


NASHVILLE BUSINESS JOURNAL

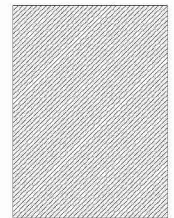
Forty under 40

Forty of the best young leaders making an impact on business in the Nashville area.

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 LIPSCOMB UNIVERSITY COLLEGE OF BUSINESS



Forty Under 40

DON VIAR

Epic Technologies LLC

Don Viar is the managing partner of Epic Technologies, a business communications company focused on the healthcare industry. Epic has been recognized as one of the fastest growing IT firms in America, and is on track to finish 2009 with its best financial performance in its 13-year history.



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WHAT HAS BEEN THE BIGGEST CAREER MOTIVATOR FOR YOU? I come from a long line of entrepreneurs. While still in college, I discovered a gift for helping businesses leverage technology.

HAVE YOU EVER HAD AN EXPERIENCE THAT CHANGED YOUR LIFE? My wife went through a period of intense illness two years ago. I put everything on hold for four to five months to care for her and our three small children. The experience brought us closer together and helped me reconnect with my responsibilities at home.

WHAT PROFESSIONAL ACCOMPLISHMENT ARE YOU MOST PROUD OF? Growing Epic Technologies from a small town IT company into a national company. Last year a third of our revenues came from projects from New Jersey to Florida and out to Denver.

“YOU’RE NOT GOING TO BELIEVE THIS, BUT ...” When I was 10 years old, I thought that the waves at the ocean worked like the waves at Wave Country. We got to the ocean and I was so excited that they had already started the waves for the day.

SALLY WILLIAMS

Ryman Auditorium

Under Sally Williams’ tenure, the Ryman Auditorium has garnered several awards including Theatre of the Year by the Academy of Country Music. Williams is responsible for the Ryman Museum & Gift Shop and takes the lead in booking such performing artists as Aretha Franklin, Garrison Keillor and Willie Nelson.



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WHAT PROFESSIONAL ACCOMPLISHMENT ARE YOU MOST PROUD OF? I consider my role as the eighth general manager of the Ryman Auditorium both a great accomplishment and a huge honor.

WHAT ACTIVITY GIVES YOU THE MOST SATISFACTION WHEN YOU’RE NOT WORKING? I’ve been a member of the YMCA since I was a baby taking “Mommy & Me” water classes with my Mom back in Missouri. To this day, both the cardio and the camaraderie of the Y are very important to me. I also really love spending time with my husband, traveling, riding our Vespa (he drives, I ride on the back) and going to concerts.

WHAT’S THE RISKIEST THING YOU’VE EVER DONE IN YOUR LIFE? In 1999 I quit my job working for a concert promoter in Minneapolis to move back to Nashville to be with the man with whom I’d begun a relationship several years earlier. Being jobless seemed very risky to me. The risk paid off — the man is now my husband and Nashville has been very good for me professionally.

FALON VEIT

Event Logistics Inc.

Falon Veit is the vice president at Event Logistics Inc., an event planning firm that also manages the One Eleven rooftop venue. Veit is also helping work for the creation of a hospitality degree program and a student chapter of Meeting Professionals International at her alma mater, Belmont University.



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WHAT HAS BEEN THE SINGLE BIGGEST CAREER MOTIVATOR FOR YOU?

The fear of failure. This is not to be confused with making mistakes and learning from them as you grow, it is truly failure as defined by not being organized, focused or knowledgeable enough to be successful. I am motivated by ensuring that our company and employees, as well as myself, have the required tools, information and skill sets to be successful.

HAVE YOU EVER HAD AN EXPERIENCE THAT CHANGED YOUR LIFE?

I take notice of small occurrences ... and they each change my life in minute, yet important, ways. I believe that if you don't pay attention to the details in life, you will miss the big picture.

WHAT PROFESSIONAL ACCOMPLISHMENT ARE YOU MOST PROUD OF?

Climbing the corporate ladder as quickly as I have within Event Logistics Inc. while making an impact on the community. It can be a trying and unmanageable task to move forward within your professional career while growing personally and serving the community.

KENT WOOD

PTS of America LLC; ImageQuest

Kent Wood has led the acquisition and turnaround of two companies: PTS of America, the largest correctional transportation company in the U.S.; and ImageQuest, LLC, one of the region's fastest growing providers of document management and document output technology.



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WHAT HAS BEEN THE SINGLE BIGGEST CAREER MOTIVATOR FOR YOU?

When I was 30 I had been with two failed start-ups. I had no money and no job. Whenever I need a little extra motivation, I think about that time and how I never want to be there again.

HAVE YOU EVER HAD AN EXPERIENCE THAT CHANGED YOUR LIFE?

Yes. A sermon at Christ Community Church in the summer of 1998 on Grace versus Works gave me a whole new perspective on things.

WHAT PROFESSIONAL ACCOMPLISHMENT ARE YOU MOST PROUD OF?

I have led the acquisition and turnaround of two companies.

WHAT PERSONAL ACCOMPLISHMENT ARE YOU MOST PROUD OF?

I helped raise money for a wonderful couple to adopt a child. They gave him the middle name Kent. That was pretty cool.

WHAT ACTIVITY GIVES YOU THE MOST SATISFACTION WHEN YOU'RE NOT WORKING?

Teeing it up on a beautiful day. And going really, really fast across Center Hill Lake.

Forty Under 40 Judges

This year's group of judges was made up entirely of members from the 2009 Forty Under 40 class — the inaugural group of winners.

Marcie Allen, MAC Presents

Marcie Allen started her sponsorship and fulfillment company in 2004 after more than a decade in the music business. In 2007, she was the first-ever winner of the Billboard Magazine Concert Marketing and Promotion Award, for her work for Jeep on Tim McGraw and Faith Hill's Soul2Soul Tour.

Jason Bach, Capital Financial Group

Jason Bach became a partner with Capital Financial Group three years ago and has been able to attract quality employees and develop them into great advisors and leaders. He oversees the development of five sales managers and the advisors within each unit.

Chris Blanz, Cabedge.com LLC

Chris Blanz has received a number of Addys and other industry accomplishments for his work with former firms, and now for his own company, Cabedge.com. The firm has created Web sites for such companies as National Geographic, Exxon Mobil, BMI, Cracker Barrel, Johnson & Johnson, Saturn and Shoney's.

Debbie Frank, Urban Blueprint LLC

Debbie Frank is the president/founding partner of Urban Blueprint LLC, a real estate development and consulting company. In addition, she is an affiliate broker with Zeitlin & Co. Realtors.

Holly Grenvitz, Fresh Dirt Marketing LLC

Holly Rooks Grenvitz founded Fresh Dirt Marketing LLC, a marketing consulting firm, in 2007. Prior to that, she spent seven years with First Tennessee.

Tonya Grindon, Baker Donelson Bearman Caldwell & Berkowitz PC

Tonya Grindon is the only woman attorney in her firm to have achieved the distinction of making partner a year early. She currently is co-chairwoman of the firm's securities practice group and is the youngest member of the Baker Donelson management team.

Tony Hamilton, Prudential Woodmont Realty

Tonya Hamilton created the relocation department when ERA Woodmont affiliated with Prudential in March 2002. Since then, she has grown annual relocation and referral residential sales from \$350,000 in 2001 to more than \$367 million by 2007.

Barbara Joers, Monroe Carell Jr. Children's Hospital at Vanderbilt

Barbara Joers has found her calling — advocating for children and the hospital that cares for them. She has led efforts to improve patient flow, developed a method for handling transfer calls and coordinated patient movement to best serve those patients and their community.

David Ledgerwood, ALDC Group LLC

David Ledgerwood began his career in PricewaterhouseCoopers' management consulting practice for large information technology projects. He later managed national technical support at NewHouse Media Group and completed his tenure directing commercial operations for a \$10 million regional news and information Web site. He is one of the founding partners for ALOC Group, which helps companies by focusing on leadership and team development consulting.

Jill Robinson, Scarlett Leadership Institute at Belmont University

Jill Robinson has worked in the program management field for the past 14 years organizing events and projects and developing new programs for nonprofit organizations. She is responsible for outreach to Middle Tennessee businesses and creating community partnerships, while managing the open enrollment programs and marketing for the institute.

Jason Thompson, Harpeth Hills Church of Christ

Jason Thompson is the youngest administration minister in the nation within the Churches of Christ. He is also a senior consultant with The Carpenter's Plan, which assists churches and nonprofits with capital campaigns, governance and strategic planning. His work with churches and nonprofits across the country has raised millions.

Brian Waller, Vaco

Brian Waller founded Continuum Search with Jay Hollomon in November 2002, which merged with Jerry Bostelman's Vaco Resources to become Vaco in 2004. In his six years with Vaco, Waller has been a propelling force in the success of the company. Vaco now has 26 offices nationwide as well as total revenue of more than \$130 million.