

## **BIG Agency**



1278 Woodville Pike

Address Contact Person Mobile Number Email

While studying business and playing center field for the University of Cincinnati, my part-time assistant restaurant management positions turned into a career that span 18 years. I was fortunate to work in a number of restaurants and food distribution centers that believed in treating employees with respect, customer service focus, quality driven, and system operations driven. Although, I started my food management career as a crew chief. As my skills grew, I was promoted to an assistant manager, general manager, and a regional general manager. In 1999, a business insurance specialist introduced me to how I could serve business owners by protecting their business assets and their personal assets with various insurance products. My current skills made this change an excellent fit. Several years later, I was selected by the Small Business Administration (SBA) to become a business mentor and insurance advisor to small and medium size business owners especially restaurants and food distributor owners. I'm proud to say that I developed many of my business skills I use daily in the restaurant business. Such skills as cost management, managing food distribution, portion control, sales forecasting, HR skills, developing training programs for my managers, multitasking, ability to interact and network with diverse groups, an eye for details, and my keen ability to make fast, clear and decisive decisions. As a business owner, I'm fully aware that you have invested your time, finances, credit rating, family relationships, and reputation to make your dream come true.

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