



**JOE & JUDY ROETHELI
S&M NuTec**

BUSINESS CATEGORY: Manufacturer of Pet Products
www.greenies.com

or
www.nutecforpets.com

NUMBER OF EMPLOYEES: 93

ACCOLADES: 2005 Greater KC Chamber "Top 10 Small Business" & "Mr. K. Award"

for entrepreneurship; 2005 International Trade Council of KC "Importer of the Year"; 2004 Ingram's "Future of Business" award

PROFILE: Joe and Judy Roetheli, developed Greenies® as a result of the family pet's bad breath. They have been involved since the development of the product and have actively participated in growing the S&M NuTec product line. They are the visionaries for the company and remain focused on the strategic direction of S&M NuTec and the company culture that is being created.

S&M NuTec's employees are expected to 'Think Like Edison,' 'Work like a dog on S&M NuTec's Second Wind performance product,' yet 'have fun.' This occurs when employees are respected, recognized, and rewarded for performance and compensated handsomely in a culture of high expectations.

PROTÉGÉ OPPORTUNITY: "A visit to S&M NuTec, A FUN FIRM, is sure to be exciting for our Protégé! We will provide a tour of our facilities, introductions to our team, and share strategies and lessons learned, as well as how entrepreneurialism is expected and nurtured through the established culture."



**TERI ROGERS
Take Two Productions**

BUSINESS CATEGORY: Film/Video Production, Post Production & Motion Graphic Design

www.taketwo.tv

NUMBER OF EMPLOYEES: 24

ACCOLADES: 2005 Gr. KC Chamber "Top 10 Small Business of the Year" 2005 "Women Who Mean Business"; 2004 "25 Under 25" KC Small Business Monthly Award

PROFILE: Under the direction of Teri Rogers, TakeTwo has become nationally recognized for the seamless blend of design into each step of the production process. Filled with the latest in digital and HD technology – as well as some of the nations most talented producers, directors, editors, designers, artists and technicians, this unique design-driven production model often makes TakeTwo the preferred resource for documentary producers, agency creative teams, and professional communicators.

PROTÉGÉ OPPORTUNITY: "Since starting out in a large corporate environment as manager of an in-house video department for Payless Cashways—and ending up as an independent small business since buying the department from them, my Protégé will see both sides of the coin—how running a small business is absolutely a creative endeavor—and how running a creative business is still about running a business."



**JAKE SCHLOEGEL
Schloegel Design Remodel**

BUSINESS CATEGORY: Residential Design and Remodeling Construction Services

www.remodelagain.com

NUMBER OF EMPLOYEES: 20

ACCOLADES: 2005 "American Business Ethics for Small Businesses" award; 2004 "Kansas City Business Ethics" award; 2004 "25 under 25" KC Small Business Monthly award; 2005 & 2004 "Kansas City Homes and Garden Remodeler of the Year" award

PROFILE: Jake Schloegel has established Schloegel Design Remodel (SDR) as a company comprised of dedicated professionals committed to excellence in design, construction and customer service. Using a combination of teamwork and business analysis, SDR has set the standard for ethics, quality, growth and success in the remodeling industry. SDR has grown from a small operation located in Jake Schloegel's home to a company residing in their own building and comprised of 20 employees.

PROTÉGÉ OPPORTUNITY: "My Protégé will have an enjoyable and interesting day. We will visit some of our award winning remodeling projects, then move on to some projects in progress. We will show the process of design, construction and what it takes to create the ultimate remodeling experience for our clients. Following lunch, we will sit in on our weekly meetings covering sales, projects, and scheduling."



PROTÉGÉ PREMIER PARTNERS



PROTÉGÉ MEDIA PARTNER



PROTÉGÉ PRESENTING PARTNERS

EWING MARION KAUFFMAN FOUNDATION



KC-CWBO CORPORATE PARTNERS



PRESENTED BY



THE KANSAS CITY COUNCIL OF WOMEN BUSINESS OWNERS IS PROUD TO PRESENT

*An Opportunity to Learn from
Kansas City's Exceptional Entrepreneurial
and Business Minds*



An Entrepreneur Auction

Tuesday, October 25, 2005

Location:
YouthFront Auditorium
4715 Rainbow Blvd., Westwood, KS
(Across from Westwood, KS City Hall)

Time: 5:30 p.m.–9:00 p.m.

Tickets: \$35 in advance

Table Sponsorships Available

All attendees will receive gift bags of merchandise and tickets for door prizes. There will be a full buffet served and a cash bar.

To purchase tickets or table sponsorships call the PFAD HOTLINE (913) 432-0135 Complete information is on line at www.kc-cwbo.org.



Popular TV and business personality, Jerry will bring his wit and professionalism to our event.
**Master of Ceremonies
Mr. Jerry Fogel**



Dave has performed hundreds of auctions throughout the Midwest & Canada.
**Auctioneer
Mr. Dave Webb,
Webb & Associates Auctioneers**



**Nancy Zurbuchen
Co-Founder &
Director, KC-CWBO;
Owner, Motional
Multimedia**

Protégé for a Day Offers a Truly Unique Opportunity!

The Kansas City Council of Women Business Owners very cordially invites you to attend Kansas City's only entrepreneur auction. We have 14 outstanding leaders in business offering high bidders the opportunity to spend a day with them. Each "Protégé" will have the advantage to learn first hand about the successful entrepreneur's areas of expertise, business philosophy, leadership skills, and abilities in the development of a successful enterprise. It will be an experience you will truly enjoy!

Our live auction event received rave reviews last year, and 2005 will be no exception. The event is a lively combination of a multimedia experience, audience participation, and unexpected surprises. We promise a highly enjoyable evening for everyone including the entrepreneurs, audience, protégés and sponsors.

Protégé for a Day is presented by the Kansas City Council of Women Business Owners (KC-CWBO), a not-for-profit business organization that was established in 2001 to specifically meet the needs of women who own larger established businesses in the metro Kansas City area. The stated purpose of the organization is to capitalize on the members' influence, contacts, and knowledge in a brain trust that identifies and solves business-related challenges. More information about our organization is on our website at www.kc-cwbo.org.

I look forward to seeing you on Tuesday evening, October 25! **Nancy Zurbuchen**



**JAMES GLYNN
GlynnDevins
Advertising**

BUSINESS CATEGORY: Advertising and Marketing Communications
www.GlynnDevins.com
NUMBER OF EMPLOYEES: 78

PROFESSIONAL: Member: American Association of Advertising Agencies (AAAA), AAAA KC Board

of Governors, American Association of Homes and Services for the Aging, National Association of Senior Living Industry Executives.

PROFILE: James Glynn's award-winning agency specializes in the mature market serving over 130 clients in 38 states. The company's account service management team offers more than 100 years combined agency experience in the mature market, real estate, health care, retail, tourism/hospitality, technology, automotive, sports/sponsorships, restaurants/franchises, non-profit and insurance sectors.

PROTÉGÉ OPPORTUNITY: "I will give my Protégé a tour of the agency, and an opportunity to meet with key individuals within our agency from various departments such as creative, public relations, direct mail, media and interactive. The Protégé will be able to present a marketing situation and participate in a strategic planning exercise resulting in a bullet-point, strategic action plan."



**TRINA HENKE
Milbank
Manufacturing**

BUSINESS CATEGORY: Manufacturing of Meter Mounting Equipment
www.milbankmfg.com
NUMBER OF EMPLOYEES: 950

COMPANY MISSION STATEMENT: Year after year, Milbank will be the leading provider of meter mounting equipment in the USA, measured by customer loyalty, market share, operational efficiencies and profitability.

PROFILE: Milbank Manufacturing is the home of the little, gray, electrical box! Trina Henke's family business is the market leader in meter enclosures in the USA for the electrical industry...number one in market share, customer loyalty, brand recognition and breadth and depth of product offering. They customize product to utility and engineering specifications and sell products to electrical distributors, utilities and other manufacturers.

PROTÉGÉ OPPORTUNITY: "I will give my Protégé insight on how to set the right course, hire the best crew, find the steady wind, adjust course as needed, and watch out for the storms (vision, people, strategy, threats). I will share my passion for manufacturing and family business."



**RICHARD JARMAN
Sceptor Industries**

BUSINESS CATEGORY: Biosafety
www.sceptorindustries.com

NUMBER OF EMPLOYEES: 17 permanent; 30-40 contract

ACCOLADES: 2005 Entrepreneur Magazine "Hot 100;" 2005 Ernst & Young "Entrepreneur of the Year" national finalist; 2005 Ingram's Magazine "Future of Business Award" winner

PROFILE: Founded by Richard Jarman, Sceptor Industries provides solutions for chemical and biological monitoring for a wide variety of Homeland Defense, commercial, and agricultural threats and diseases, with particular emphasis on advanced aerosol collection technologies. Most notable of Sceptor's projects is its role as provider of the complete aerosol collection system in the USPS Biological Detection System. Sceptor equipment monitors almost every major government conference, political rally, and national championship sporting event.

PROTÉGÉ OPPORTUNITY: "Having run both large companies and small companies, in both publicly traded and privately held environments, I will work with my Protégé to structure a day that best serves the Protégé's interests and perceived needs. My goal is to make the Protégé's time totally worthwhile."



**ROSANA PRIVITERA BIONDO
Mark One Electric**

BUSINESS CATEGORY: Electrical Contractor / General Contractor / Developer

www.markone.com

NUMBER OF EMPLOYEES: 200

ACCOLADES: 2003 "Native Sons Scout" award; 2002 Ingram's "Women Who Matter" award; 2001 "Women Who Mean Business;" 1996 American Daughters of Columbus "Honoree of the Year"

PROFILE: Rosana is a founding employee of Mark One Electric Co., Inc., a specialty electrical contracting firm. In 1994, after 20 years as an employee and as Secretary/Treasurer, she became President and an owner. Mark One performs complete quality installations in all facets of the industry: Commercial, Industrial, Residential, Data/Communication and Design Build. Rosana has helped to improve the business climate of women and minorities in the area through her committed involvement in many local and national organizations.

PROTÉGÉ OPPORTUNITY: Rosana's Protégé will learn how, with the support of tremendous staff, she has helped to build Mark One Electric into one of the area's top ten electrical contractors whose projects have included the Ameristar Casino, The Kansas Speedway, The Kansas City Central Library and the Nelson Atkins Museum of Art.



**WILLIAM J. BRUNKHARDT
Global Messaging Solutions, Inc.
(GSMI)**

BUSINESS CATEGORY: Telecommunications
www.gsmi1.com

NUMBER OF EMPLOYEES: 10

PROFILE: William Brunkhardt is currently Chairman and Chief Technology Strategist of Global Messaging Solutions, Inc. (GSMI), a leading privately-held email and secure communications company based in Kansas City. He is responsible for the overall technology strategy and vision for GSMI which provides extensive eMail and messaging technology services that increase the reliability, security and management of eMail and messaging systems for clients worldwide. Bill's firm oversees millions of confidential emails delivered flawlessly each day.

PROTÉGÉ OPPORTUNITY: "Bill promises his Protégé a unique opportunity to peer into the most cutting-edge technologies that will shape our future. He will structure a day specifically tailored to his Protégé. Whether it is to demonstrate the latest gadgets, help develop a technology strategy for the Protégé's company, or discuss how technology will affect business in the next decade.



**VIRGIE DILLARD
Missouri Office Systems
& Supplies**

BUSINESS CATEGORY: Retail sale of computer hardware, software, supplies & furniture.

www.8asupplier.com

NUMBER OF EMPLOYEES: 9

ACCOLADES: 2005 Minority Supplier Council "Supplier of the Year;" 2005 USDA "Woman-Owned Business Contractor of the Year;" 2005 "Women Who Mean Business;" 2004 City of Kansas City "Supplier/Distributor of the Year"

PROFILE: As President and CEO, Vergie Dillard facilitates the operation of her company from day-to-day management and sales, and implements strategic alliances with major corporations. "I also make certain we maintain our reputation of personalized experienced service." Missouri Office Systems & Supplies is MBE/WBE Certified with the Human Relations Department-City of Kansas City, Missouri; Minority Supply Council; Jackson County; the States of Missouri and Kansas and U.S. Small Business Administration 8(a). The retail business specializes in all types of office machines including computers, software, printers, scanners, facsimiles, shredders, cameras, televisions, and supplies.

PROTÉGÉ OPPORTUNITY: "I will afford my Protégé the opportunity to see a business work smart, not hard. He or she will gain insight into how to take advantage of various financial opportunities that are not written in the "how to succeed books."



**KATHY DODD
The Corridor Group, Inc.**

BUSINESS CATEGORY: Healthcare Consulting

www.corridorgroup.com

NUMBER OF EMPLOYEES: 17

ACCOLADES: 2002 "Women Who Mean Business;" 1996, 1997, 1998 INC 500 "Fastest Growing Companies;" 1997 KC Chamber "Top 10 Small Business of the Year"

PROFILE: Kathy Dodd has been in the healthcare field for more than 30 years, and is the founder and CEO of The Corridor Group Companies, the premier provider of professional home healthcare and hospice care for 16 years. She offers clients big picture thinking including a vision of what is possible, and creative ideas that stretch beyond barriers to better solve problems. "I believe that building relationships through collaboration is key to an organization's success."

PROTÉGÉ OPPORTUNITY: Kathy's Protégé will be offered a one-on-one consultation and personal coaching session on life balance as a business owner/executive - finding the right mix to a well-balanced life. Kathy will provide recommendations from her varied life experiences working in the healthcare field and offer valuable tools and suggestions toward attaining a renewed vitality.



**DAVE MEROLA
Value Foods**

BUSINESS CATEGORY: Food Service Franchise

NUMBER OF EMPLOYEES: 300

ACCOLADES: 100% Sparkle Certified Franchise Organization; "Diamond Award" for Sales Building Initiative

PROFILE: Value Foods is a franchise of both Wendy's and Noodles and Co., a quick casual restaurant company that serves the very best dishes from around the world within a vibrant dining environment. Dave Merola provides the strategic direction for his fast growing organization. "The philosophy at Value Foods (Wendy's) and Casual Foods (Noodles and Co.) is to provide each guest with a terrific dining experience."

PROTÉGÉ OPPORTUNITY: I will give my Protégé a tour of both restaurant concepts, showing him or her how we manage our business on a real-time basis to achieve our goals for the day. We will go over the differences, challenges, and leverages in managing different concepts. The Protégé will be able to sample products at both restaurants."



**LORETTA NICHOLS
LJS Graphics, LLC**

BUSINESS CATEGORY: Graphic Design Services, Prepress, and Flexographic Printing Plates

www.ljsgraphics.com

NUMBER OF EMPLOYEES: 8

ACCOLADES: 2003 "Kansas City Printing Executive of the Year (First woman to receive this honor);"

2003 "Women Who Mean Business"
PROFILE: Founded by Loretta Nichols in 1984, LJS Graphics has evolved into a diversified graphics technology organization that today services a wide range of end users, in addition to printers and Flexographic printers.



**BROOKE MOREHEAD
The Prairiebrooke Galleries**

BUSINESS CATEGORY: Fine Art Design Company

www.pbarts.com

NUMBER OF EMPLOYEES: 9

ACCOLADES: 2005 "25 Under 25" KC Small Business Monthly Award; 2004 "Women Who Mean Business;" "Historic Preservation Award Winner" North Overland Park Gallery

PROFILE: The Prairiebrooke Galleries is a fine art company that brings beautiful art to corporate and residential customers. Founded in 1990 by Brooke Morehead, Prairiebrooke Galleries has grown to include two galleries featuring a selection of original national and internationally recognized artists. Brooke and her staff work hands on with customers in selecting art for their home and offices. Prairiebrooke Galleries offer original fine art including mono-prints, lithographs, serigraphs, etchings, paintings, giclees, and mixed media.

PROTÉGÉ OPPORTUNITY: Brooke will share with her Protégé her insights into business expansion, serving multiple markets and building relationships with dealers and artisans throughout the United States. They will also tour a corporate client's office and have lunch at Cafe Sebastian at the Kemper Museum of Modern Art.

End user work includes preparation of media for catalogs, brochures, direct mail flyers, newsletters, CD's, advertisements, printed pieces, Web Sites, and forms. The company staff is experienced in networked desktop, PC, and Macintosh.

PROTÉGÉ OPPORTUNITY: "My Protégé and I will tour the company first, and discuss marketing and pricing graphic art services. I will review a new lead generating system that uses referrals, which I have developed for our region. Next, we will share a client visit where we put theory of relationship selling of services into practice. Toward the end of our day (over cocktails) we will meet with my husband, noted entrepreneur Jay Nichols, for an in-depth conversation about the art and practice of profitably acquiring and selling small companies."

