with a bachelor’s degree in fashion and textiles, Hausmann moved to Phoenix. There, she landed an entry-level job at a nonprofit organization.

She enjoyed her new position, but Hausmann knew she had a future in fashion. She also knew she needed to learn about business before she could turn her vision into reality. “If the numbers don’t make sense, then you don’t have a business,” she says with her trademark practicality. So she enrolled in the MBA program at University of Phoenix to hone the business skills she would need to succeed in her own endeavor. She landed an internship at the iconic department store Neiman Marcus where she got hands-on experience in her myriad duties—and a mentor in her boss.

“I worked in different areas, from cashmere to dress collections to designer wear,” she explains. “I was dealing with customers first-hand, finding out what they like and what they don’t like.” Her mentor, the store manager, also offered her advice about how to start her own line of clothing.

**Perfecting her product**

As if her day job, school and internship weren’t enough, on the side Hausmann set about creating her own denim designs. She would drive to Los Angeles on weekends to select fabrics, fine-tune the cuts with her pattern maker and sewer and do fittings with models. “It was a pretty chaotic time,” she reflects. “The fit is the most important part with denim. It took us close to a year to nail the fit.”

The day came when she decided to make her move and give 100 percent to her dream, spurred by what at the time seemed like a stroke of bad luck. She was in California one weekend working on her denim line when her home in Scottsdale was robbed. Everything
“Everything I do is grassroots—it’s hustling. I’ve heard ‘no’ so many times, but when the door doesn’t open, you keep pounding the pavement. I believe in [JHaus] 110 percent, and I just keep pushing forward.”

JLynn Hausmann, MBA ’09

from her jewelry to her designer clothing was taken. “It kind of pushed me to take a leap of faith and come to L.A.,” she admits. “I thought, ‘If I’m going to make this move, I’m going to do it. I don’t want to sit back and wonder [about what might have happened].’”

Her big break
Once in Los Angeles, she hit the ground running. She decided to do a production run of her jeans before she had any orders. “You have to have product to show people so they can try it on and feel it,” says Hausmann, who completed her MBA in 2009.

With her jeans in hand, she began contacting buyers, boutique owners and anyone else who would talk to her about her denim line. “Everything I do is grassroots—it’s hustling,” she says. “I’ve heard ‘no’ so many times, but when the door doesn’t open, you keep pounding the pavement. I believe in [JHaus] 110 percent, and I just keep pushing forward.”

Her long days and nights are beginning to pay off, as evidenced by the growing list of retailers that are carrying her line. And last fall, when she participated as an Emerging Designer at Phoenix Fashion Week, JHaus was picked up by Zappos.

“No one told me I couldn’t succeed, but I definitely treated it like I was going to succeed,” she says. “I’m going to make this happen.”

“Once we landed the Zappos account, it gave us credibility to other vendors,” she says. “It has been a really big stepping stone for us.”

Firmly grounded
Though JHaus is based in downtown L.A.’s fashion district, she heads back to Nebraska every chance she gets. “I love to go back home. I love spending time with my family,” she says. In fact, her roots are so important to her that they influence every aspect of her business. She designed her company logo based on her family’s cattle brand, and she names her different styles of jeans after family members, such as the “Emmie” named for her slender niece and the “Becca” named for her fashion-forward sister-in-law.

“Every detail of JHaus has a story behind it,” she notes.

As for the future, Hausmann will no doubt keep her strong connection to home alive as she continues to dream big. “I want to keep growing the company,” she says, of her ambition to expand JHaus’s offerings to include accessories, home décor and more. “And I definitely want to be involved in the community and give back.”

WEB EXCLUSIVES Visit phoenixfocus.com to explore additional content related to this article.
Like generations of kids before them, Antoine and Saintine Jackson grew up immersed in music.

Their home town of Inkster, Michigan, a suburb some 25 miles from downtown Detroit, has been a musical place since the days when the Marvellettes burst out of Inkster and gave Motown its first No. 1 record.
ALUMNI PROFILES | Antoine Jackson and Santoine Jackson

Antoine Jackson (left), AAB ’12, and Santoine Jackson, AAIT/VC ’10
Founders, thecollegeofhiphop.org
Inkster, Michigan
Santoine says he and his twin brother are “children of hip hop,” listening to performers like Ice Cube from the moment they were old enough to turn on the radio.

But unlike other musically infatuated children, the Jacksons soon discovered another love: the business of music. “Even though we did music since we were 9 or 10 years old, the business side of it was what was really exciting to us,” says Santoine. “To hear that Warner Brothers just merged with Def Jam because Kevin Liles brokered the deal, that was always more important to us than just the song.”

Eventually that passion for both music and business would leave them to found thecollegeofhiphop.org, an online school dedicated to teaching other musicians the business of entertainment.

The early years
Through their teens and into their twenties, the brothers wrote songs and performed. And they saw how tough the music business can be. They saw musicians struggling to make a living, and talented people leaving the field because there just seemed to be no way they could support themselves with their art. At the same time, they saw promoters and others earning a living without singing a note.

So the Jacksons studied how the business worked. They taught themselves about contracts and copyrights, researched the cost of producing and manufacturing CDs, and learned about profit margins and residual payments. “Where another artist might say, ‘that video is nice,’ we’d look at it and say, ‘I wonder how much of the artist’s budget that took,’” says Antoine.

They began to help other artists negotiate contracts and set up their own publishing companies. Eventually the business side of things was taking so much of their time that they gave up performing. “We couldn’t focus on both,” says Antoine.

Music still wasn’t a full-time occupation at that point. Antoine was in fashion retailing, focusing on high-end athletic footwear, while Santoine worked in the landscaping industry to bring in income.
“We’ve written songs that develop residual income to this day,” says Antoine. “Nothing major, but we do get paid.” That, adds Santoine, is one of the lessons they learned along the way: Stars aren’t the only ones who make money from music. “If the artist understands the business, they don’t need to be a superstar in order to make a living. You do music because you love it, but the business side of it is what’s going to get you paid.”

Taking shape
In the late 2000s, Antoine decided he wanted to learn more about business practices. A cousin had enrolled in the University of Phoenix and given glowing reports about it, so Antoine decided to enroll in the Associate of Arts in Business program. And just a year later, Santoine enrolled in the Associate of Arts with a concentration in Information Technology program.

“Thecollegeofhiphop.org was definitely not on our radar yet, but we were taking a step toward it,” says Santoine. “We just didn’t know it at the time.”

But gradually the idea took shape: Rather than helping individual artists navigate the shoals of the entertainment business, why not set up a school to teach the basics of the industry to anyone who wanted to learn? Impressed by their online experience with the University of Phoenix, the brothers decided it should be an online school, and in April 2013, thecollegeofhiphop.org was born.

For an annual fee of less than $20, students have unlimited access to a series of instructional videos. The Jacksons chose to present the information in videos to ensure every musician could access it, regardless of their reading ability.

The low registration fee is also deliberate because the online school isn’t meant for people who are already making money at their craft. Artists need to learn about copyrights, digital rights management, how to join the American Society of Composers, Authors and Performers (ASCAP) and other topics long before they have a hit song, Santoine explains. “The lifespan of a hit song isn’t what it used to be,” he says. “You might get a flash in the pan and boom!, for two and a half months it’s being played all over the place, but then it’s gone.”

“Where another artist might say, ‘that video is nice,’ we’d look at it and say, ‘I wonder how much of the artist’s budget that took.’”

Antoine Jackson, AAB ’12

If the artist hasn’t secured the rights before the song becomes a hit, they’ve missed the boat. “You can’t go back and publish the record after the hype has died down and expect the record companies to honor that.”

What the future holds
The brothers have confidence in their vision. They’re vying for a spot on ABC’s hit show Shark Tank (see page 8) in order to attract investment, and eventually they would like to see their school become an accredited trade school, where students can learn the business of the arts. A physical headquarters—in Inkster, naturally—would provide a center where young people can learn the business and create their own art.

Success will be measured in the number of musicians who are able to make a living from their art and go on creating more music. “We know that making sure other musicians have got their business tight will live on forever,” says Antoine.

“This isn’t just hip hop,” adds Santoine. “We’re teaching the basics of the arts and entertainment industry.”

Andrew Wagner-Chazalon is an award-winning writer and editor. His latest books are The Hidden World of Huckleberry Rock and the young adult novel, Frontlines.

WEB EXCLUSIVES Visit phoenixfocus.com to explore additional content related to this article.
Alumna Felicia Evans Long has found her sweet spot as an event planner and with her confectionery store Sweet Candy Café.

Felicia Evans Long discovered the best way to cope with a sweet tooth—turn it into a thriving business.
Felicia Evans Long, MBA ’08
Owner, Sweet Candy Café and Sweet Events and Planning
Chevy Chase, Maryland
She buys gooey chewy nostalgic candies—Mary Janes, Pop Rocks, Zagnuts and Bit-O-Honeys—in bulk to fill clear acrylic bins in Sweet Candy Café, a candy store with bright red walls and glowing chandeliers, where the scent of fudge and warm popcorn wafts through the air. The café's grand opening celebration was last November in downtown Lumberton, North Carolina, and today it's a hip hangout for kids of all ages, from 1 to 92.

“One of my greatest moments is hearing kids say, ‘This is the coolest place ever,’” says Long, an event planner who also owns Sweet Events and Planning based in the Chevy Chase, Maryland, area.

But success meant taking the bitter with the sweet: Just two months before Sweet Candy Café’s opening, a fire raged in downtown Lumberton and threatened to consume her entrepreneurial dreams in black billowing smoke.

Life lessons as a latchkey kid
Long grew up in Lumberton as one of two children of a single mother who worked two eight-hour shifts as a lab technician at a local factory to make ends meet. As a latchkey kid, Long shared household responsibilities with her brother at a remarkably young age. At 8 years old, she was packing her mother’s lunches, helping prepare meals from a step stool and getting ready for school on her own, always giving her mother a quick call before heading to the bus stop. At times, her mother’s to-do lists and instructions felt like a heavy burden for the young girl. “Back then, I never knew I was exemplifying leadership or taking on leading roles,” says the 41-year-old entrepreneur. “But I’m grateful for the experience now.”
Looking back, she sees how growing up with so much responsibility set the stage for her success as an entrepreneur. It became natural for her to throw herself into event planning—from planning snacks for vacation bible school outings in elementary school to decorating for proms in high school. “By the time we did all the major high school events during senior year—the picnic, prom or yearbook committees—someone would always say, ‘call Felicia.’”

A matter of degrees
After earning a Bachelor of Arts degree in Sociology from Shaw University in Raleigh, North Carolina, in 1994, Long worked in various roles for George Washington University, American Sociological Association and the federal government, while never losing sight of her long-term goal. “I knew that I wanted to open up a business—be it a candy store or an event planning company,” says Long, who saw earning an MBA degree as a steppingstone. “I felt like an MBA would be a good vehicle, she says. “It would help me understand the mechanics of business ownership—using statistics, crunching numbers and leadership skills I knew I already had, without the formal training. On another note, an MBA degree gives you another level of validation. It lets people know you’re serious about what you’re doing.”

She enrolled in the University of Phoenix MBA program in November 2006, just two months after getting married. On another fast track, she launched Sweet Events and Planning in October 2008, just four months after completing her MBA in June.

How sweet it is!
As an event planner, Long manages everything from corporate events and graduation parties to weddings and baby showers. She’s carved out a niche as a creator of “frugal and fabulous” events by managing each client’s budget like it’s her own, “making a dollar out of 15 cents.” Her events reflect her characteristic Southern hospitality, charm and sweet tooth, often featuring her signature candy parlor. She fills large and small old-fashioned Apothecary jars with colorful rock candies, chocolates and taffies whose familiar wrappers spark childhood nostalgia. Guests receive festive bags to load up on as many candies as they please.

The sugar maven created another sweet spot with her own confectionery store in Lumberton. The official ribbon-cutting of Sweet Candy Café last November marked a professional and personal triumph for Felicia and her husband, Tim Long. Less than two months before, her original confectionery store’s ceiling collapsed under the weight of water used to extinguish a blaze that ravaged the building next door. Because she hadn’t purchased renter’s insurance yet, she lost $10,000 in inventory and supplies—all from her hard-earned savings. “I was devastated; I was in total shock,” she recalls. “But at some point, there’s no more tears. It’s time to hustle. It’s time to rebuild. I had so many people cheering me on. That energy did so much for me—knowing there are so many people who believe in my store.”

Sweet dreams
With Sweet Candy Café’s opening, Long aspires to bring more visitors to downtown Lumberton, a place where she loved growing up. “My goal has been to bring something sweet—a little fun—to downtown,” Long says. In the future, she’d love to turn her candy store into a franchise, with the downtown Lumberton location as the flagship, she says, adding, “We think our second time around will be even sweeter than the first.”

Kim Ruggiero, MBA ’87
Strategy and Enterprise Development, Verizon Enterprise Solutions
Phoenix, Arizona
What do you get when you combine the innovative spirit of an entrepreneur with the scope and resources of a mega-corporation? Verizon’s Kim Ruggiero knows.

Ruggiero has leveraged her startup savvy in nearly every way imaginable, creating organizations within organizations, helping other businesses thrive and even launching her own tech company along the way.
Today, she's putting her expertise to work at Verizon Enterprise Solutions where she helps companies identify the tools they need to make their own ventures thrive.

Starting big
Not one to think small, Ruggiero's first job out of college was at telecom giant AT&T. She wasn't hired to do entry-level work, though. After showing her characteristic can-do attitude, she was hired directly into a management position. Surrounded by seasoned professionals, she knew she had to prove herself, and quickly.

“They thought, where are your stripes? Where is your gray hair? Where is your expertise in the technology side of the business?” she says.

She set to work getting to know the organization and its clients. After she learned the ropes in sales, sales management, sales development and account management, a mentor at the company saw her potential and offered her a fresh challenge. He asked her to create a new organization within the company with the express purpose of supporting his New York office's remote financial accounts, which were sprinkled in markets across the country.

“I was truly an ‘intrapreneur,’” she explains. “I was like an entrepreneur, but I had the umbrella of a corporate structure to support me.”

She was able to hand-pick team members to build her new group from the ground up just the way she wanted, and her mentor was always there for her when she needed a sounding board. Ruggiero, who earned her MBA from University of Phoenix in 1987, created a team of account managers to act as liaisons between AT&T and their clients. “People ultimately buy from people. They don’t buy from organizations or companies,” she explains. “We got to develop relationships with these clients, solve their problems and create value within their organizations, and they totally embraced us.” She says her MBA program gave her insight and helped prepare her for this role. “It helped me understand the problems in my company were the same problems other companies were facing,” she says.

Her foray into intrapreneurialship was so successful that she was asked to replicate her model across the entire organization, which she did with the support of her colleagues who saw the value of the endeavor. “When you get a great, really energetic team together, you can do amazing things,” she says.

Startup time
After 24 years with AT&T, Ruggiero attempted to retire. After a handful of months, though, she realized that it wasn’t for her. So when a former client approached her about putting together a new company, she was ready.

“He was a serial entrepreneur, and he had a couple of other startups,” says Ruggiero. “We all reached out to different people we knew with [different] expertise.” She co-founded UniverCel, a company that created technology to integrate wireless and landline services for businesses and consumers.

After seven years, she and her team decided to close UniverCel’s doors and move on. “We really made a great go of it,” she says, without regret, “but the concept was probably before its time.”

Big-business bound
Undeterred, she moved on to the next challenge in 2010: a role in Verizon Business’ Strategy and Enterprise Development organization. Her work at Verizon is right up Ruggiero’s alley. In her position, she develops innovative and creative business solutions to help her clients thrive.

“I work with Fortune 500 companies in the manufacturing vertical,” she explains. “They’re all working to increase value for their clients. They’re trying to either increase their productivity, reduce their expenses or bring more shareholder value for their organizations.”
Ruggiero and her team collaborate with their clients to help them determine what tools they need to achieve their goals. “We have remarkable innovative business solutions that can help them create value to both their customers and internally,” she adds.

“The entrepreneurial side of it is thinking differently,” she says. “What’s that ‘wow’ factor? How can we help them be more creative for their customers?”

Passing it on
Ruggiero is sharing these answers and more as a Professor of Practice at Arizona State University, a role she started in 2007 when she began teaching at her undergraduate alma mater. At the invitation of the chair of the marketing department, she co-founded and chairs the Professional Sales and Relationship Management Initiative at the university.

Being on the other side of the classroom fulfills a lifelong dream of hers, something she captured on a bucket list she made for herself in the 1980s. “I wrote down that I wanted to utilize my business and sales skills for the betterment of others,” she reflects.

What else is on that bucket list? “One of my goals in life is having a well-worn passport,” she admits. “I always said I wanted 100 countries [stamped on my passport], and I have 38. I have a long way to go.” She’s got her work cut out for her if she ever decides to give retirement another go.

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The BUZZ

We want to celebrate you in our alumni announcements. Share your story and be part of “The Buzz.” Email us at alumni@phoenix.edu.

Published by Alumni

**Pittock: The Voice of Portland**
By Alexander Fontana

This historical drama, written by Alexander Fontana BSB/M ’08, depicts the life of one of the leading citizens of Portland, Oregon, and his interactions with at least two presidents of the United States.

The book is available through amazon.com and Lulu.com.

**Nobody Told Me...The Cynic’s Guide for New Employees**
By Jeffrey Tharp

Written by Jeffrey Tharp, MBA ’08, this book picks up where institutions of higher learning leave off, readying souls to learn the hard lessons of life in the office. With biting cynicism honed by years in the trenches of the cubicle wars, Tharp presents a slightly twisted perspective on work, philosophy and life that perfectly captures the smoke-and-mirrors environment of the average office job.

The book is available through amazon.com and barnesandnoble.com.

**The Woman at the Well: A Story of Redemption**
By Barbara Kelly

We all go through trials in our lives, but there can be victory, healing and redemption of our past. We can move forward and be healthy, happy people, fulfilling our desires and destiny. Author Barbara Kelly, BSCJA ’05, relates the story of the woman at the well from *The Bible* to her own journey and triumph over personal struggles.

The book is available through barnesandnoble.com.

**Suddenly a Caregiver**
By Darryl Pendergrass

Author Darryl Pendergrass, BSB/IS ’08, shares a family’s experience and lessons learned to help others through the unexpected responsibility of becoming a family caregiver. The lessons learned include advocacy, caregiver concerns, organizational helpers, grieving and a variety of other topics while caring for his wife who was diagnosed with glioblastoma multiforme, a stage 4 brain cancer.

The book is available through amazon.com and smashwords.com.
Recognition

Connecticut
Wallingford
Melinda Schoen, MSN ’07, vice president for administration at Masonicare Health Center, was recently appointed by Mayor William W. Dickinson, Jr., to serve a three-year term as a commissioner on the Wallingford Board of Health. Commissioners serve in an advisory capacity to the Wallingford Health Department.

Florida
Gainesville
Rachel DiSesa, BSB/MKT ’04, the administrative assistant to the dean at the University of Florida College of Veterinary Medicine (FVMA), was recently named Citizen of the Year by the Florida Veterinary Medical Association. The award is given to a non-veterinarian who has made an outstanding contribution to the advancement of the association and to the veterinary profession.

Minnesota
Minneapolis
Susan Cline, MSN/MBA/HC ’06, has joined Creative Health Care Management (CHCM) as a consultant. At CHCM, Susan will pull from her experience as a Magnet® Program Director and frontline manager to work with clients on mission and vision development, project management and transformational leadership. CHCM is an international consultation, education and product company that partners with health care organizations to improve the patient experience.

North Carolina
Raleigh
Richard W. Jenkins, MBA ’01, has been appointed to the 2013 Board of Examiners for the Malcolm Baldrige National Quality Award—the highest level of national recognition for performance excellence that a U.S. organization can receive. As an examiner, Jenkins is responsible for reviewing and evaluating applications submitted for the Baldrige Award. The board is composed of approximately 500 leading experts selected from industry, professional and trade organizations, education and health care organizations, and nonprofits (including government). For more information, visit nist.gov/baldrige.

Ohio
Nelsonville
Deneene Merchant, MSN/MBA/HC ’06, was recently named the director of financial aid for Hocking College. Merchant previously held a corporate position with Corinthian Colleges, Inc. (CCI) as regional director of student finance and served for five years as director of student finance at Everest with CCI. Of her role, Merchant told the Logan Daily News, “I have dedicated my career to student success and professional development of staff through access, training and leadership while at the same time translating business strategies into maximum profits of shareholders.”

Pennsylvania
Philadelphia
Charles Bortle, EdD ’11, Director of Einstein Center for Clinical Competency, was awarded the Emergency Medical Services Educator of the Year award by the Pennsylvania Department of Health and several other awards. Bortle also recently had the honor to address graduating emergency medical residents. Additionally, Bortle has reported that, after being given a devastating diagnosis of renal cell carcinoma, his health is improving, according to recent CT scans. To read more about Charles Bortle, check out “Living his legacy” in the June/July 2013 issue of Phoenix Focus.

Texas
Dallas
Tarsha Polk, MBA/EB ’03, AKA “The Marketing Lady,” was recently featured in the North Dallas Gazette for her business of the same name. Recognized locally and statewide as a minority-owned business, The Marketing Lady offers programs on marketing strategy, personal branding, goal setting and entrepreneurship to clients such as the City of Dallas and Dallas Housing Authority, as well as the NFL for Super Bowl XLV in Dallas. Polk is currently celebrating her 10th year in business. For more information visit themarketinglady.com.
Forever a Phoenix Scholarships awarded
Six Forever a Phoenix® Scholarships were awarded to UOPX graduates continuing their education with the University. Alumni who have graduated from any University of Phoenix degree program were eligible to apply for the Forever a Phoenix Scholarship to receive a full-tuition scholarship toward a bachelor’s or master’s degree program of their choice. Find out more about this scholarship at phoenix.edu/foreveraphoenix.

Congratulations to the 2013 Forever a Phoenix scholarship recipients!
Brandon Green
Lisa Vaughn
Kelly Raz
Emily Wegener
Linda Sangster
Ryan Witte

Accepting nominations for the Paying It Forward Scholarship
Nominations for the Paying It Forward® Scholarship are being accepted now until Oct. 10, 2013. Alumni who have graduated from University of Phoenix with a bachelor’s, master’s or doctoral degree are eligible to nominate an individual to be awarded a full-tuition scholarship toward an undergraduate degree program of their choice. Through this program, 30 scholarships will be awarded. Visit phoenix.edu/payingitforward for more information.

President Pepicello recognized as visionary Arizona business leader
University of Phoenix President Bill Pepicello, Ph.D., will be honored as a respected business leader whose experience, vision and influence are changing the higher education space at a gala event on Sept. 26, 2013, at the Biltmore Hotel in Phoenix, Arizona. Hosted by AZ Business Leaders magazine, visionary leaders making strides in more than 50 industries will be honored.

Leaders will share the best business advice they have received over the years, along with business principles that helped their companies grow and succeed. President Pepicello’s business advice at-large: “Never ask anyone to do something you aren’t willing to do yourself.” Pepicello notes he was, at one time, his own biggest obstacle in business. “I have had to learn to get out of my comfort zone and embrace risk as part of progress.”

To learn more about the event, visit azbusinessleaders.com.

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To learn more about the event, visit azbusinessleaders.com.
How to use University Marketplace

1. Set up your account at uopxalumnimarketplace.com.
2. Shop alphabetically, by category or by current deals negotiated just for alumni.
3. Once you have accrued a minimum of $20 in cash back, you can request your cash back via PayPal or check.

Preview the latest deals at bit.ly/UOPX-Marketplace

*Student and alumni deals may vary.
University News

New Business and IS&T degree concentrations offered

University of Phoenix recently introduced three new concentration programs that became available in July. The programs are in line with the University’s overall goal of aligning education to careers.

The College of Information Science & Technology (IS&T) announced the launch of an Associate of Arts in Information Technology in Healthcare IT (AAIT/HIT) degree*, as well as a Bachelor of Science in Mobile Development (BSIT/MD) degree*. Both program’s concentrations are online only and also are available as standalone certificate programs. The School of Business announced a new MBA concentration program in Finance (MBA/FIN)*.

The AAIT/HIT program offers coursework focused on technical knowledge and IT skills applied to health care business operations. Topics covered include Information Systems fundamentals, personal computer hardware and operating systems support, and Healthcare Information Technology (HIT). This new program also provides the body of knowledge required for the CompTIA Healthcare Information Technician and A+ certification examinations.

The BSIT/MD concentration program is designed for IT students interested in becoming mobile development professionals and will help prepare them to design, develop and implement mobile applications in leading mobile platforms, including Android, iOS and Windows. Upon completion of the program requirements, graduates will be given a UOPX Mobile Development certificate.

The MBA/FIN program is designed for students looking to enhance finance skills or enter the finance profession as a financial analyst, advisor or manager. This program is aligned to the Certified Financial Analyst standards and topics include global capital market, financial control, audit and compliance. Students can also pursue specialized knowledge in areas such as real estate investment, mergers and acquisitions and investment banking.

For more information, visit phoenix.edu.

Dean Lynn Hall elected to NBCC board

University of Phoenix College of Social Sciences Dean Lynn Hall, Ed.D., was recently elected to the Board of Directors of the National Board for Certified Counselors (NBCC), where she will serve a three-year term. NBCC is the nation’s premier professional certification board serving counselors who meet standards for the general and specialty practices of the profession.

“We are extremely pleased to have Dr. Hall join the NBCC Board,” says NBCC President and CEO Dr. Thomas Clawson. “Her interests and talents are an ideal fit.”

Dean Hall has served as a member of the American Counseling Association member benefits task force. She is the author of Counseling Military Families: What Mental Health Professionals Need to Know, published in 2008. Dean Hall holds a doctorate in educational administration, a Master of Education in counseling with an emphasis in marriage and family, career, school and transition counseling, and a Bachelor of Arts in elementary education, all from the University of Arizona in Tucson. She holds the National Certified Counselor (NCC), National Certified School Counselor (NCSC) and Approved Clinical Supervisor (ACS) credentials, and is a licensed professional counselor (LPC) in New Mexico.

*For more information about each of these programs, including on-time completion rates, the median debt incurred by students who completed the program and other important information, please visit: www.phoenix.edu/programs/gainful-employment.html.

Maryland residents completing undergraduate degree programs will earn an emphasis rather than a concentration in a particular area of study. While widely available, not all programs are available in all locations or in both online and on-campus formats. Please check with a University Enrollment Representative. University of Phoenix is accredited by The Higher Learning Commission and is a member of the North Central Association (ncahlc.org). The University’s Central Administration is located at 1625 W. Fountainhead Parkway, Tempe, AZ 85282-2371. Online Campus: 3157 E. Elwood St., Phoenix, AZ 85034. © 2013 University of Phoenix, Inc. All rights reserved.
Everyone has a story to tell.
Share yours and you could be in an upcoming issue of Phoenix Focus.

phoenixfocus.com/share-your-story

Michele Hubbard, MM-I ’10
Owner, I’m Organized...Are You?
Empowering woman to Lean In
In June, the South Florida Campus brought together 65 community members to discuss the topics highlighted in the book, *Lean In: Women, Work, and the Will to Lead*, written by Sheryl Sandberg, COO of Facebook. The event was co-moderated by Dr. Sherrilyn Scott, district supervisor for the Department of Social Studies for Miami Dade County Public Schools and Associate Faculty for the School of Advanced Studies, and Alexandra Escobar, campus college chair for the College of Education at the South Florida Campus.

Colorado Springs Campus collects food for fire victims
Employees from the Colorado Springs Learning Center volunteered with Care and Share Food Bank in a food drive in June to gather food for people affected by the Black Forest Fire, now the most destructive fire in Colorado’s history. More than 38,000 people were evacuated, 379 homes destroyed and two people died due to the expansive blaze. The University Colorado Springs team was thrilled to give back to the community and support the Care and Share Food Bank.

A day in the garden with a student
The Dallas Campus recently assisted with the Day in the Garden With A Student initiative in Richardson, Texas, home of Aikin Elementary. Aikin Elementary of the Independent School District consists of ESL students who come from low-income households and refugee camps. The purpose of the Garden Project is to build a bridge between the students and their new surroundings. As a reminder of where they came from, the students grew fruits and vegetables and use this as a form of growth and development in the classroom.

Chicago Campus and Serve-a-thon
The Chicago Campus and Chicago Cares participated in the 20th annual Serve-a-thon this summer. Serve-a-thon is the largest community service day in the city of Chicago, with more than 5,000 volunteers who transform the city’s neighborhoods with projects that beautify and uplift classrooms, school libraries, playgrounds, parks and more, serving as a catalyst for change in underserved communities.
Find your next career opportunity on the Phoenix Career Services portal.

Top U.S. companies are interested in University of Phoenix graduates.

The portal features:

- More than 35,000 potential career opportunities
- Companies who value an educated workforce, including Adobe®, AT&T®, AlliedBartonSM, CSC®, Kroger® and Sodexo™
- A fast connection to upload your profile/resume so employers can easily find you
Community Relations

The University supports green business entrepreneurs through Cleantech Open

Turning clever, sustainable startups into successful cleantech companies is the mission of nonprofit Cleantech Open (CTO). Through its Accelerator Program, it finds, funds and fosters entrepreneurs with big ideas that address today’s most urgent energy, environment and economic challenges. CTO in partnership with UOPX provides these entrepreneurs with the resources needed to launch and create successful and sustainable clean technology companies through training, mentoring, infrastructure, relationship development and funding opportunities. Since 2011, the University has been proud to serve as the National Education Partner for CTO, providing financial, business and educational support.

Every year, CTO’s Accelerator Program holds local, regional and national events in search of the most promising green startups. This year, the Cleantech Open Accelerator spans 50 states, with more than 100 regional and national events in more than 25 cities and expects approximately 300 entrepreneurs to participate from May to November.

University of Phoenix is supporting CTO in myriad ways. The backbone of the partnership is a financial donation, and UOPX also develops curriculum for the educational piece of the Accelerator. UOPX faculty and staff also serve as judges and mentors in different stages of the program. This past spring, UOPX launched its first internship-based career services program with CTO. UOPX students and alumni can apply to work with CTO helping with the Accelerator Program while learning about the keys to entrepreneurial success.

$500,000+ Dollars UOPX has donated to Cleantech Open. UOPX also offers campus locations for CTO events at no cost.

770 Number of Cleantech Open graduate companies since CTO was founded in 2006

1,500 Number of volunteers and sponsors in the CTO global network of support.

$850+ million Amount of third-party funds raised by the 770 Cleantech Open graduate companies.

Visit cleantechopen.org to learn more.
## Homecoming 2013

Don’t miss your chance to mix, mingle and network. Visit alumni.phoenix.edu for more details.

### ARIZONA

**Yuma**
Exclusive Alumni Reception  
Arizona Western College, Schoening Conference Center  
September 20  
2013hcsouthernarizonayuma.eventbrite.com

**Phoenix**
Arizona Diamondbacks Baseball Game  
Chase Field  
September 29  
2013hcphoenix.eventbrite.com

**Tucson**
Exclusive Alumni Reception  
Loews Ventana Canyon  
October 5  
2013hcsouthernarizona.eventbrite.com

### CALIFORNIA

**Los Angeles**
Los Angeles Angels Baseball Game  
Angel Stadium  
September 21  
2013hcsocalla.eventbrite.com

**San Diego**
San Diego Padres Baseball Game  
Petco Park  
September 21  
2013hcsandiego.eventbrite.com

### COLORADO

**Denver**
Colorado Rockies Baseball Game  
Coors Stadium  
September 22  
2013hccolorado.eventbrite.com

### FLORIDA

**Miami**
Miami Marlins Baseball Game  
Marlins Park  
September 29  
2013hcsouthflorida.eventbrite.com

### HAWAII

**Honolulu**
Exclusive Alumni Reception  
Hawaii State Art Museum  
September 19  
2013hchawaii.eventbrite.com

### IDAHO

**Boise**
Dinner and Wahooz Family Fun Center  
Wahooz Family Fun Center  
September 26  
2013hcidaho.eventbrite.com

### ILLINOIS

**Chicago**
Chicago Cubs Baseball Game  
Wrigley Field Rooftop Club  
September 8  
2013hcchicago.eventbrite.com

### INDIANA

**Indianapolis**
Lunch at the Indianapolis Zoo  
September 14  
2013hcindianapolis.eventbrite.com

### LOUISIANA

**New Orleans**
Exclusive Alumni Reception  
Roux House  
September 19  
2013hcneworleans.eventbrite.com

**Baton Rouge**
Exclusive Alumni Reception  
Belle of Baton Rouge Hotel  
September 26  
2013hcbatonrouge.eventbrite.com

### MICHIGAN

**Grand Rapids**
Celebration Cinema North  
October 6  
2013hcgrandrapids.eventbrite.com
Homecoming 2013

Don’t miss your chance to mix, mingle and network. Visit alumni.phoenix.edu for more details.

MISSOURI
St Louis
St. Louis Cardinals
Baseball Game
Busch Stadium
September 13
2013hcsstlouis.eventbrite.com

Kansas City
KC Sporting Soccer Game
Sporting Park
September 27
2013hckansascity.eventbrite.com

NEW JERSEY
Harrison
New York Red Bulls Soccer Game
Red Bull Arena
September 22
2013hcnjnewjersey.eventbrite.com

NEW MEXICO
Albuquerque
International Balloon Festival
Balloon Fiesta Park
October 12
2013hcnmnewmexico.eventbrite.com

OHIO
Cleveland
Cleveland Indians Baseball Game
Progressive Field
September 7
2013hccleveland.eventbrite.com

Cincinnati
Cincinnati Reds Baseball Game
Great American Ballpark
September 8
2013hcncincinnati.eventbrite.com

SOUTH CAROLINA
Columbia
Exclusive Alumni Reception
Jillian’s
September 13
2013hcscolumbia.eventbrite.com

TEXAS
San Antonio
SeaWorld San Antonio
September 14
2013hcsanantonio.eventbrite.com

El Paso
Exclusive Alumni Reception
Ardovino’s
September 19
2013hcelpaso.eventbrite.com

Austin
Exclusive Alumni Breakfast
TopGolf
September 28
2013hcaustin.eventbrite.com

Houston
Houston Zoo
September 28
2013hcseattle.eventbrite.com

WASHINGTON
Seattle
Seattle Sounders Soccer Game
CenturyLink Field
September 7
2013hcseattle.eventbrite.com

WASHINGTON, D.C.
Washington Nationals
Baseball Game
Nationals Park
September 15
2013hchwashingtondc.eventbrite.com

WISCONSIN
Milwaukee
Milwaukee Brewers Baseball Game
Miller Park
September 15
2013hcmilwaukee.eventbrite.com

View the fun
Check out the Homecoming photo albums at facebook.com/uopxalumni/photos_albums.

50 PHOENIX FOCUS | September 2013
1,000
alumni businesses ... and counting

Business Listing
Support your fellow University of Phoenix entrepreneurs in this year’s Alumni Business Listing, featuring more than 1,000 alumni-owned businesses.

Please find the complete listing online by visiting phoenixfocus.com/alumnibizlist
### Alabama

**CONSULTING**

Brown Accounting Solutions, LLC  
JeFreda Brown, CERT/ACC ’11  
4904 Deer Foot Cove  
Pinson, AL 35126  
(205) 687-0176  
brownaccountingsolutions.com

**FINANCIAL SERVICES & MORTGAGE**

My Personal Accountants  
Cicely Jones, BSB/ACC ’13  
4416 Gary Ave.  
Fairfield, AL 35064  
(888) 316-3830  
mypersonalaccountants.com

**NONPROFIT**

House of Love and Mercy  
(Neonatal Shelter)  
Nina Gauntt, MAED/AET ’12  
508 Jordan Ave.  
Tallassee, AL 36078  
houseofloveandmercy.web.com

**RETAIL**

Barb N Bea’s Uniforms, LLC  
William Crouthamel, AAFB ’12  
903 Gipson St.  
Prattville, AL 36066  
(334) 491-3101  
barbnbeasuniforms.com

Lesyn’s Handbags  
Akiya James, AAFB ’13  
(334) 603-4669  
lesynsgifts.wordpress.com

### Alaska

**CONSULTING**

Horses Changing Lives  
Kristi Seymour, MBA ’08  
9321 Snow Bear Dr.  
Anchorage, AK 99516  
(435) 817-0812  
horseschanginglives.com

Kome Consulting  
Sonia Handforth-Kome, MAOM ’01  
P.O. Box 533  
Unalaska, AK 99685  
(907) 581-3855

**CREATIVE SERVICES**

Boomvang Creative Group, LLC  
Jake Poinier, MAOM ’06  
2942 N. 24th St., Ste. 114-404  
Phoenix, AZ 85016  
(602) 445-6405  
boomvangcreative.com

**RETAIL**

Cutie Paw Tootie  
Jasen Thompson, MS/AJS ’13  
1029 E. Camelback Rd., Ste. A  
Phoenix, AZ 85016  
(602) 445-6405  
cptpetspa.com

**NONPROFIT**

Project Home  
Nikki Green Caprara, BSB/MKT ’09  
4802 N. 36th St.  
Phoenix, AZ 85018  
(602) 373-7560  
projectphxhome.com

**CONSULTING**

Corens Consulting, LLC  
Kimberly Corens, MBA ’02  
301 E. Second Ave., #2C  
Phoenix, AZ 85003  
(480) 748-9524

**CONSULTING**

M. Rhau Consulting Co., LLC  
Michel Rhau, TOQM ’00  
1566 S. Roadrunner Dr.  
Gilbert, AZ 85296  
(480) 577-3146  
mrhauconsulting.com

**CONSULTING**

Mark’s Tax Consulting  
David Mahaffey, MBA ’12  
6322 E. Eli Dr.  
Tucson, AZ 85710  
(520) 909-1286  
marktaxconsultant.com

### Arizona

**CONSULTING**

HCD - Hernandez Construction  
& Design Consultants  
Vince Hernandez, MBA ’11  
1018 E. Montoya Ln.  
Phoenix, AZ 85024  
(602) 400-3626

**CONSULTING**

Pump It Up of Arrowhead  
Arrah-Wonah Nester, BSM ’06  
14131 N. Rio Vista Blvd.  
Peoria, AZ 85381  
(623) 572-0090  
pumpitupparty.com

**CONSULTING**

Ronn Garcia Voice Over Talent  
Ronn Garcia, BSBA ’93  
Mesa, AZ 85203  
(602) 359-7843  
ronngarciavoice.com

**CONSULTING**

Kistia’s Creations  
Christina Acosta, BSBA/M ’12  
Phoenix, AZ 85041  
(602) 600-7940
**Alumni Business Listing**

**E-BUSINESS**

**LaunchBlot Media, LLC**
Keagan Pearson, BSBA ‘05
18521 E. Queen Creek Rd., Ste. 105-247
Queen Creek, AZ 85142
(480) 331-3195
launchblot.com

**EDUCATION & TRAINING**

**Celebrate Incorporated**
Scena Webb, DM ‘11
P.O. Box 776
Litchfield Park, AZ 85340
(800) 618-9736
celebrateincorporated.bellstrike.com

**Zephyr Concepts**
Dan Rouhani, MBA ’95
10320 N. Oak Knoll Ln.
Tucson, AZ 85737
(520) 444-6547

**EVENT PLANNING**

**Celebrate YOUth!**
Jennifer Norton, MBA/MKT ’11
15022 S. 26th Way
Phoenix, AZ 85048
(602) 909-8341
grandparties.blogspot.com

**De Atley Events & Design**
Shannon De Atley Johnson, BSM ’10
Chandler, AZ 85248
(480) 544-7042
deatleyeventsanddesign.com

**Dominion Entertainment Productions**
Meesha Maclin, MBA ’12
Phoenix, AZ 85040
(602) 710-9968

**Pat’s Parti Favors**
Pat Hartley, MBA ’11
P.O. Box 68057
Phoenix, AZ 85082
(480) 234-1450
patspartifavors.com

**Staton Enterprises, LLC**
Steven Staton, MBA/TM ’06
8930 N. Spinel Pl.
Tucson, AZ 85742
(520) 399-5005
vegasglance.com

**FASHION & BEAUTY**

**Avon Independent Representative**
Melissa "Mikki" Harper, BSB/M ’12
7791 E. Osborn Rd., #307E
Scottsdale, AZ 85251
(480) 292-7157
melissaharper.avonrepresentative.com

**Great Indian Hair**
Kevin Russell, MBA ’11
4836 E. Thunderbird Dr.
Chandler, AZ 85249
(888) 260-2194
greatindianhair.com

**Heavenly Glow Skin Care at Milan Salon & Spa**
Bernetta James, BSB/M ’01
2330 N. Alma School Rd., Ste. 134
Chandler, AZ 85224
(480) 326-1171
milansalonaz.com

**Mialisia**
Carolyn Woodburn, MBA/GM ’99
3455 E. Mead Dr.
Chandler, AZ 85249
(480) 650-2856
carolyn.mialisia.com

**My Sweetpea Creations**
Tricia Downam, MBA ’12
(480) 452-2554
mysweetpeacreations.com

**FINANCIAL SERVICES & MORTGAGE**

**Invest & Insure**
D. Brian Jason, BSB/M ’10
7819 W. Coolidge St.
Phoenix, AZ 85033
(602) 212-6755
fleewallstreet.com/brianjason

**Primerica**
David Garland, BSB/IS ’07
5150 N. 16th St., Ste. A211
Phoenix, AZ 85016
(602) 439-1612
primerica.com/davidgarland

**FOOD & SPECIALTY**

**New York Bagels ’N Bialys Restaurant & Deli**
Ruth Leatherman, BSM ’01
10320 N. Scottsdale Rd., Ste. 400B
Scottsdale, AZ 85253
(480) 991-3034
nybbaz.com

**Scooprtacular Hand Crafted Ice Cream**
Nindi Wadhwa, MBA ’10
5150 W. Baseline Rd., #102
Laveen, AZ 85339
(602) 237-0254
scooprtacular.com

**Sinfully Sweet Sensations**
Heidi Gruhot, BSIT/SE ’12
6520 S. 68th Glen
Laveen, AZ 85339
(602) 696-8102
sinfullsweet.webs.com

**Wild Birds Unlimited**
Alicia Horsman, MM ’12
7001 N. Scottsdale Rd., Ste. 174
Scottsdale, AZ 85253
(480) 306-5153
scottsdale.wbu.com

**GREEN BUSINESS**

**Desert Rose Door Refinishing**
Rose Gray, BSBA ’03
7650 S. McClintock Dr., Ste. 103-494
Tempe, AZ 85284
(602) 292-2797
desertrosedoor.com

**GreenTree Network**
Larry Tucker, BSIT ’10
16637 S. 29th St.
Phoenix, AZ 85048
(602) 677-1201
greentreenet.com
<table>
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<tr>
<th>Company Name</th>
<th>Contact Person</th>
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<th>Phone Number</th>
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<tr>
<td>ServiceMaster Janitorial Pro Solutions</td>
<td>Pete Mason, MBA/HCM '08</td>
<td>13236 N. 7th St., Ste. 4-286 Phoenix, AZ 85022</td>
<td>(602) 799-4026</td>
<td>smjanprofsolutions.com</td>
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<td>HEALTH &amp; WELLNESS</td>
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<td>Agave Rose Wellness, LLC</td>
<td>John Sweeney, BSB/EB '02</td>
<td>7225 N. Paseo del Norte, #5 Tucson, AZ 85704</td>
<td>(520) 444-6628</td>
<td>amtamassage.org/famt/johnsweeney</td>
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<tr>
<td>Amway Affiliated Independent Business Owner</td>
<td>Latreece Blacks, MBA '08</td>
<td>13236 N. 7th St., Ste. 4-286 Phoenix, AZ 85022</td>
<td>(602) 793-1286</td>
<td>amway.com/lnjco</td>
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<tr>
<td>MH7</td>
<td>J. Armstrong, MBA '12</td>
<td>4520 N. 12th St., #103 Phoenix, AZ 85014</td>
<td>(602) 753-2345</td>
<td>mh-7.com</td>
<td></td>
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<tr>
<td>Soccer Shots Mesa</td>
<td>Jason Madvig, BSB/IS '01</td>
<td>33769 N. Legend Hills Trail San Tan Valley, AZ 85142</td>
<td>(480) 415-1696</td>
<td>soccershots.org/ mesa</td>
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<td>NONPROFIT</td>
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<tr>
<td>JDR Contracting Inc.</td>
<td>Jeff Roche, AAACC '12</td>
<td>15411 W. Waddell Rd., Ste. 102-263 Surprise, AZ 85379</td>
<td>(602) 565-8317</td>
<td>jdrcontractinginc.com</td>
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<tr>
<td>My Hope Bag</td>
<td>Brian Ellery, MBA/S '12</td>
<td>P.O. Box 2956 Gilbert, AZ 85299</td>
<td>(602) 524-7119</td>
<td>myhopebag.org</td>
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<td>OTHER</td>
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<tr>
<td>Arizona PowerScapes</td>
<td>Fay Johnson, AAACC '13</td>
<td></td>
<td>(602) 390-2318</td>
<td>nelsonengineering.com</td>
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<tr>
<td>BANTAcaching</td>
<td>Anita McKenzie, MS/P '13</td>
<td>Phoenix, AZ 85014</td>
<td>(602) 316-9745</td>
<td>shawntel.gobefragrant.com</td>
<td></td>
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<tr>
<td>beFragrant</td>
<td>Shawntel House, BSB/M '12</td>
<td>7905 W. Thunderbird Rd., Unit 280 Peoria, AZ 85381</td>
<td>(602) 799-1620</td>
<td>shawntel.gobefragrant.com</td>
<td></td>
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<tr>
<td>Daimyo Brazilian Jiu Jitsu</td>
<td>Brenda Soto, BSHSA '13</td>
<td>2840 W. Ina Rd., Ste. 136 Tucson, AZ 85741</td>
<td>(520) 891-2801</td>
<td>daimyobrazillianjiujitsu.com</td>
<td></td>
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<tr>
<td>Glover’s Solutions Inc.</td>
<td>Angela Glover, MBA '05</td>
<td>P.O. Box 51090 Mesa, AZ 85208</td>
<td>(480) 288-1893</td>
<td>gloverssolutionsinc.com</td>
<td></td>
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<tr>
<td>KK Technologies Inc.</td>
<td>Kurt Kaashoek, MBA '10</td>
<td>10620 East Firewheel Dr. Scottsdale, AZ 85255</td>
<td>(480) 515-0594</td>
<td>kktech-iccontact.com</td>
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<tr>
<td>Mainstream Magazine</td>
<td>Sean Normoyle, BSB/M '13</td>
<td>7345 E. Shoeman Ln., Ste. #4 Scottsdale, AZ 85251</td>
<td>(480) 213-9708</td>
<td>mainstreammagazine.com</td>
<td></td>
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<tr>
<td>Scentsy</td>
<td>Montanna Hughes, MBA '07</td>
<td>Phoenix, AZ 85086</td>
<td>(602) 576-8763</td>
<td>scentsy.com/montanna</td>
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<tr>
<td>Sweet Nola Baby Boutique</td>
<td>Ria Patino, BSB/M '08</td>
<td>6580 S. Via Molino de Viento Tucson, AZ 85757</td>
<td>(520) 260-0271</td>
<td>sweetnolababy.com</td>
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<tr>
<td>The Wiggins Family Cabin</td>
<td>Blaine Wiggins, MBA '06</td>
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<td>Show Low, AZ</td>
<td>wigginsretreat.com</td>
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</tbody>
</table>
Alumni Business Listing

PROFESSIONAL SERVICES

Aerial Productions, LLC
Philip Ellerbroek, MBA '10
15633 N. 54th Pl.
Scottsdale, AZ 85254
(602) 377-0104
aerialphotosandvideo.com

Alger Enterprises
Franklin Alger, BSB/M '12
Gilbert, AZ 85296
(480) 570-4032
frankalger.legalshield.com

Arizona Muaythai Academy
Paul Metayo, MBA '07
17437 71st Dr.
Glendale, AZ 85308
(623) 313-1672
arizonamuaythai.com

Carson Law Firm, PLLC
Michelle Carson, BAM '02
420 W. Roosevelt St., Ste. 203
Phoenix, AZ 85003
(602) 795-4577
carsonlawaz.com

Crystal the Pet Nanny
Crystal Rector, BSM '10
1348 E. Clarendon Ave.
Phoenix, AZ 85014
(480) 678-0628
caret.com/r/petcare/crystalr1390

Edward Jones
Daniel McKay, BSB/F '12
1242 E. McKellips Rd., #100
Mesa, AZ 85203
(480) 833-0857
edwardjones.com

H&E Financial Services
Ericka Martínez, MBA/HCM '13
8064 S. High Canyon Dr.
Tucson, AZ 85747
(520) 631-3306
hefinancial.com

JOFA Solutions
Joseph Farr, MBA '11
Tucson, AZ
(520) 390-3277

M.D. Hansen Transportation
Michael Hansen, MBA/GM '05
Mesa, AZ
(480) 760-5985

Mobile Drug Testing, LLC
Janet Brush, BSBAM '05
P.O. Box 2123
Sun City, AZ 85372
(602) 667-4555

Outsourcing Solutions
Anne Caldwell, MAOM '91
3642 E. Yale St.
Phoenix, AZ 85008
(602) 228-9191
azoutsourcel.com

Photos & Prose by Mitch Hammes
Mitch Hammes, BSBAM '12
11321 W. Rosewood Dr.
Avondale, AZ 85392
(602) 980-1089
mitchhammes.com

Rodriguez Professional Landscaping, LLC
Linda Rodriguez, MBA '12
943 W. Desert Hills Dr.
Queen Creek, AZ 85143
(602) 502-5289

S & L Bookkeeping Services, LLC
Levon Lamy, MBA '07
Casa Grande, AZ 85194
(623) 866-3497
azpaperlessbookkeeping.com

S. Glenn Franchise Consulting Services
Sherena Glenn, DM '11
Glendale, AZ
(623) 748-8675
sglennfranchiseconsultingservices.com

The Logistics Entertainment Group
Maria Whitehurst, AAACC '11
3838 Quail Run Dr.
Sierra Vista, AZ 85635
(520) 559-9954
wearethelogistics.com

Top Tier Liaison & Conflict Resolution Services
Larry Wolverton, BSB/GBM '12
625 E. Southern Ave., Ste. E-105
Mesa, AZ 85210
(480) 696-7738
toptiercommunicators.com

Underestimated Screen Printing and Promotions, LLC
Russ Figueroa, BSIT '09
Phoenix, AZ 85019
(602) 374-2342
underestimatedllc.com

Vera's Laundromat
Larry Decker, BSBA '07
15420 N. 32nd St.
Phoenix, AZ 85032
(602) 867-4195
veraslaundromat.com

REAL ESTATE

DeBiase Homes
Tony DeBiase, MBA '12
1640 S. Stapley Dr., Ste. #124
Mesa, AZ 85204
(480) 620-9099
westusa.com

HomeSmart Real Estate
Maegann Yarbrough, MBA/MKT '09
2680 S. Val Vista Dr., Bldg. 1, Ste. 101
Gilbert, AZ 85295
(602) 691-8519
explozehomes.com

Keller Williams Legacy One
Tresha Matthews, MBA '08
3910 S. Alma School Rd.
Chandler, AZ 85248
(480) 388-2619

Prudential AZ Properties
Denise Payton, BSM '11
1630 S. Stapley Dr., Ste. 100
Mesa, AZ 85204
(480) 215-6948
denisepayton.pruaz.com
RE/MAX Mosaic Properties
Leon Ray, MBA/GM ’01
225 E. Germann Rd., Ste. 270
Gilbert, AZ 85297
(602) 920-0176
veteranhomesaz.com

RE/MAX Right Choice
Angelina Fairlie, BSB/IS-30 ‘00
20100 N. 51st Ave.
Glendale, AZ 85308
(623) 242-5100
therightchoiceteam.com

Realty One Group
Gerald Galloway, BSB/MKT ’12
3530 S. Val Vista Dr., #114
Gilbert, AZ 85297
(480) 495-1340
geraldgsellsaz.com

United Brokers Group
Brandon Jolley, BSM ’12
106 S. Kyrene, Ste. 2
Chandler, AZ 85226
(480) 567-5431
bjolleyhomes.com

RETAIL
Discount Aquarium Fish and Reef
Chris Kline, DM ’00
10439 N. Cave Creek Rd.
Phoenix, AZ 85020
(602) 861-6728
discountaquariumsaz.com

Global Anti-Aging of Lake Havasu
Debbie Hoskins, AAAB ’12
3098 Daytona Ave.
Lake Havasu City, AZ 86403
(928) 302-1205
globalantiaging.nerium.com

Global Book Sales
Michael King, MBA/GM ’04
4938 E. Gary St.
Mesa, AZ 85205
(480) 650-6759
amazon.com/shops/globalbooksales

Arkansas

CONSULTING
Complete Provider Resource
Shirley Walker, BSB/EB ’10
11311 Arcade Dr., Ste. 104
Little Rock, AR 72212
(501) 223-2776
completeproviderresource.com

ENVIRONMENTAL SERVICES
Dyer’s Signature Lawn & Landscape Inc.
Dawn Dyer, BSBA ’11
7234 Samuel Rd.
Pine Bluff, AR 71603
(870) 329-3790

FASHION & BEAUTY
Mary Kay
Wydeeth Maits, MM ’13
479 Wades Coach Dr.
Springdale, AR 72762
(479) 301-6192
marykay.com/wmaits

NONPROFIT
Children’s Advocacy Center of Eastern Arkansas
Keena Friday, MBA ’10
905 N. 7th St.
West Memphis, AR 72301
(870) 702-5939
mshs.org

OTHER
Christine Jones Originals
Christine Jones, MM/PA ’07
P.O. Box 1636
Hope, AR 71802
lulu.com/spotlight/cjoneshope

PROFESSIONAL SERVICES
Marie’s Cleaning Service
Marie Stufflebeam, AAFB ’12
14283 E. Battlefield Park Rd.
Prairie Grove, AR 72753
(479) 790-5458

Pacific Microlon
Tim Swires, BSBA ’07
1621 E. San Tan St.
Chandler, AZ 85225
(480) 577-1062
microlon.net

Tactical Fireworks
Carri Miller-Cohn, MBA ’09
Phoenix, AZ
(602) 471-6960
tacticalfireworks.com

Today’s Sports Collector
Alex Ojeda, MBA ’11
1752 Signal Butte Rd.
Mesa, AZ 85209
(602) 541-7520
TodaysSportsCollector.com

Compurity Solutions, LLC
Todd Steinmetz, AAIT/ITS ’12
5801 E. Friess
Scottsdale, AZ 85254
(602) 515-3646
compuritysolutions.net

Consult-Ed
Dave Dzurick, DM ’01
Tucson, AZ 85747
(520) 663-1761
drded.com

Lupine Computer, LLC
Steve Brining, MBA/EB ’04
Scottsdale, AZ 85254
(602) 546-3270
mylupine.com
Alumni Business Listing

RETAIL

Allergy Relief Store
Julie Ferrell, BSBA '12
22005 I-30 S.
Bryant, AR 72022
(501) 847-5566
yourallergyreliefstore.com

JOCK’s Print Shop
Jackie Faucette, MBA ‘10
89 Sabine Dr.
Pine Bluff, AR 71602
(870) 267-7315

TECHNOLOGY SERVICES

ScottysWeb
Jessica Scott, BSB/M '13
12100 Fieldstone Ln., #F29
Bryant, AR 72022
(501) 952-3472
scottysweb.com

California

CONSULTING

Acclaim Health Care Consulting Inc.
Velma Alexander, MBA/HCM '03
3755 Avocado Blvd., Ste. 427
La Mesa, CA 91941
(619) 660-5446

Aviation Business Partners
Mariana Falco, MBA/ACC ‘05
2 Enterprise 1114
Aliso Viejo, CA 92656
(310) 350-4108

CFO Business and Tax Services Inc.
Gary Clisby, MBA '00
16 Parterre Ave.
Foothill Ranch, CA 92610
(949) 235-9304
cfobts.com

Consult Malati
Malati Baker, BSBA ’03
340 Genoa Dr.
Simi Valley, CA 93065
(805) 206-5206

Dees Management
Jerome Dees, MBA ’09
San Jose, CA 95123
(408) 300-1047
deesmanagement.com

Diane Adoma Consulting
Diane Adoma, MBA/EB ’04
1745 Hwy. 138, Ste. C-8
El Dorado Hills, CA 95762
(678) 612-5175
dianeadomaconsulting.com

HR Jungle
C.J. Westrick, BSBA ’07
P.O. Box 3691
San Diego, CA 92163
(858) 344-9015
HRjungle.com

JGLipot Consulting
James Lipot, MBA ’03
1200 Fairhaven Ave., #55
Santa Ana, CA 92705
(714) 200-4346

KDE Business Development Solutions
Kenneth Eason, MBA ’12
(661) 406-3733
kdebusdevsol.vpweb.com

KDG Enterprises Inc.
Kelley Gulley, MBA ’96
P.O. Box 18561
Oakland, CA 94619
(510) 209-9401
kdg-enterprises.com

PHP People Helping People
Vincent Cendejas, BSB/M ’10
Camino Del Rio N.
San Diego, CA 92108
(650) 580-5193
phpdream.com

Pop Up Shop
Justin Lane, BSBAM ’11
53 Carolina Dr.
Benicia, CA 94510
(707) 208-0837
popupshop.co

Process Innovators
Israel Landa, BSBA/A ’07
641 Glenrose Dr.
Orange, CA 92869
(714) 408-4849
processinnovatorsconsulting.com

QCHR Inc., dba Quad-County Human Resources
Tami Wiersma, BSBA/M ’02
135 S. State College Blvd., Ste. 255
Brea, CA 92821
(888) 979-7247
quadcountyhr.com

R&D Development and Consulting, LLC
Ralph Ciaramella, MBA ’00
40013 95th St. West
Leona Valley, CA 93551
(661) 770-9694
webprofile.info/rciaramella/index.html

Relentless Consulting Group
Samantha Ferrone, BSB/M ’12
relentlessconsultinggroup.com

RowPoint
Faiyaz Farouk, MBA/HCM ’12
14271 Jeffrey Rd., #138
Irvine, CA 92620
(949) 632-8978
rowpoint.com

WorldWideTeams
Bett Mickels, DBA ’10
3525 Del Mar Heights Rd.
San Diego, CA 92130
(828) 818-2500
worldwideteams.com
CREATIVE SERVICES

AndyArt Photography
Andrew Halbeck, BSM '10
7 Via Florencia
Mission Viejo, CA 92692
(714) 931-7895
andyartphotography.com

Angela Andrieux Photography
Angela Andrieux, MBA '09
Santee, CA 92071
(619) 948-5464
angelaandrieux.com

Creative Influence-Graphic & Web Design
Teanna Ross, MBA '10
(626) 594-5891
the-creativei.com

FundraisingCoffee.com
Joshua Lawrence, BSB/IS '13
326 I St., Ste. 154
Eureka, CA 95501
(888) 377-6777
fundraisingcoffee.com

Graybeard Productions
Jeff Salvatore, MBA '10
1014 S. Westlake Blvd., Ste. 14-282
Westlake Village, CA 91361
(805) 285-0960
graybeardproductions.com

Hall-Chapoose Photography
Jennifer Hall, BSA '12
P.O. Box 22336
San Diego, CA 92192
(858) 751-4749
hallchapoosephoto.com

Kerrie Kelly Design Lab
Kerrie Kelly, MBA '02
3252 J St.
Sacramento, CA 95816
(916) 919-3023
kerriekelly.com

Sergio Perez Photography
Sergio Perez, BSB/M-39 '12
Gilroy, CA 95020
(408) 612-7718
sergioperezphotography.com

Signature Series Writing
Shamieka Williams, MBA/HRM '12
Sacramento, CA 95828
(916) 743-3103

The Lyric Magician
Marty Goodman, MBA '01
CA 90024
(818) 288-1684
lyricmagician.com

E-BUSINESS

Citybot Inc.
Greg Solovyyev, BSBA '07
101 Broadway, Ste. 200
San Diego, CA 92101
(650) 275-3649
citybot.com

ECH24
Peter Johansen, MBA/HRM '09
San Diego, CA 92122
(858) 623-9133
ECH24.org

Gallery No. 8
Renée Silarlene Michel, MAED/CI '03
Sacramento, CA 95833
(916) 928-0778
rsmmichel.com

La Fab Boutique
Alvinya Key, MM '13
2239 S. Marvin Ave., Unit 1
Los Angeles, CA 90016
(323) 377-5343
lafabboutique.bigcartel.com

Lifecessories.com
Audrey Boyd, MBA/MKT '10
201 13th St. #1642
Oakland, CA 94604
(510) 763-3803
lifecessories.com

PetFashionz
Raymond Khechumyan, BSB/A '13
petfashionz.com

Quilted with Prayer
Donneka Ballard, BSBA '10
(310) 933-4171
etsy.com/shop/quiltedwithprayer

Smokedigital
Kenneth Caballa, MBA '13
P.O. Box 211951
Chula Vista, CA 91921
(619) 704-9891
smokedigital.com

TyrellOne Mobile Messaging Solutions
Ralph Tyrell, MBA/TM '04
5505 Stevens Way, #740051
San Diego, CA 92174
(619) 564-7774
tyrellone.com

Vapor Stands
Tim Mullicane, AAIT/N '12
Jackson, CA 95642
(209) 223-1301
vaporstands.com

We Are Brilliance!
Eileen Price, BSB/A '11
11301 W. Olympic Blvd., Ste. 414
West Los Angeles, CA 90064
(310) 709-6457
tankandsilly.com

EDUCATION & TRAINING

Boateng Family Child Care
Rose Boateng, BSB/A '12
Alta Dena, CA 91001
(626) 398-1613

Community Network and Family Resources
Linda Savage-Mosley, EDD '01
637 E. Albertoni St., Ste. 211
Carson, CA 90746
(310) 538-8707
communitynetworkandfamilyresources.com
### Alumni Business Listing

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Location</th>
<th>Contact Information</th>
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<tr>
<td>Extreme Motion Dance Studio</td>
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<td>Kaeli Dutrow, MAED/ES ‘10</td>
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<td>Harper Learning Company</td>
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<td>Debra Harper, EDD ‘12</td>
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<tr>
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<td>12239 Woodhollow St.</td>
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<td>Victorville, CA 92392</td>
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<td>Rodan &amp; Fields Dermatologists</td>
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<td>Marcy Soria, BSB/M ’13</td>
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<td>5755 Oberlin Dr., #232</td>
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<td>San Diego, CA 92121</td>
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<td>(760) 715-5352</td>
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<td>msoria.myrandf.com</td>
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<td>Success Connections</td>
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<td>Melanie Benson Strick, MAOM ’97</td>
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<td>Chatsworth, CA 91311</td>
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<td></td>
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<td>(818) 530-4884</td>
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<td>Tamarie Teaches</td>
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<td>Tamarie Tigh, BSB/M-39 ’02</td>
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<td>ENVIRONMENTAL SERVICES</td>
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<td>Sungevity Solar</td>
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<td></td>
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<td>(760) 703-6752</td>
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<td>EVENT PLANNING</td>
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<td>Devon Smiles Photography</td>
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<td>devonsmilesphotography.com</td>
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<td>Endless Jumps</td>
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<td>Wendely Moodie-Naranjo, AAB ’12</td>
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<td>Los Angeles, CA 91335</td>
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<td>(818) 344-2370</td>
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<td>G&amp;G Productions</td>
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<td>Joaquin Rodriguez, BSBA ’08</td>
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<tr>
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<td>P. O. Box 1100</td>
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<td>Carmichael, CA 95608</td>
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<td>(800) 655-0655</td>
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<td>Party Helpers</td>
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<td>Rosalinda Vierra, BSM ’02</td>
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<td>Ceres, CA 95307</td>
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<td>(209) 988-4901</td>
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<td>cerespartyhelpers.com</td>
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<td>Wedding Elegance and Events</td>
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<td>Janice Brown, BS/OSM ’12</td>
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<td>FASHION &amp; BEAUTY</td>
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<td>Beyond Body Wear Inc.</td>
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<td>Darryl Dickerson, BSB/GBM ’12</td>
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<td>5663 Balboa Ave., #360</td>
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<tr>
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<td>San Diego, CA 92111</td>
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<td>(855) 231-2963</td>
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<td>beyondbodywear.com</td>
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<td>Diamond Lane Hair Salon</td>
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<td>Kristine Fisher, BSB/HRM ’12</td>
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<td>13414 1/2 Avalon Blvd.</td>
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<td>(310) 876-5033</td>
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<td>Dream House Closet</td>
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<td>Nina Bourda, BSB/M-39 ’12</td>
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<td>1852 W. 11th St., Ste. 677</td>
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<td></td>
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<td>Tracy, CA 95376</td>
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<td></td>
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<td>(510) 798-6117</td>
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<td>dreamhousecloset.com</td>
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<td>Four13minutes Left ... Boards and Clothing</td>
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<td>Brion Davis, BSB/M ’07</td>
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<td>Luxury Nails and Spa, LLC</td>
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<td>Loann Tu, MBA ’12</td>
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<td>358 W. El Norte Pkwy., Ste. D</td>
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<td>Escondido, CA 92029</td>
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<td></td>
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<td>luxurynailandspas.com</td>
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<td>Mary Kay Cosmetics</td>
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<td>Lesha Willingham, AAPSY ’12</td>
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<td></td>
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<td>3217 N. White Ave.</td>
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<td></td>
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<td>La Verne, CA 91750</td>
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<td></td>
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<td>(909) 367-6756</td>
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<td>Noelani’s Makeup Artistry by Verna</td>
<td></td>
<td>Verna Cortez, MBA ’07</td>
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<td>and Hair by Adriana</td>
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<td>8208 Water View Ct.</td>
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<td>Spring Valley, CA 91977</td>
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<td></td>
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<td>(619) 504-5677</td>
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<td>noelanismakeupartistry.com</td>
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<tr>
<td>Pardis Cielo</td>
<td></td>
<td>Nichole Maraz, BSB/M ’10</td>
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<td></td>
<td></td>
<td>13603 Marina Pointe</td>
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<td></td>
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<td>Marina Del Rey, CA 90292</td>
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<td></td>
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<td>(714) 371-6271</td>
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<td>pardiscielo.com</td>
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<td>Seven 24 Fashion</td>
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<td>Norik Hairapetian, MBA ’07</td>
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<td>Los Angeles, CA 90028</td>
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<td>(323) 960-8220</td>
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<td>724fashion.com</td>
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<td>Skinny Wraps by Dana</td>
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<td>Dana Tolentino, BSHCS ’13</td>
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<tr>
<td>FINANCIAL SERVICES &amp; MORTGAGE</td>
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<tr>
<td>Alls Global Advisors Inc.</td>
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<td>Clifford Alls, BSB/M ’05</td>
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<td>Murrieta, CA 92563</td>
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<tr>
<td>Anglin’s Allstate Insurance Agency</td>
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<td>Damion Anglin, BSB/M ’12</td>
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<td>6690 Mission Gorge Rd., Ste. G</td>
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<td>San Diego, CA 92120</td>
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<td>(619) 228-8138</td>
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</tbody>
</table>
|                                          |                  | http://agents.allstate.com/damion-anglin-
|                                          |                  | usmc-vet-san-diego-ca2.html              |
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grnwestminster.com

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lamaredwardsjr.legalshieldassociate.com

Rubottom & Associates, LLC
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rubottomcpa.net

Ruff Riders Pet Services
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RuffRidersPetServices.com

Superwoman Tax and Accounting
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Wrightway Accounting Services, LLC
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birdsnbellesclothing.com

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grampsgifts.com

PROformance Apparel
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proformanceapparel.com

SECURITY SERVICES

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cvsafebox.com

Evicam Inc.
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evicam.com

TECHNOLOGY SERVICES

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CONSULTING

The Giving Collaborative
Steven Verrone, MBA ‘04
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East Haven, CT 06512
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givingcollaborative.com

GREEN BUSINESS

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PROFESSIONAL SERVICES

Cleaning By Shawn
Shawn Brighenti, BSM ‘13
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(860) 307-0369
cleaningbyshawn.com

Resu-mazing Services Company
Bill Florin, BSB/M ‘03
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(203) 683-7434
resu-mazing.com

Specialized Resumes Services
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Somers, CT 06071
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businessnaire.com

PROFESSIONAL SERVICES

Resumes Right Away, LLC
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New Castle, DE 19720
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resumesrightaway.com

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EVENT PLANNING

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EventsBy3572.com

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Get Fit Get Fine Wraps
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mslroberts.myitworks.com

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clarkesspotlight.com

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<thead>
<tr>
<th>Business Name</th>
<th>Contact Persons</th>
<th>Address</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
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<td>SolidHostDesign Inc.</td>
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</tr>
<tr>
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</tr>
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<td>Hunt Innovations</td>
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</tr>
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</tr>
<tr>
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</tr>
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</tr>
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</tr>
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<td>waddellconsult.com</td>
</tr>
<tr>
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<td>(770) 634-7251</td>
<td>capturingthemomentsatl.com</td>
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<tr>
<td>E Class Designs</td>
<td>Eric Harding, MBA/MKT ’07</td>
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<td>(770) 958-2353</td>
<td>ericharding.carbonmade.com</td>
</tr>
<tr>
<td>Krys Alexandra Photography</td>
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<td>(706) 604-6023</td>
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<tr>
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<td>(706) 955-5816</td>
<td>stayathomemommiesshop.com</td>
</tr>
<tr>
<td>E-BUSINESS</td>
<td></td>
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<td>(706) 463-7251</td>
<td>e-business.com</td>
</tr>
<tr>
<td>Electronic Factory</td>
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Jonesboro, GA 30237
(855) 413-5669
atldjstretch.com

FASHION & BEAUTY

Deanna Oaks, Independent Beauty Consultant
Deanna Oaks, BSB/ACC ’09
P.O. Box 1682
Hiram, GA 30141
(770) 841-1768
marykay.com/deanna.oaks

High Class Hair Extensions
O moye E highla u, MHA/GER ’10
P.O. Box 412
Fayetteville, GA 30215
(404) 200-3119
highclasshairextensions.com

Sew Sister
Vanessa Merriweather, MBA ’10
1378 Laney-Walker Blvd., Ste. 105
Augusta, GA 30901
(706) 799-9749

FINANCIAL SERVICES & MORTGAGE

Excalibur Resource Group, LLC
Bassey Essien, MBA/GM ’10
35 Patterson Rd., #4187
Lawrenceville, GA 30042
(678) 861-4009

Gwendolyn Randall DBA Randall Tax Service
Gwendolyn Randall, MBA ’08
110 Conner Dr.
Ludowici, GA 31316
(706) 231-1928
randalltaxservice.com

Securian Financial
Harvey Maclin, MBA/HCM ’07
5 Concourse Pkwy., Ste. 3000
Atlanta, GA 30328
(404) 468-2367
securianfinancialgroup.com

MDF Studio
Kristina Brown, MBA ’07
2821 Chastain Meadows Pkwy., Ste. 110
Marietta, GA 30066
(770) 226-4633
morenasdancefitness.com

E.N.E.K. Body Essentials
E’n’a Drake, BSB/M ’13
Atlanta, GA 30334
(770) 986-7001
nekshea.com

Revitalizing
Pamela Bristow, BSB/MKT ’11
revitalizingwithxyngular.com

Visalus
Mincoya Crenshaw, MBA ’13
mincoya.bodybyvi.com

NONPROFIT

Retention Frontiers Inc
Joseph Bostic Jr., MBA/GM ’10
P.O. Box 1355
Hampton, GA 30228
(678) 959-9363
retentionfrontiers.com

The Emosah Foundation
Ericka Sutton, BSM ’09
P.O. Box 767295
Roswell, GA 30076
(888) 960-0220
emosahfoundation.org

OTHER

Avon
Adria Sanders, BSB/F ’11
Alpharetta, GA 30022
(678) 330-3612
youravon.com/adriasanders

Diane Adoma Consulting
Diane Adoma, MBA/EB ’04
1745 Hwy. 138, Ste. C-8
Conyers, GA 30012
(678) 612-5175
dianeadomacconsulting.com
E&S Staffing Services, LLC  
Sally Wilson, MBA ‘11  
Atlanta, GA  
(404) 220-9316  
estaffingservices.com

LillaRose-Dee Lewis, Independent Consultant  
Deirdra Lewis, BSB/M ‘12  
5805 State Bridge Rd.  
Duluth, GA 30097  
(770) 676-2833  
lillarose.biz/accessorizemyhair

Live A Life, LLC  
Debbie Troxell, BSB/A ‘11  
2400 Riverstone Blvd., #5843  
Canton, GA 30114  
(770) 608-0047  
livealifellc.com

Mojobas  
Tony Stewart, BSB/ISCOM ‘12  
7442 Douglas Blvd.  
Douglasville, GA 30135  
(770) 575-0717  
mojobasfunfactory.com

PROFESSIONAL SERVICES

AlbAnnie Client Solutions  
Luther Laveaux, MBA ‘11  
1020 Rowe Oak Cir.  
Lawrenceville, GA 30043  
(954) 529-5282

American Machinery Specialists Inc.  
Jody Bennett, BSM ‘11  
3551 Athens Hwy.  
Jefferson, GA 30549  
(706) 367-4400  
amERICANMACHINERY.NET

Brico Group  
Brian Stovall, BSB/ACC ‘08  
1400 Veterans Memorial Hwy., Ste. 134-302  
Mableton, GA 30126  
(404) 946-8291  
thebricogroup.com

Brigette’s Technology Consulting and Research Firm  
Brenda Nelson-Porter, DM ‘04  
Newnan, GA 30263  
(770) 251-6765  
brigettes.com

Eagle Bonding Company  
Jodie Copeland, MBA ‘12  
P.O. Box 2530  
McDonough, GA 30253  
(678) 432-9538  
eaglebonding.com

Gryphus Accounting Services  
Anitra Griffin, BSBA ‘06  
gryphusaccounting.com

Larry Meade Insurance  
Larry Meade, MBA/GM ‘03  
2319 Jennas Way SE  
Conyers, GA 30013  
(404) 729-7840  
fivestarinsuranceagency

Perfect Reflections 7, LLC  
Kenyatta Watkins, AASM ‘11  
289 Jonesboro Rd., Ste. 189  
Mcdonough, GA 30253  
(678) 607-5844  
perfectr7.com

The Aldenderfer Group, P.C.  
Charlie Aldenderfer, MSA ‘11  
555 Sun Valley Dr., Ste. F-3  
Roswell, GA 30076  
(770) 650-8989  
aldenderfer.com

Made My Way Jewelry  
Keiyana Gilmore, MBA ‘12  
Augusta, GA  
(706) 414-1262  
mademywayjewelry.biz

TECHNOLOGY SERVICES

CynTechs  
Barry Crocker, MBA/TM ‘03  
650 S. Main St., # 3  
Hinesville, GA 31313  
(912) 332-0489  
cyntechs.com

Denty, LLC  
William Dent, MBA/HCM ‘11  
2315 Louiseville Rd.  
Savannah, GA 31415  
(912) 349-9459  
dent.ly

Your Safe Box, LLC  
Jason Warner, MBA ‘09  
1138 Leslie Pl.  
Lithonia, GA 30058  
(678) 849-0243  
yoursafebox.com

Hawaii

E-BUSINESS

Mantaray 808, LLC  
William Kerr, BSB/M ‘01  
16-1392 Pahoa Rd.  
Keau, HI 96749  
(808) 333-4448  
mantaray808.com

FINANCIAL SERVICES & MORTGAGE

Hi-Tide Business Solutions, LLC  
Janet Raleigh, MBA ‘10  
1180 Kakala St., #604  
Kapolei, HI 96707  
(808) 213-0171  
htsaccounting.com
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<th>State</th>
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<td>Idaho</td>
<td>Green Business</td>
<td>Light of Mine</td>
<td>Kimberly Robertson, MBA ’10 3619 Hansford Pl. Pearland, HI 77584 (979) 575-0726 lightofminetees.com</td>
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<td></td>
<td>Health &amp; Wellness</td>
<td>MeFIT</td>
<td>Mei Gendreau, MBA ’11 Honolulu, HI 96818 (808) 212-3600</td>
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<td>Other</td>
<td>Ho’iolo House</td>
<td>Jay Wisthoff, MBA ’03 138 Awaiku St. Lahaina, HI 96761 (808) 667-6669 hoolohouse.com</td>
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<td>LRB Hawaii Dive</td>
<td>Laura Brown, MBA/HCM ’10 7 Puako Beach Dr. Kamuela, HI 96743 (808) 895-8967 lrbhawaiidive.com</td>
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<td>Security Services</td>
<td>Hi Shotz Photography</td>
<td>Mark Swink, MBA ’10 P.O. Box 29615 Honolulu, HI 96820 (808) 983-9819 hishotz.com</td>
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<td>Murphy’s Tax &amp; Bookkeeping Service</td>
<td>Kiana Murphy, BSB/ACC ’12 1314 E. Heather Rd. Bourbonnais, IL 60914 (815) 573-8260</td>
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<td>Marketing &amp; Communications</td>
<td>Sun Rise Valley Associates Inc</td>
<td>Pam Vandenbussche, DM ’11 836 S. Arlington Heights Rd. Elk Grove Village, IL 60007 (847) 345-3217 sunrisestyleassoc.com</td>
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<td>Creative Services</td>
<td>Spectrum Paradigm Consulting &amp; Services</td>
<td>Anissa Lampley, MAOM ’01 (815) 556-9267 spectrum-paradigm.biz</td>
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<td>Food &amp; Specialty</td>
<td>Until the Whole World Hears, LLC</td>
<td>Captain Steven Lucks, MAOM ’94 Idaho Falls, ID 83406 (208) 521-1980 untilthewholeworldhears.reliv.com</td>
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<tr>
<td>Illinois</td>
<td>Consulting</td>
<td>13-Hill Consultant Group</td>
<td>Michael Butts, BSB/M ’11 4434 W. West End, 2W Chicago, IL 60624 (312) 823-9789 13-hillconsultantgroup.com</td>
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<td>Callan Consulting</td>
<td>Clair Callan, DM ’92 1800 Amberley Ct., Ste. 208 Lake Forest, IL 60045 (847) 735-9509 callanconsultinginc.com</td>
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<td>Murphy’s Tax &amp; Bookkeeping Service</td>
<td>Kiana Murphy, BSB/ACC ’12 1314 E. Heather Rd. Bourbonnais, IL 60914 (815) 573-8260</td>
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<td>Samuel Solutions Inc.</td>
<td>Matasha Murrell Jones, DM ’08 430 E. 162nd St., 341 South Holland, IL 60473 (866) 207-804 samuelsolutions.com</td>
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<td>Sunrise Valley Associates Inc</td>
<td>Pam Vandenbussche, DM ’11 836 S. Arlington Heights Rd. Elk Grove Village, IL 60007 (847) 345-3217 sunrisestyleassoc.com</td>
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<td>Anissa Lampley, MAOM ’01 (815) 556-9267 spectrum-paradigm.biz</td>
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<td></td>
<td>Young Dreams Publications</td>
<td>Tyunika Waller, AAFB ’13 Lansing, IL 60438 (773) 329-7390 youngdreamsbig.com</td>
<td></td>
</tr>
</tbody>
</table>
E-BUSINESS

MayaJohnEnterprises, LLC
Keith Crawford, MBA/HCM '12
581 Lake Hurst Rd., #1R
Waukegan, IL 60085
(847) 624-2423
mayajohnenterprises.com

EDUCATION & TRAINING

Blue Wall of Silence
Olivia Johnson, DM '10
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Belleville, IL 62226
(618) 791-9146
bluewallofsilence.net

EVENT PLANNING

Signature Details Event Planning
Katina Williams, MBA '11
11856 S. Komensky Ave., Ste. 3A
Chicago, IL 60603
(708) 200-3787
signaturedetails.eventplanning.com

The Art Spot
Fahad Zuberi, MBA '12
1 Wheaton Center, #1001
Wheaton, IL 60187
(630) 205-0637
theartspotil.com

Weddings by Whitley
Sheryl Whitley, MBA/HCM '06
490 Canterbury Trail
Roselle, IL 60172
(312) 576-9909
weddingsbywhitley.com

FASHION & BEAUTY

Armani's Hair Salon
Doris Childs, BSN '12
2419 W. Marquette Rd.
Chicago, IL 60621
(773) 863-1544
armanishair.com

Rodan & Fields
Kathleen Daigle, BSM '12
Chicago, IL 60613
(312) 324-0400
katiedaigle.myrandf.com

FINANCIAL SERVICES & MORTGAGE

World Financial Group
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2100 Clearwater Dr.
Oak Brook, IL 60523

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Hollye Green-La Bella Baskets
Holly Green McManis, MBA/HCM '10
1322 Jeth Ct.
Peoria, IL 61614
(309) 363-1440
hollyegreen.labellabaskets.com

MARKETING & COMMUNICATIONS

Creatively Strategic Solutions, LLC
Devon Moody-Graham, MBA '06
110 N. Main St.
East St. Louis, IL 62201
(314) 467-8364
devonmoodygraham.com

Get Talked About, LLC
Marty Hitzeman, BSB/M '06
9 W. Washington, Fourth Floor
Chicago, IL 60602
(312) 725-3015
gettalkedabout.com

NONPROFIT

Christian Business Leaders Network
Anthony Edwards, BSB/F '11
120 Young Ave.
Anna, IL 62906
(630) 203-3548

Dr. Pagou's Foundation
Claude Pagou, MBA/HCM '12
288 Oxford Ave.
Clarendon Hills, IL 60514
(901) 517-3229
drpagousfoundation.org

Eternal Investment Cooperative
Genoa Giles, MBA '10
accountingshareholder.com

Wisdom Lives Here
Charlene Davis, MS/AJS '11
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Chicago, IL 60649
(773) 301-8762
wisdomliveshere.org

OTHER

Arthur Weiler Inc.
Phaedra Weiler, DM '12
12247 W. Russell Rd.
Zion, IL 60099
(847) 746-2393
weilernursery.com

Edwards Landscaping Design and Construction
Anthony Edwards, BSB/F '11
120 Young Ave.
Anna, IL 62906
(618) 203-3548
edwardslandscapedesign.com

Reflections Photography
Kristena Blume, BSB/F '07
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(847) 220-2342
reflectionsphotographylc.net

Tyisha Brown Music
Tyisha Brown, MM/HRM '11
Naperville, IL 60563
(312) 375-2028
tyishabrown.com

PROFESSIONAL SERVICES

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5646 W. Division
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(630) 670-8928
aplustaxconsultants.com

Meeting Relief by Tom Campana
Thomas Campana, BSB/M '08
2215 S. Wolf Rd., #184
Hillside, IL 60612
(708) 497-3077
meetingrelief.com
Moment Tax & Accounting Services
Lorraine Moment, MBA ’11
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Chicago, IL 60619
(773) 675-1020
lmoment.feddir.com

REAL ESTATE
Attlee Properties, LLC
Zelman Sanders, MBA ’12
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Ofallon, IL 62269
(314) 363-6260
attleeproperties.com

Michelle Chicago-Prudential Rubloff Properties
Michelle Chicago, BSM ’11
2663 N. Halsted
Chicago, IL 60614
(312) 395-0955
michellechicago.rubloff.com

RETAIL
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DeAndrea "Dee" Atkins, MBA ’08
Forest Park, IL 60130
(720) 295-3482
thestilettodiva.com

Indiana

CONSULTING
Ayesha R. Patterson Consulting
Ayesha Patterson, BSM ’05
P.O. Box 10087
Merrillville, IN 46411
(219) 381-6479
arpattersonconsulting.com

Fracica Enterprises Inc.
Andy Fracica, MBA ’08
6234 Beaver Creek Ct.
Fort Wayne, IN 46814
(260) 338-4554
fracicaenterprises.com

VisionCore Solutions, LLC
Kendra Banks, AAB ’10
9500 Hampton Dr., #13
Highland, IN 46322
(219) 678-5945
visioncoresolutions.com

FASHION & BEAUTY
Mary Kay Independent Beauty Consultant
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407 Don Hovey Dr.
Valparaiso, IN 46383
(219) 263-6144
marykay.com/mcarden88

HEALTH & WELLNESS
CMRP Community Medical Research Partners
Tanya Smith, MBA ’11
8354 Little Eagle Dr.
Indianapolis, IN 46254
(866) 737-7376
cmrpmedical.com

Perfectly Posh with Christina
Christina Perez, MBA ’09
10334 Heritage Way
Cedar Lake, IN 46303
(219) 218-2685
perfectlyposh.us/christinaperez

MARKETING & COMMUNICATIONS
TKA Enterprises, LLC
Arthur Avington, BSB/M ’10
8329 Briarhill Way
Indianapolis, IN 46236
(317) 823-5085
zmmobileappdevelopment.com

NONPROFIT
Fresh Wind Community Church
Edward Muir, AAFB ’11
P.O. Box 4704
Indianapolis, IN 46244
(317) 619-3737
freshwindcc.org

GIRLS Can Inc.
Mellanie Hunter, MBA ’11
3310 E. 10th St., #161
Jeffersonville, IN 47130
(502) 276-5226
girlscan.us

Iowa

OTHER
Gibson Commercial Construction
Jake Gibson, MBA ’06
5602 Elmwood Ave., Ste. 113
Indianapolis, IN 46203
(317) 213-0819
gibsoncommercial.com

Kansas

CREATIVE SERVICES
Samuel Morningstar
Samuel Causby, MS/P ’12
samuelmorningstar.blogspot.com

E-BUSINESS
Trinite Organiques
Jana Rogers, BSBA ’12
P.O. Box 12405
Kansas City, KS 66112
(913) 738-7546
triniteorganiques.com
## Kentucky

### CONSULTING
- **Black Onyx Consulting**
  - Michael Huy, MBA '08
  - 4818 Roberts Dr., Ste. 102A
  - Ashland, KY 41102
  - (478) 297-5120
  - boccglobal.com

- **Grantwriters Toolkit**
  - Sonia Johnson, MBA/HCM '10
  - P. O. Box 362, 108 W. Crystal Dr.
  - Lagrange, KY 40031
  - (502) 294-9089
  - grantwriterstoolkit.webs.com

- **Heiden Analytics**
  - Dr. Charles Heiden, MAOM '95
  - 105 Deer Creek Ln.
  - Elizabethtown, KY 42701
  - (270) 307-8125
  - heidenanalytics.com

### FOOD & SPECIALTY
- **Copper Cupcake**
  - Joe Loucks, MBA '12
  - 10616 Meeting St.
  - Prospect, KY 40245
  - (502) 708-2418
  - coppercupcake.com

### MARKETING & COMMUNICATIONS
- **Kendra Hamilton Enterprises**
  - Kendra Hamilton, MBA '08
  - khenterprisesllc.com

### TECHNOLOGY SERVICES
- **Credible System, LLC**
  - Mahes Nayak, MIS '09
  - 9987 Vieux Carre Dr.
  - Louisville, KY 40223
  - (888) 976-2966

## Louisiana

### CONSULTING
- **Human Resources, LLC**
  - Shawn Sharkey, MBA '10
  - Lafayette, LA 70520
  - (337) 371-9537
  - humanresourcesllc.com

- **Joiner Consultancy**
  - Gail Joiner, MSA '11
  - Amite, LA 70422
  - (504) 251-1115
  - gmjconsultants.com

- **JonDi'Media Design & Communications**
  - Jonnika Dixon, MBA '13
  - 3868 Irwin Kuntz Dr.
  - Harvey, LA 70058
  - (504) 814-0611
  - jondiconsult.com

### EVENT PLANNING
- **504 Experience**
  - Mitchell Player, AAB '11
  - 1224 Ursulines Ave.
  - New Orleans, LA 70116
  - (504) 782-7940
  - 504experience.com

### FASHION & BEAUTY
- **Cozy Couture Spa Parties**
  - Tiffany Williams, MBA/MKT '04
  - P.O. Box 247
  - Maurice, LA 70555
  - (504) 388-0035
  - cozycoutureparties.com

### FINANCIAL SERVICES & MORTGAGE
- **Progressive Minds Consulting, LLC**
  - Monica Jackson, MBA '04
  - New Orleans, LA
  - (504) 352-0234

### CREATIVE SERVICES
- **Essentials Concierge Services**
  - Keyonna Jacobs, MBA/HCM '11
  - 30053 College Dr.
  - Walker, LA 70785
  - (985) 264-9892
  - essentialssvc.com

- **Ms Tee's Scents by Scentsy**
  - Tasha Washington, BSB/A '11
  - Baton Rouge, LA
  - msteeescent.scentsy.us

- **Stain & Score Floors, LLC**
  - Sharlee Pourciau, MBA '09
  - 508 Terrell Ct.
  - New Iberia, LA 70563
  - (337) 321-0559
  - stainandscorefloors.com

- **R.G. Productions**
  - Ricardo Garey, AAFB '13
  - Prairieville, LA 70769
  - (225) 715-9379
  - myrgproductions.com

- **Suzzette’s Income Tax & Business Services**
  - Suzette Hill, MBA '08
  - 925 S. Sibley St.
  - Metairie, LA 70003
  - (504) 346-0063

- **A & E Enterprise Management, LLC**
  - Andrea Lowe, DM ’13
  - 78 Sawgrass Dr.
  - La Place, LA 70068
  - (504) 355-1512
  - aandeenterprise.com
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<th>Advantage Payroll Services</th>
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<tr>
<td>Barbara Cavalier, MBA/HCM '10</td>
<td>My Herbal Life Guy</td>
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<td>12812 Coursey Blvd.</td>
<td>Guy Duke, MBA '09</td>
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<tr>
<td>Baton Rouge, LA 70816</td>
<td>132 Grant Rd.</td>
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<td>(225) 926-5640</td>
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<td>Taet Nicole Williams, MBA '07</td>
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<tr>
<td>Baton Rouge, LA 70714</td>
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<td>(225) 975-1450</td>
<td>Rhonda Feimster, BSB/M '13</td>
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<td>Brenda Jackson-Johnson, MBA/HRM '05</td>
<td>Lennox Graham, DM '08</td>
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<td>17461 Jefferson Hwy.</td>
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<td>Baton Rouge, LA 70817</td>
<td>Pikesville, MD 21208</td>
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<td>motivatingmindsllc.com</td>
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<td>Expetecnola New Orleans</td>
<td>Mary Young, BSM '09</td>
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<td>Dave Krasner, MBA '13</td>
<td>maryeyoung.scentsy.us</td>
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<tr>
<td>Trenell Muse, MBA '12</td>
<td>Karen Vleck, DHA '09</td>
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<td>3101 New Highway 51, Ste. 1</td>
<td>5 Glendorian Ct.</td>
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<tr>
<td>LaPlace, LA 70068</td>
<td>Cockeysville, MD 21030</td>
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<tr>
<td>(985) 359-0962</td>
<td>(410) 667-8008</td>
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<td>worldwidews.com</td>
<td>kvleckdesigns.com</td>
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<td>Vernita Davis, DHA '08</td>
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<tr>
<td>Mark Reed, MBA '12</td>
<td>12114 Brittanina Cir.</td>
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<td>71 Russell St.</td>
<td>Germantown, MD 20874</td>
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<tr>
<td>Farmingdale, ME 04344</td>
<td>(313) 549-8109</td>
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<th>Maryland</th>
<th>EVENT PLANNING</th>
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<tbody>
<tr>
<td>Pasadena Child Care and Homework Center</td>
<td>BBC Event Services, LLC</td>
</tr>
<tr>
<td>Todd Lofland, MBA '04</td>
<td>Celeste Boskent, BSBAM '09</td>
</tr>
<tr>
<td>8896 Fort Smallwood Rd.</td>
<td>9600 Milestone Way</td>
</tr>
<tr>
<td>Pasadena, MD 21122</td>
<td>College Park, MD 20740</td>
</tr>
<tr>
<td>(410) 360-3580</td>
<td>(202) 277-9003</td>
</tr>
</tbody>
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<tr>
<th>FEEDBACK Services, LLC</th>
<th>FASHION &amp; BEAUTY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ka’Nessia Shepard, EDD '12</td>
<td>Jewels by Park Lane Independent Division Manager</td>
</tr>
<tr>
<td>Upper Marlboro, MD 20772</td>
<td>Crystal Harris, MBA '10</td>
</tr>
<tr>
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<td>P.O. Box 202</td>
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</tbody>
</table>

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|-----------------------------| sweeteventsandplanning.com |
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warroomsports.com

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ifriendnet.org

It Takes Two Inc.
Jaemellah Kemp, BSB/M ’11
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Gambrills, MD 21114
(443) 302-9799
ittakestwoinc.org

The Prayer and Salvation Organization
Rhonda Bello, MSA ’09
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prayerandsalvation.org

Tree Climbers Inc.
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Massachusetts

CONSULTING
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CREATIVE SERVICES
SoulVision Records
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Braintree, MA 02184
raygreene.com
**EDUCATION & TRAINING**

**Tutoring by Mr. C**  
Shannon Carl, MBA/MGT-PR ’13  
12 Crescent St.  
Southbridge, MA 01550  
(774) 437-2337  
tutoringbymrc.com

**PROFESSIONAL SERVICES**

**Bean-counter’s Bookkeeping**  
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beancountersbookkeeping.org

**Michigan**

**CONSULTING**

**All-4-HR Business Solutions**  
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**Integrated Play**  
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integratedplay.org

**PJ & RF Travel**  
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**CREATIVE SERVICES**

**Ebony Iris Studios**  
Ramayan Saries, BSM ’12  
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**EDUCATION & TRAINING**

**P&A Scholars Beauty School**  
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**Scholars Cosmetology University**  
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thecollegeofartsandentertainment.org

**ENVIRONMENTAL SERVICES**

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**EVENT PLANNING**

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cruisesbyscott.com

**Sweeps Entertainment LLC**  
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**First Impressions Events & Services, LLC**  
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americankitchenrestaurant.com

**Leslie’s Sweet Bites**  
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**Old City Hall Restaurants**  
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net63.myevolv.com

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Luv Me Again Animal Rescue
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New Mexico

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PROFESSIONAL SERVICES
Blue Lotus Works, LLC
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bluelotusworks.com

Castillo Language Services
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Albuquerque, NM 87122
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castillolanguages.com

Raina’s Elektra
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(505) 249-5520
rainaelektra.com

REAL ESTATE
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Vista Management Group
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vistahoa.net

RETAIN
LE SPIRIT ARTS & CRAFTS
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Free Style Martial Arts
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Royal Flush Press
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PROFESSIONAL SERVICES

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CONSULTING

The Sceptre Group, LLC
Torre Stocker, MBA ’12
1413 Rabon Farms Ln.
Columbia, SC 29223
(803) 609-6625
sceptregroupllc.com

EVENT PLANNING

Drake Travel
Alvenia Drakeford Dinkins, MBA ’13
4500 Fort Jackson Blvd.
Columbia, SC 29209
(803) 738-8006
draketravel.com

Flagtastic Events
D’Auric Gladney, MBA ’09
9 Deerwood Run Trail
Columbia, SC 29223
(803) 800-9923
flagtasticevents.com

OTHER

Manifest Your Man
Stacy Corrigan, MM ’08
968 Elm St.
Woonsocket, RI 02895
(401) 229-4955
manifestyourman.net

PROFESSIONAL SERVICES

Robin Bellows Consulting
Robin Bellows, AAFB ’12
P.O. Box 9064
Warwick, RI 02889
(888) 927-8664
robinbellowsconsulting.com

FASHION & BEAUTY

JaylAnani Faces by LaVon
Shonia Wilson, MBA ’11
820 Setter Ln.
Hopkins, SC 29061
(803) 546-9243

HEALTH & WELLNESS

Fuel Fitness
Lakenjarick Percell, AAHTT ’13
14 Bradham Blvd.
Jenkinsville, SC 29065
(803) 718-2965
lakenjarickpercell.myvi.net

Nutra Solutions, LLC
Eric Bour, MBA ’12
2106 Woodruff Rd.
Greenville, SC 29607
nutritionsolutionsonline.com

Take Shape for Life
Emma Grant, MSN ’04
P.O. Box 90671
Columbia, SC 29290
(803) 727-8663
emmasgrant.tsfl.com

PROFESSIONAL SERVICES

Construct Empowerment, LLC
Emma Grant, MSN ’04
Columbia, SC 29290
(209) 743-6748
emmasgrant.com

Rhode Island

CONSULTING

PDM Hospitality Consulting
Fabio Pari Di Monriva, MBA/GM ’12
212 Sandy Ln., #5401
Warwick, RI 02889
(339) 221-0715
pdmhospitalityconsulting.com

REAL ESTATE

Peace of Mind Property Management
Stacy Corrigan, MM ’08
968 Elm St.
Woonsocket, RI 02895
(401) 829-8323
pmpmre.com

South Carolina

CONSULTING

The Sceptre Group, LLC
Torre Stocker, MBA ’12
1413 Rabon Farms Ln.
Columbia, SC 29223
(803) 609-6625
sceptregroupllc.com

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Alvenia Drakeford Dinkins, MBA ’13
4500 Fort Jackson Blvd.
Columbia, SC 29209
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draketravel.com

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9 Deerwood Run Trail
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(803) 800-9923
flagtasticevents.com

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manifestyourman.net

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(888) 927-8664
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(803) 546-9243

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Greenville, SC 29607
nutritionsolutionsonline.com

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P.O. Box 90671
Columbia, SC 29290
(803) 727-8663
emmasgrant.tsfl.com

PROFESSIONAL SERVICES

Construct Empowerment, LLC
Emma Grant, MSN ’04
Columbia, SC 29290
(209) 743-6748
emmasgrant.com
Alumni Business Listing

REAL ESTATE

Lowcountry Realtor
Francisco Agbunag, BSBA ’02
900 N. Main St.
Summerville, SC 29483
(843) 696-3095
ciscoagbunag.com

The Meade Real Estate Team
Desmond Meade, BSM ’12
132 Harbison Blvd., Ste. 201
Columbia, SC 29212
(803) 319-2703
columbianewhomesearch.com

South Dakota

CONSULTING

Custom Organization Solutions, LLC
Elizabeth Rich, BS/BIS-39 ’05
1602 Elm Ave.
Mobridge, SD 57601
(605) 845-5320
linkedin.com/in/lizricstate23456

Tennessee

CONSULTING

Get It Together!
Samantha Pointer, BS/EB ’06
905 Waldkirch Ave.
Nashville, TN 37204
(615) 397-1003
organizingguru.com

Grassroots Consulting
Johnny Stephens, MBA ’13
103 Ivy Hill Ln.
Goodlettsville, TN 37072
(615) 579-2546

Usborne Books & More
Caroline Rakoce, BSBA ’10
3705 Tradewinds Terrace
Clarksville, TN 37040
(520) 304-6371
t3161.myubam.com

CREATIVE SERVICES

Celladora Wedding Photography
John Yates, MBA ’10
139 N. Timber Dr.
Nashville, TN 37214
(615) 669-6555
celladoraweddingphotography.com

E-BUSINESS

Hairenvious
Brandon McKinley, MBA ’12
2929 Old Franklin Rd.
Antioch, TN 37013
(614) 745-6224
hairenvious.com

TopLineCrafters
Deborah Kjellin, AAB ’11
topleftlinecrafters.com

EDUCATION & TRAINING

Fun Accounting for Preschoolers
Maria Jimenez, MAM ’13
1508 Nolen Rd.
Clarksville, TN 37040
(931) 552-7704
accountingforpreschoolers.com

The Gentlemen Academy
Nekishia Woods, MBA ’12
1690 Bonnie Ln.
Cordova, TN 38016
(901) 502-6421
thegentlemenacademy.com

The Ladies Academy
Nekishia Woods, MBA ’12
1690 Bonnie Ln.
Cordova, TN 38016
(901) 503-3995
theladiesacademy.com

FASHION & BEAUTY

Braids by Yinka and Beauty Supply Inc.
Olayinka Areola, MBA ’06
6010 Charlotte Pike
Nashville, TN 37209
(615) 353-9655
braidsbyyinka.com

Enhance Your Closet Jewelry Boutique
Regina Smith-Miller, BS/IS-39 ’03
161 W. University Pkwy., #11911
Jackson, TN 38305
(248) 346-7798
enhanceyourcloset.com

Independent Beauty Consultant
Jeneen Jackson, MSA ’12
P.O. Box 202762
Nashville, TN 37229
(615) 200-8177
sassyponkappeal.com

Mary Kay
Tammy Palmer, MHA ’11
(901) 949-2775
marykay.com/ladylike

Mary Kay Independent Business Owner
Patricia Scott, BSB/M ’09
236 Woodmaker Ct.
Nashville, TN 37214
(615) 289-4949
marykay.com/pscott41259
NONPROFIT

Be Found Virtuous Ministries
Qualice Seymour, BSB/A ’12
P. O. Box 751251
Memphis, TN 38175
(901) 356-7698
befoundvirtuous.com

New Beginnings Christian Center
Cyroneose Spicer, DM ’10
313 S. Washington St.
Ripley, TN 38063
(731) 635-8480

PROFESSIONAL SERVICES

Robert M. Apple, CPA, PLLC
Robert Apple, MSA ’13
2409 Lee Seminary Rd.
 Cookeville, TN 38506
(931) 265-3827

REAL ESTATE

Professional Home Inspections
Ralph Vickery, MAOM ’99
339 Fuss Hollow Rd.
Petersburg, TN 37144
(931) 659-9662
prohomeinspectoftn.com

The Realty Association
Sam Metry, MBA ’07
1305 Murfreesboro Pike
Nashville, TN 37217
(615) 788-9540

C O N S U L T I N G

Advanced Proactive Solutions, LLC
Ehab Elyian, MBA ’08
14732 Myrtle Beach Ln.
Frisco, TX 75035
(469) 307-1272
aps-consulting.com

David Duenez Financial Services
David Duenez, DBA ’11
526 Sierra St.
El Paso, TX 79903
(915) 328-2415
s412422359.initial-website.com

Design YOU!
Leah B. Mazzola, BSCJA/M ’11
8500 N Stemmons Fwy., Ste. 4015E
Dallas, TX 75247
(469) 718-9681
designyou.biz

DNA Consulting
Dr. Dave DeMasters, MBA ’11
6706 Pinetop Glen Ln.
Spring, TX 77379
(281) 935-5796
godnacounseling.com

eFile Income Tax Center
Edil Omar Montoya, BSBA ’12
6073 Bissonnet at Rampart
Houston, TX 77081
(713) 349-8400
prep.1040.com/efilecenter

HMS-Healthcare Margin Specialists
Chris Carroll, MBA/HCM ’03
825 Market St. Bldg. M Ste. 250
Allen, TX 75013
(214) 459-6297
hmsweb.net

MIR Senior Care Management Inc. & Care Consultants
Maria Lina Supnet-Zapata, MBA ’00
9600 Great Hills Trails, Ste. 150 W
Austin, TX 78759
(512) 517-0621
mircareconsultants.com

DM Artistic Expressions Inc.
Donta Malone, MBA ’13
610 Cesar Chavez Blvd.
Dallas, TX 75201
(214) 459-6297
dmexpressions.net

Stratovare, LLC
Adrian Booker, MM ’12
1910 Pacific Ave., Ste. 5040
Dallas, TX 75201
(214) 295-2785
stratovare.com

Total Laboratory Solutions
Brian Rambo, MBA ’13
P.O. Box 514
Chillicothe, TX 79225
(940) 473-9208

totallabsolutions.com

Beams Productions
Todd Adams, MBA/MKT ’11
7952 Harmony Creek Rd.
Dallas, TX 75237
(469) 733-3575
beamsproductions.com

DM Artistic Expressions Inc.
Donta Malone, MBA ’13
610 Cesar Chavez Blvd.
Dallas, TX 75201
(469) 522-2723
dmexpressions.net

TailorMade Resume and Career Advising Services
LaTanya Miles, MBA ’09
12418 Jasmine Brook Ln.
Houston, TX 77089
(832) 245-4429

tailormaderesume.net

Wiser Designs Custom Framing
Mary Wiser, AAFB ’13
4821 Woodruff Dr.
The Colony, TX 75056
(469) 855-9758
wiser-designs.com
# Alumni Business Listing

## E-BUSINESS

**Amway**  
William “Pat” Hiett, MAOM ’04  
11719 Pandorea  
San Antonio, TX 78253  
(210) 325-3031  
amway.com/Hiett

**Avoid the Coin**  
Ryan Kwait, BSB/MKT ’13  
10650 Culebra Rd., Ste. 104-210  
San Antonio, TX 78251  
avoidthecoin.com

**Amway**  
William “Pat” Hiett, MAOM ’04  
11719 Pandorea  
San Antonio, TX 78253  
(210) 325-3031  
amway.com/Hiett

**Avoid the Coin**  
Ryan Kwait, BSB/MKT ’13  
10650 Culebra Rd., Ste. 104-210  
San Antonio, TX 78251  
avoidthecoin.com

**wickedcrochet.com**  
Denise Royal, BSBA ’06  
Garland, TX 75044  
wickedcrochet.com

## EDUCATION & TRAINING

**Pamela Jarmon Wade, MBA, Author**  
Pamela Jarmon-Wade, MBA ’06  
pamelajarmonwade.com

**Tamisha Ford International**  
Tamisha Ford, MBA ’08  
Dallas, TX 75204  
tamishaford.com

**The American Preparatory Institute**  
Colvin Davis, EDD ’10  
6200 W. Central Texas Expwy.  
Killeen, TX 76549  
(254) 526-1225  
openacademy.us

## EVENT PLANNING

**Mec Production, LLC**  
David Brown, AACJ ’13  
P.O. Box 3233  
Edinburg, TX 78539  
(956) 599-2453  
mecproduction.com

**Perfect Carma Events**  
Carmalita Deeton, MBA ’12  
(832) 454-9525  
perfectcarmaevents.com

## FASHION & BEAUTY

**Star Events**  
Tamara Johnson, BSBA ’09  
(281) 783-9010  
iwantastarevent.com

**The Bounce Around Town**  
Najeeba Sabour, MBA ’06  
(214) 743-0968  
thebouncearoundtown.com

**Amatyzt**  
Alexa Ronngren, BSB/M ’07  
2257 N. Loop 336 W., Ste. 140-363  
Conroe, TX 77304  
(936) 755-1466  
amatyzt.com

**Avon**  
Charmane Hopkins, BSM ’13  
2726 Kings Canyon Ct.  
Houston, TX 77067  
(713) 201-8570  
youravon.com/charmanerh

**Biao Skincare**  
Nicole Baldwin, BSN ’12  
Houston, TX  
(800) 779-9079  
biaoskincare.com

**Hair Int’l Day Spa**  
Chelsea Nguyen, BSB/M ’06  
1035 Eldridge Rd.  
Sugar Land, TX 77478  
(281) 242-8888  
HiDaySpa.com

**Independent Beauty Consultant with Mary Kay**  
Veronica Sierra, MBA ’09  
Spring, TX 77379  
(281) 842-2694  
marykay.com/veronicadsierra

## FINANCIAL SERVICES & MORTGAGE

**JN Boutik**  
Natalie Nguyen, MBA ’05  
Dallas, TX 75287  
jnboutik.com

**Lux Tanning Spa**  
Paul Hallowell, BSB/M ’05  
4411 Lemmon Ave., Ste. 105  
Dallas, TX 75219  
(214) 521-4589  
LUXTan.com

**Mme. C. J. Walker’s Authorized Agent**  
Katherine Coleman, BSB/MKT ’10  
Dallas, TX  
(214) 664-6800

**AUXO Accounting & Tax Professionals**  
Kandyse Mason, BSB/ACC ’12  
620 N. Hewitt Dr., #46  
Hewitt, TX 76643  
(888) 719-7787  
auxoatp.com

**Financial Representative/Northwestern Mutual**  
Robin Richard, MBA ’10  
700 Central Expwy. S., Ste. 450  
Allen, TX 75013  
(214) 687-8149  
nmfn.com/robinrichard

**Insphere Insurance Solutions**  
Amy DeMasters, MBA/HCM ’11  
450 Gears Rd.  
Houston, TX 77385  
(281) 298-6188  
insphereis.com/houston

**JMV Financial Services**  
Jillian Verdun, MSA ’09  
P.O. Box 172844  
Arlington, TX 76003  
(832) 922-6293  
primerica.com
Select Insurance Group
Duane Gaulden, BSBA ’13
6009 Wesley St.
Greenville, TX 75402
(903) 455-2664
quoteapolicy.com

Success Consulting Solutions, LLC
Tracy Sullivan, BSM ’11
P.O. Box 195405
Dallas, TX 75219
(214) 697-2879
success-llc.com

Watson Business Solutions
Darrin Watson, BSB/ACC ’10
11601 Shadow Creek Pkwy, Ste. 111-222
Pearland, TX 77584
Second location: Manvel, TX
(877) 672-9722

FOOD & SPECIALTY

Bakery Blessings
Samantha Drake, BS/P ’10
Missouri City, TX 77489
(281) 410-8748
bakeryblessings.com

Edible Arrangements
Maurice Welton, MBA ’06
5113 N. 10th St.
McAllen, TX 78504
(956) 668-0555
ediblearrangements.com

Hitch-N-Post BBQ and More
Jeremiah Carr, BSB/A ’12
1880 FM 350 S
Livingston, TX 77351
(936) 967-0161

Jan’s Sweet Sensations
Janette Martin, MM/HRM ’06
8902 Carmel Grove Ln.
Richmond, TX 77407
(713) 299-2451
manta.com/c/mmj02st/jan-s-sweet-sensations

Kessler Cookie Company
Clyde Greenhouse, BSBA ’05
1129 N. Beckley Ave.
Dallas, TX 75203
(214) 948-7412
kesslercookies.com

Longhorn Vending Solutions, LLC
Michael Lynch, MBA ’11
Georgetown, TX 78628
longhornvending.com

Miranda’s Kitchen
Loryann Tucker Heiman, MBA ’09
325 S. Jupiter Rd., #224
Allen, TX 75002
(972) 339-2244
mirandaskitchen.com

Oishi Japanese Fusion
Johnny Wong, MBA ’11
2025 Guadalupe St., First floor
Austin, TX 78705
(512) 236-0207
oishiaustin.com/home.html

Qahwa Coffee Roasters
Andrew Go, BSB/ACC ’11
6909 Ashcroft Dr., Ste. 308
Houston, TX 77081
(832) 692-7820
qahwacoffee.com

The Green Ingredient
Ulises Cordova, MBA ’12
201 E. Main St., Ste. #112
El Paso, TX 79912
(915) 298-1010
greeningredient-elp.com

Trenda Coffee Cafe
Trenda Cooper, MBA ’10
1200 Fuller Wiser Rd.
Euell, TX 76039
(972) 693-6710
trendacafe.organogold.com

ValToro Hot Sauce
Christine Valerio, BSB/ACC ’13
6406 Handsome Lake Dr.
Leon Valley, TX 78238
(210) 218-8301
valtorohotsauce.com

HEALTH & WELLNESS

AdvoCare-We Build Champions
Teresa D. Jorden, BSB/SBE ’11
P.O. Box 803216
Dallas, TX 75380
(214) 702-9152
advocare.com/120726056

Body by Vi 90 Day Challenge
Steven Colon, BSB/MKT ’13
11725 Desert Rain, #D
El Paso, TX 79936
(254) 213-8855
govistar.bodybyvi.com

Busy Bee Fitness
Glorilu Maldonado, MBA/PA ’08
2713 Treasure Cove Dr.
The Colony, TX 75056
(972) 689-8369
beachbodycoach.com/glorilu

Coffee and Fitness Cafe
Stephanie Evans, BSB/M ’10
2207 Altamesa Blvd.
Fort Worth, TX 76134
(682) 710-1813
usa.my-ganolife.com/fitness50

Crown West Home Care
Sue Parker, BSBA ’11
12891 Clarewood Dr.
Houston, TX 77072
(877) 957-1989

Independence Marketing Group
Andrei Lorilla, MBA ’07
11250 West Rd., Bldg. M1
Houston, TX 77065
(832) 818-0600
independencemarketinggroup.com

It Works-Skinny Wraps Dallas
Corina Shaul, BSBA/AM ’04
9458 Whitehurst Dr.
Dallas, TX 75243
(214) 562-8631
skinnywrapsdallas.com

Lizard’s Fitness Nutrition & Health
Elizabeth Javier, BSB/MKT ’11
Austin, TX 78733
(512) 462-9630
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Contact Details</th>
</tr>
</thead>
</table>
| Royal Ambassador Marketing                       | Timothy Carlson, BSB/MKT '14  
1201 Tinnin Ford Rd.  
Austin, TX 78741  
(808) 634-3530  
royalambassadormarketing.com                      |
| Unity Health Care Consultants                     | Dianna Edwards, MHA '11  
8015 Silverdale Dr.  
Dallas, TX 75232  
(214) 457-5376                                             |
| West Texas Karate                                 | Alicia Gauna, MBA '13  
5020 50th St., Ste. #115  
Lubbock, TX 79414  
(806) 370-0889  
westtexaskarate.com                                   |
| Marketing & Communications                        |                                                                                  |
| Ambit Energy                                      | Stefane Jenkins, BSB/M '12  
918 N. 23rd St.  
Corsicana, TX 75110  
(903) 215-9499  
sjenkins.joinambit.com                               |
| Black Box Social Media                            | Thomas Bukacek, MBA/HCM '05  
8600 FM 620 N, #1422  
Austin, TX 78726  
(512) 501-6414  
blackboxsocialmedia.com                              |
| BrandMD Marketing Consultants Inc.                | Darmaine Mattox, MBA/MKT '12  
4771 Sweetwater Blvd., #295  
Sugar Land, TX 77479  
(281) 619-4964  
brandmdmarketing.com                                  |
| Chris Ambit Energy                                | Christopher Bornstein, BSB/F '12  
410 Pine Mills Dr.  
League City, TX 77573  
(713) 231-8347  
chrisbornstein.ambitenergy.biz                      |
| Project CHANGE                                   | Jessica Taylor, BSBAM '11  
414 Maxey, #2503  
Houston, TX 77013  
(713) 569-5185  
5linx.net/511960                                       |
| Real-Time Outsource                               | Ryan Grant, BSN '12  
Austin, TX  
(512) 730-0053  
realtimeoutsourcing.com                              |
| Shanetta Troye Spechelities                       | Patty “Floyd” Lynn, MBA ’10  
P.O. Box 59803  
 Dallas, TX 75229  
(469) 337-1209                                           |
| SHYLESS MediaSuite                                | Valarie Patterson, MBA ’12  
19901 Southwest Fwy.  
Sugar Land, TX 77479  
(877) 749-5377  
shylessmedia.com                                      |
| SMC Promotions                                    | Teri Burt, G-MKT ’12  
565 South Mason Rd., #157  
Katy, TX 77450  
(281) 712-1558  
smcpromos.com                                            |
| Storyteller Promotions                            | Ruth Mallon, BSM ’09  
1338 Country Place Cir.  
Houston, TX 77079  
(713) 705-4400  
storytellerpromotions.com                           |
| Nonprofit                                         |                                                                                  |
| Athletes with Degrees                             | Kenny O’Banner, MBA ’08  
Ludwig Castle Way  
Plano, TX 75025  
(214) 458-6003  
athleteswithdegreesuccess.com                     |
| Perfectly Poised                                  | Classie Pierre, MAOM ‘05  
735 Mercury Ave.  
Duncanville, TX 75137  
(855) 438-7647  
perfectlypoised.org                                   |
| Tango Argentino Del Sol                           | Elizabeth Rueda, BSB/M-39 ’13  
11801 Sierra Morena  
El Paso, TX 79936  
(915) 408-3241  
tangoargentinodelsol.org                              |
| The Jace                                          | Petrina Johnson, MBA/HCM ’13  
21335 Sugarbridge Ln.  
Tomball, TX 77375  
(281) 751-8523                                           |
| TheyThinkAloud                                    | Leah B. Mazzola, BSCJA/M ’11  
8204 Elmwood Rd., Ste. 305E  
Dallas, TX 75247  
(972) 725-7141  
theythinkaloud.org                                    |
| UpliftOne Inc.                                    | Stephanie Wilson, BSB/M ’07  
P.O. Box 331277  
Houston, TX 77233  
(855) 871-4760  
uptiﬁ-ONE.org                                          |
| Other                                             |                                                                                  |
| B&B Blues Room                                    | Elka Sanders-Washington, AAFB ’12  
2001 S. Riverside Dr.  
Fort Worth, TX 76104  
(817) 535-5577  
lalbbluesroom.com                                       |
Buildingstars of Austin
Amy Wright, MBA ’12
9600 Great Hills Trail, Ste. 150W
Austin, TX 78754
(512) 925-0750
buildingstars.com

Burgess-Taylor Services
Kimberly Taylor, MAOM ’04
3000 Cain Harvest Cove
Austin, TX 78754
(512) 698-0891
kimberlyburgess-taylor.com

H&H Supply Unlimited
Robin Henry, AAFB ’12
2646 S. Loop W, Ste. 505C
Houston, TX 77054
(877) 550-0613

JPH Services, LLC
Concepcion Franco, BSBA ’10
1925 Robert Wynn St.
El Paso, TX 79936
(915) 588-6875

Julie & Scentsy
Julie Serna, AABA ’12
770 Fairway Dr.
Coppell, TX 75019
julieserna.scentsy.us

Montgomery Wedding Photography
Bill Montgomery, MBA/EB ’05
925 Lochmoor Ln.
Highland Village, TX 75077
(469) 230-4506
montgomeryweddingphotography.com

Movers R Us
Chrystal Hatchett-Stubbs, BSM ’08
Houston, TX 77045
(832) 407-8585
moversrushouston.com

PR by Jessica
Jessica Taylor, BSBA ’11
414 Maxey, #2503
Houston, TX 77013
(713) 569-5185
jessicataylor101048.pureromance.com

Scoring Dr. Sports
Douglas Nealy, III, BS/COM-CT ’13
Flower Mound, TX 75028
dallassportsreports.wordpress.com

Superior Irrigation & Lawn
Jacob Rojas, BSB/M ’13
5734 Canterbury Run
San Antonio, TX 78228
(210) 378-5845

West Houston Volkswagen
Marco Perez II, BSBAM ’04
1713 Katy Fwy.
Houston, TX 77094
(832) 785-4046
westhoustonvw.com

PROFESSIONAL SERVICES

Accounting by Elizabeth
Elizabeth Evans, MBA ’09
1725 Carol Lee Ln.
Conroe, TX 77301
(936) 443-1579

Bauer Consulting Group Inc.
Alan Bauer, MBA ’99
1790 Lee Trevino, Ste. 309
El Paso, TX 79936
(915) 584-9400
bauerconsultinggroup.com

Expressions of Hue
Audra Murray Rodriguez, MBA/HCM ’05
Arlington, TX 76014
(972) 365-0134
expressionsofhue.com

H&H Checkmate, LLC
Robbin Henry, AAFB ’12
2646 S. Loop W, Ste. 505C
Houston, TX 77054
(713) 413-1360
hhncheckmate.com

Hayd and Izzy Photography
Kevin Numerick, BSB/MKT ’10
Elk Mountain Trail
McKinney, TX 75070
(214) 842-4577
hayandizzy.com

J.R. Chandler and Associates
Rosetta “J.R.” Chandler, MBA ’12
4211 Wuthering Heights Dr.
Houston, TX 77045
(713) 434 0058

Libby’s Travel Agency
Librada Rueda, BSB/M ’11
Fort Worth, TX 76244
(817) 916-8118
20026548.travsearch.com

Liberty National Life and Health Insurance Co.
Karen Metz, BSB/M ’10
1425 W. Pioneer Dr., Ste. 70
Irving, TX 75051
(469) 774-5094
libertynational.com

Power Pressure Wash
Roosevelt Lee, BSB/M ’13
3619 Duncaster Dr.
Missouri City, TX 77459
(832) 857-8707
missouricitypowerwashing.com

QHR Leak & Line
Carolyn Edmondson, AACOM ’12
7076 Fox Dr.
The Colony, TX 75056
(972) 625-8820
qhrleakandline.com

Qwik Pack & Ship
Phillip Duncan, DBA ’08
5017 Teasley Ln., #145
Denton, TX 76210
(940) 382-2030

Regions Pest, LLC
Lynette Ogburn, BSBA ’11
11625 Custer Rd., Ste. 110-122
Frisco, TX 75035
(972) 335-9595
regionspest.com

resumes that sell you.com
Deborah Gomez, BSM ’11
6420 Richmond Ave., Ste. 327
Houston, TX 77057
(281) 630-2982
resumesthatsellyou.com
Alumni Business Listing

Resync Dispute Resolution Services, LLC
Adrian Booker, MM '12
1910 Pacific Ave., Ste. 5040
Dallas, TX 75201
(214) 764-1732
resyncdrs.com

The BLI Group
Ivy McQuan, MBA/PA '08
DeSoto, TX 75115
(469) 557-1254
thebligroupllc.com

The Davis Accounting Firm
Jessica Davis, BSB/ACC '10
1119 Theresa St.
Houston, TX 77051
(713) 927-4916
thedadavisaccountingfirm.com

The Right Link Care Management
Abi Pineda, MBA '09
14103 Jade Meadow Ct.
Houston, TX 77028
(281) 513-9375
therightlink4you.com

Total Quality Photo
Steve Solomon, MBA/TM'02
Garland, TX 75040
(469) 583-0335
totalqualityphoto.com

Wife4aday Cleaning Service
Sue Parker, BSB '11
P.O. Box 720595
Houston, TX 77227
(281) 564-4998
wife4adayinc.net

REAL ESTATE
Ambassador Properties International, LLC
Richard Hill, DBA '13
P. O. Box 111
Kemah, TX 77565
(281) 685-8000
jrhillrealty.com

Avid Inspection Services
Vanessa Warren, BSB/A'13
1008 Terrace Dr.
Leander, TX 78641
(512) 569-7799
avidistx.com

Beltran Realty Group
Javier Beltran, MBA '12
11450 Rojas Rd., Ste. D-13, Office 1
El Paso, TX 79936
(915) 433-1136
searchelpasohomes.com

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19798 NW Fwy, Ste. 2800
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(832) 515-7109
chrissellsincypress.com

Keller Williams Realty Greater Northwest
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19798 NW Fwy, Ste. 2800
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Smallprint Texas
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103 Ruster Cir.
Harker Heights, TX 76548
(254) 702-9426
smallprint.com

TIFFO Gifts and More
Wendy Caesar, MBA '08
Baytown, TX 77521
(866) 273-5399
tiflogifts.com

SECURITY SERVICES
All IP Security Solutions
Thomas Daniel, MBA '11
2831 El Dorado Pkwy., Ste. 103-202
Frisco, TX 75033
(800) 925-7134
allipsecuritysolutions.com

B&M EP/K-9 Security Consulting
William Klein-Rivera, MS/AJS '13
4500 Steiner Ranch Blvd., Ste. 1611
Austin, TX 78732
(512) 794-3273
epk9.com

The Centurion Group
Thomas Daniel, MBA '11
1137 Appalachian Ln.
Savannah, TX 76227
(972) 347-9608
thecenturiongroup.biz

TECHNOLOGY SERVICES
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Aijaz Dagg, MBA/TM '11
777 South Central Express, Ste. 102
Richardson, TX 75080
(972) 671-6807
blueciate.com

Cyber Storm Technologies Group
Ron Arnold, MS/AJS '12
4475 Carter Creek Pkwy.
Bryan, TX 77802
(973) 619-8992
cyberstormtechgrp.com
E-ComWorks, LLC
Joe Banasik, BSB/EB ’11
P.O. Box 73463
Houston, TX 77273
(281) 813-6510
e-comworks.net

Literary Signature Services
Renee Williams, AAIT/WD ’12
P. O. Box 633
Huntsville, TX 77342
(936) 661-0686
literarysignatureservice.com

TeamSupport.com
Eric Harrington, BSB/IS ’02
Dallas, TX 75205
teamsupport.com

Utah

CONSULTING
Rising Summits
Emily Capito, MBA ’11
Salt Lake City, UT
(801) 898-0842
emilycapito.com

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Brenda Robinson, BS/COM ’11
546 S. McClelland St.
Salt Lake City, UT 84102
(385) 242-8192
brenvoiceactor.com

E-BUSINESS
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David Perry, MBA/HCM ’12
5658 Fox Chase Dr.
South Ogden, UT 84403
(801) 691-3337
everydayintellect.com

Peepsock Press, LLC
Doug Nufer, MBA ’97
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Cedar Hills, UT 84062	
tangramfury.com

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Troy Randall, MBA ’13
P.O. Box 3692
Salt Lake City, UT 84110
(801) 988-9945
splitthedeal.com

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(801) 295-8829
halfpricedtaxservices.com

B&E Consulting Services, CPA, LLC
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P.O. Box 820422
Veyo, UT 84782
(435) 773-3102

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10235 S. Jordan Gateway, Ste. 410
South Jordan, UT 84095
(855) 853-6346
lendio.com

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Ambree Jensen, BSB/HRM ’11
Salt Lake City, UT 84108
(801) 808-8207
blakesgourmet.com

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14653 Culross Ln.
Draper, UT 84020
(801) 878-7296
lumabrit.com

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Suzy Bills, MBA/MKT ’11
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Orem, UT 84057
(602) 318-2218
editingbysuzy.yolasite.com

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Roy, UT 84067
(801) 917-4014
faastutah.weebly.com

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allbusinessbarter.com

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Clinton, UT 84015
(720) 441-4249
helpingauthorsimprove.com

inWhatLanguage
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Salt Lake City, UT 84121
(801) 618-3450
inwhatlanguage.com

Stasco Financial Services Inc.
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Murray, UT 84123
(801) 738-4056
stascosfinancial.com

The Affordable Accountant
April Mackey, BSB/ACC ’13
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(801) 414-4491

The Pampered Family
Stephanie LeCheminant, BSB/M ’10
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West Valley City, UT 84119
(801) 891-2737
thepamperedfamily.com
Virginia

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Bristow, VA 20136
(808) 341-5140

IST Consulting Group Inc.
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(858) 442-1217

OMP Consulting Group, LLC
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Winchester, VA 22604
(703) 424-6573

Philosophical Instruments, LLC
Ronnen Paytan, DBA ’12
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Annandale, VA 22003
(703) 595-7348

SA Elmore Consulting, LLC
Susan Elmore, MBA/HCM ’05
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Colonial Heights, VA 23834
(804) 731-2906

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Woodbridge, VA 22192
(703) 494-3727
designshirtsplus.net

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Erica Woolridge, BS/COM-CT ‘10
3620 Elkton Dr.
Chesapeake, VA 23321
(757) 610-0431
ericanicoileimagery.com

E-BUSINESS

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Aimara Farina, AART ’09
Suffolk, VA 23434
(757) 809-3285
towelsnbeyond.com

EVENT PLANNING

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47833 Allegheny Cir.
Sterling, VA 20165
(877) 737-3262
planetdjproductions.com

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12600 Thunder Chase Dr.
Reston, VA 20191
(703) 859-3838
marykay.com/zcole

Mary Kay Cosmetics
Sabrina Brandon, MBA ’07
Woodbridge, VA
(813) 817-6182
marykay.com/sabrina.brandon

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Patrice & Associates Hospitality Recruiting
Cecily Anthony, DM ’13
4222 Fortuna Center Plaza, Ste. 181
Dumfries, VA 22025
(703) 583-5627
patriceandassociates.com/canthony

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Jennifer Deatrich, MBA ’09
7881 Stonewall Pl.
Amelia Court House, VA 23002
(804) 310-6466
wholesomepetstore.com

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Kenneth Kirk, AANF ’04
1608 Sword Ct.
Virginia Beach, VA 23464
(757) 575-1320
kaptainkirkslawncare.com

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Newport News, VA 23608
(313) 443-1267
goodherbs.com/herbsforyourhealth

Janet Bradsher
Janet Bradsher, MBA/ACC ’03
36 Betz Ln.
Hampton, VA 23666
(757) 971-2219
janetbradsher.myitworks.com

MARKETING & COMMUNICATIONS

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Brandon Wanzer, MBA ’13
(703) 496-5331
5linx.net/brandwnw

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Lorrie S. Jordan, DM ’14
Alexandria, VA 22304
(855) 850-7008
victoriousvoices.org

OTHER

Magic Trails, LLC
Sharon Hackett, MAED/AET ’12
P.O. Box 1245
Centreville, VA 20122
(703) 631-1987
magictrailsbus.com

McKiver & Sons Home Improvement, LLC
Arleane McKiver, BSBA ’11
6915 Mary Caroline Cir., Unit E
Alexandria, VA 22310
(571) 229-4161

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Mary Gillam, DM/IST ’10
8505 Blue Bird Woods Ct.
Lorton, VA 22079
(703) 339-6070
m2gdynamicleadershpsolutionsllc.org
Mary Kay
Tanisha Gipson, BSB/M ’10
Virginia Beach, VA 23462
(757) 955-3966
marykay.com/tanishagipson

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Joey Henderson, AAFB ’10
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Richmond, VA 23230
(804) 442-6773
hendersonshomes.com

Washington

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Spokane, WA 99204
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melangeglobal.com

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Marcia Frey, BSBA ’04
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Renton, WA 98057
(425) 255-1363
pivotsolutionsinc.com

Streamworks, LLC
Esther Ripplinger, MBA ’12
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Milton, WA 98354
(253) 678-6920
streamworksconsulting.us

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603 Puget Ave.
Sedo-Woolley, WA 98284
(360) 320-7425
evergreennoveltees.com

Sew Much and More
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Tacoma, WA 98404
(253) 475-6973

Spatial Studios, LLC
Randy Ganacias, BSB/M ’06
P.O. Box 12895
Mill Creek, WA 98082
(425) 243-9455
spatialstudios.tv

E-BUSINESS
Camo-toe
Travis Puryear, BSB/M ’12
camo-toe.net

Outdoorsman Optics
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outdoorsmanoptics.com

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Basic Beginnings
Dan Nansel, BSB/M ’11
11415 NE 128th St., Ste. 30
Kirkland, WA 98034
(425) 220-1299
basicbeginnings.net

Club Z! In-Home Tutoring Services
Elaine Cozart, BSBA ’04
Seattle, WA 98109
(206) 331-3781
clubztutoring.com/Seattle

Impact Services
Cameron Harris, BSB/M ’09
22704 105th Ave. W
Edmonds, WA 98020
(253) 446-2736
cameron-tyrone.wix.com/cpr1staidservices

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Unforgettable Treasures
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Spokane WA, 99212
(509) 209-1178

FOOD & SPECIALTY
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Karen Williams, MBA ’12
1716 Pacific Ave.
Tacoma, WA 98402
(253) 227-6918

HEALTH & WELLNESS
Body Works Massage Clinic
Narilyn Perrigo, BSB/ACC ’13
16720 SE 271st St., Ste. 203
Covington, WA 98042
(253) 630-6614
bodyworksmassageclinic.com/index.htm

Carter Satori Karate
Jeanne Misha Carter, AAFB ’10
9792 Edmonds Way, #174
Edmonds, WA 98020
(206) 718-1183
satoriglory.com

Kathryn Schmidt Independent Consultant
Arbonne International
Kathryn Schmidt, MBA/MKT ’10
Bremerton, WA
(206) 851-2130
kathrynschmidt.myarbonne.com

La Bilingue Interpreter Services
Sandra Graham, MSN ’09
320 Malcolm St.
Walla Walla, WA 99362
(509) 526-8011

Riverside Wellness Consultant
Shannon Marshall, BS/COM ’11
Riverside Dr.
Mt. Vernon, WA 98233
(360) 746-8495
healthyodd.myshaklee.com

NONPROFIT
Dog Nation National Dog Rescue
Daniel Quick, MBA ’12
752 Oakhurst Dr.
Pacific, WA 98047
(253) 335-9591
dognationnational.webs.com
Alumni Business Listing

OTHER

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Lynnwood, WA 98036
(425) 967-3898
tiffanypalumboagency.com

PROFESSIONAL SERVICES

Eastside Coaching,
Research & Consulting
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Renton, WA 98059
(206) 295-6379
eastsidecrc.com

Fortified Investigative Services
Andrew Kidd, BSB/M ‘12
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Tacoma, WA 98409
(253) 234-7771
fortifiedis.com

Reed Solutions Group
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Olympia, WA 98502
(360) 529-1848
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Superior Editing Services
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Camano Island, WA 98282
(360) 927-0935
superioreditingservices.com

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(425) 837-8282
mohrrubber.com

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Ferndale, WA 98248
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gerorgehaynes.organogold.com

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Tacoma, WA 98409
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onsiteit.org

Wisconsin

CONSULTING

Project Manage Your Life
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Milwaukee, WI 53222
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projectmanage-yourlife.com/index.html

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(414) 226-6028
tadphotography.net

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Education of W1, LLC
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compuchild.com/directors/directors-pages/
61-racine-county

Editing and APA Academic Services
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Green Bay, WI 54311
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Mary Kay Beauty Consultant
Tomisha Johnson, MBA ’12
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marykay.com/Misha624

StarGames Inc.
Michelle Gobel, MM-I ’06
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Somerset, WI 54025
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waybackwhengames.com

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Rebecca Scarberry, BSB/M ’08
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beckysblissfulbakery.com

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Milwaukee, WI 53219
(414) 312-8017
exciramedia.com

OTHER

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Waukesha, WI 53188
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water.com

REAL ESTATE

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Burlington, WI 53105
(262) 310-3862
shorewest.com
Canada

**CONSULTING**

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Vancouver, BC V6E 3W2
(604) 561-3546

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Calgary, CANADA T2K 4K3
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Colombia

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Santa Marta, Colombia
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dcorpusinternational.com

Peru

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Puerto Rico

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Prof. Carlos Carrion, MBA ’93
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St. Just, PR 00978
(787) 644-5348

MSA Consulting
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Guaynabo, PR 966
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**E-BUSINESS**

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San Juan, PR 901
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gtama.com

**FINANCIAL SERVICES & MORTGAGE**

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40diasdespues.com

**PROFESSIONAL SERVICES**

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San Juan, PR 00919
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PF Selectric Expertise, Corp.
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pfselectricexpertise.weebly.com
Alumni Business Listing

REAL ESTATE
Diaz Realty Group
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(787) 585-0423
lavendemos.com

Sweden

E-BUSINESS
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Bjorn Rehnquist, AAFB ’11
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