



# MOST ADMIRRED CEO



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SPECIAL SECTION



## Who are Atlanta's most admired CEOs?

**W**e here at Atlanta Business Chronicle wanted to know so we asked our readers to tell us. Beginning in May on our website, AtlantaBusinessChronicle.com, we asked readers to nominate Atlanta CEOs who are established leaders with a strong record of innovation in their field, outstanding financial performance, a commitment to quality, a strong vision and a commitment to diversity.

We wound up with 50 top nominees in 10 industry categories: Banking and finance, commercial real estate, education, entrepreneur, health care, hospitality, nonprofit, professional services, residential real estate and technology.

During June we posted the names of top nominees on AtlantaBusinessChronicle.com and asked readers to vote on

those who they most admired.

Inside this special section, you'll find stories about the 10 "Readers' Choice" CEOs who got the most votes. They are Mike Donnelly of Wells Fargo, Lisa Dunavin of DTZ, G.P. "Bud" Peterson of Georgia Tech, Sara Blakely of Spanx, Donna Hyland of Children's Healthcare of Atlanta, Erica Qualls Battey of the Atlanta Marriott Marquis, Raymond King of Zoo Atlanta, Susan Bell of EY, Dan Forsman of Berkshire Hathaway HomeServices, and William Nuti of NCR.

These and the other 2015 Most Admired CEOs were scheduled to be honored at Atlanta Business Chronicle's second-annual awards event on the morning of Aug. 27 at the Grand Hyatt Atlanta.



## MOST ADMIRED CEO

DONNA HYLAND, CHILDREN'S HEALTHCARE OF ATLANTA

# For Donna Hyland, inspiring and leading people is key

BY H.M. CAULEY  
Contributing writer

Donna Hyland, 55, has devoted almost 29 years to improving the lives of Atlanta's children. At Children's Healthcare of Atlanta, she has put her compassion and drive to work as chief financial officer, chief operating officer and, since 2008, president and CEO.

She credits her strong family support system, where hard work and compassion were value, as setting the groundwork for her career that began after earning an accounting degree from Western Kentucky University. A Certified Public Accountant, Hyland blends a business perspective with her drive to save lives.



**What does leadership and being a leader mean to you?** It's all about the people and ensuring that our people have the resources to achieve

the vision, mission and strategy for our organization. I've learned over the years that no matter what results you're attempting to deliver, inspiring and leading your people are key to achieving those results.

**What factor(s) most helped you get ahead in your career and contributed to your success?**

For me, it all starts with my upbringing. I am fortunate to have a strong and loving family who emphasized integrity, hard work and caring about others. These values, coupled with a solid business education, have helped me understand business and how to drive results. I am also blessed by being very strong willed, so I don't give up easily and can stick with problems to find solutions. In addition to strong role models in my family, I have been so fortunate to work with some of Atlanta's top executives and leaders. My predecessor at Children's, Jim Tally, and other colleagues and peers over the years are a big part of my success. I count many of Children's past and current board members as mentors and friends. These wonderful leaders have taught me a great deal about not only what it takes to be successful in business but also what can happen when you bring together like-minded people committed to a community and willing to contribute their time and talent to make a difference. Last, and most important, is surrounding myself with a strong team. We have a stellar leadership team at Children's. They and the team define my success.



BYRON E. SMALL

**"The greatest advice I would offer is to put people first, and always tell them the truth."**

**Please give some details about something you have achieved in the past year that you are most proud of.**

Children's is celebrating its 100th anniversary this year. I am so proud to be part of an organization with such a rich legacy in Atlanta. Also this year, thanks to our incredible people, Children's was recognized for the 10th year in a row as one of Fortune's Best Companies to Work For. I had the privilege of representing Children's at the "Great Place to Work" national meeting in Dallas, Tx. As our programs of excellence continue to flourish, Children's remains one of the leading children's hospitals in the United States. We also celebrated our 300th heart transplant and 600th kidney transplant this year – extraordinary accomplishments.

I am particularly proud of our physician leadership. In response to the many changes in health care, we are building The Children's Care Network of pediatric physicians and Children's, the only network in our state specifically focused on the health of children. We now have 1,157 doctors who have joined our network.

**How do you drive innovation at your company or organization?** Health care is driven by innovation. Children's has some of the best pediatric physicians, nurses and care givers in the country.

We are very fortunate to live in a city with extraordinary research universities. Atlanta is about collaboration, and Children's is working closely with many research partners, with deep partnerships at Emory and Georgia Tech. Through these unique collaborations, we are tackling diseases and problems in pediatric health care. These collaborations are unique; we have found no other such collaborations anywhere in the United States. For example: We have pediatric cancer doctors working with nanoscientists at Georgia Tech on the cure for sickle cell disease. We treat more kids with sickle cell disease at Children's than anywhere else in the country. By combining the skill of physicians with engineers and scientists, we are developing novel ways to treat disease and develop cures. Our Center for Pediatric Nanomedicine was the first of its kind in the world. Researchers from Children's, Emory and Georgia Tech have since discovered how to "move" brain tumors using nanotechnology, allowing for the removal of previously inoperable brain tumors.

Our Marcus Autism Center is one of only three to be named by the NIH as an Autism Center of Excellence. We are one of the world's leaders in the early diagnosis and treatment for autism. An \$8.3 million grant from the NIH created a comprehensive and collaborative research effort among Marcus Autism Center at Children's Healthcare of Atlanta, the Department of Pediatrics in Emory University School of Medicine and Yerkes National Primate Research Center at Emory. This brings together more than 25 researchers and physicians in eight laboratories in the three highly connected Atlanta institutions, along with collaborators at Florida State University. All of those teams are focused on developing innovative ways to diagnose and treat autism.

**How do you inspire your colleagues and employees?** My colleagues and employees are the inspiration. My job is easy. I spend as much time as possible sharing the stories I hear about their work throughout the organization, as well as externally. I also try my best to continually recognize and thank the extraordinary people who work at Children's.

**How do you make tough decisions?**

It all comes back to the mission. Decisions are made through a lens of, "Is this going to make kids healthier today and better tomorrow?" I work with the members of the executive team and leadership throughout Children's before making tough

decisions. Two heads are always better than one. I think it's important to make sure we get the different perspectives and ensure the key stakeholders who might be impacted are part of the decision-making, especially when decisions are tough.

**Describe your vision for your company or organization.**

Our vision is "Best Care...Healthier Kids." What could be a better vision for any organization? We are passionate about kids and know they have the best chance for the best outcomes when they are cared for by pediatricians and specially trained pediatric specialists at a children's hospital that is 100 percent dedicated to children. Our strategic plan, Every Child Deserves Children's, focuses on providing access to the best care possible at Children's and helping kids be healthier. As a health care leader in the community for more than 30 years, and as a Mom, I deeply believe that every child deserves the kind of care provided by Children's. I know kids aren't just small adults and that Children's and our pediatric physicians and care givers deliver extraordinary quality and outcomes. We are the only health-care system in the state totally devoted to children.

**How do you plan for the future of your company or organization?**

All of our planning is focused on the needs of patients, which in our case are children and families. We are constantly seeking to understand the population and demographics for our service area and what those mean to the demand for services for children. We are expanding access to Children's closer to where families live. We are also looking more broadly at what we need to do to keep kids healthy. As an example, our work in Children's Strong4Life program focuses on reducing childhood obesity, a major threat to the health of children in Georgia. For us, it's really all about understanding the population of children in our state, what their needs are and what we need to do to ensure they have the best pediatric health care possible and the best chance at a healthy future.

**What piece of advice would you share with other CEOs?**

The greatest advice I would offer is to put people first, and always tell them the truth. If I've learned anything over the years, by putting people first, the results are there, whether it's a focus on quality and patient safety or financial results.



## MOST ADMIRED CEO

WILLIAM NUTI, NCR

# William Nuti leading NCR's reinvention as global tech leader

BY H.M. CAULEY  
Contributing writer

Integrity has been the hallmark of William Nuti's journey to CEO of NCR. "Doing the right thing when no one is looking" is a lesson learned from family and business mentors that he has translated into his work ethic. The Long Island University grad, 51, also believes in combining artistry, creative thinking and an inquisitive drive for knowledge – a combination that has influenced the future of NCR, taking it beyond being "the cash register company" to a firm that taps into contemporary trends and technology. Nuti's 10 years with Cisco Systems and positions as CFO and CEO of Symbol Technologies provide the business background to keep NCR competitive in a changing market.



**What does leadership and being a leader mean to you?** To me, leadership means having the vision, courage, intellectual curiosity and integ-

egrity that people respect enough to follow. Leaders must have vision and the courage to execute that vision, as well as the stamina and patience required along the way. This is particularly important during transformative periods when leadership requires you to challenge the status quo and make difficult, and sometimes, unpopular decisions. While the need to display courage transcends the notion of vision to execution, intellectual curiosity means "you never stop learning." Courage and learning, as well as active listening, are required traits. We live in a hyper-connected world, from the global economy to real-time information, and the ability to course correct over time requires all of us to be better "learners." Last but not least, you cannot lead without "doing the right thing when no one is looking" and making integrity an important part of every decision you make.

**What factor(s) most helped you get ahead in your career and contributed to your success?** I think my journey in life helped me a lot. Until I was a teenager, I grew up relatively poor and in a tough neighborhood. Things never came easily in that environment, so I grew up fast, learned to work hard and made sacrifices. Along the way, I was lucky enough to have great mentors, people I wanted to emulate – people who taught me what works and what doesn't. I had the chance to study very successful people and learned what made them tick, how they approached business and how they defined leadership. Most importantly, my mom and



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dad, as well as my sister, always represented a strong support system and unflappable values.

**Please give some details about something you have achieved in the past year that you are most proud of.** While we have had many achievements during the past year, our plans to establish our new world headquarters campus in Midtown Atlanta, which is expected to open in 2018, makes me incredibly proud. For NCR, this marks an important step in our reinvention as a global technology leader. For Atlanta, the new NCR campus is the first step in creating a "Silicon Valley of the East" right here in Midtown.

**How do you drive innovation at your company or organization?** Innovation is the heart and soul of NCR. It has been that way for 130 years. You cannot be in business for that long without being inherently innovative. We drive innovation by staying close to our customers and the markets we serve. In many cases, we partner with customers around the world to innovate alongside of them. Co-innovation and the notion of co-producing solutions allow us to create practical business outcomes for our customers that have broad market appeal. In addition, we dedicate some portion of our R&D initiatives to "creating the future by inventing it,"

which allows us to take innovation risk in areas that we believe are important medium- to long-term.

**How do you inspire your colleagues and employees?** First and foremost, I hope I inspire through my genuine passion for NCR, our vision and our amazing potential. If you do not believe in your company's vision, people will see right through that. Second, I believe the most effective way to inspire people is to remind them of their potential. Success begins on the inside. I encourage everyone to approach their jobs as an "artist" and an "innovator." The greatest software/hardware developers are not only pragmatic engineers; they are artists. The same goes for any employee in any role – it takes artistry and creativity to break barriers, improve processes and pave a new path forward.

**How do you make tough decisions?** It starts by making the right decision for the company, regardless of the difficulty. We had to make a number of tough decisions along the way to reinvent NCR and achieve long term success, while staying true to our vision. A reinvention is not a 100-yard dash; it's a marathon made up of 461 100-yard dashes. And like any race or marathon, there are no shortcuts to victory or to greatness. Making tough decisions goes back to knowing where you want

to take the company and understanding the key milestones that must be met to get you from where you are currently to where you are going. Along the way, you are constantly earning the right to be in the job every day by showing people that you will do what you say you are going to do, you mean what you say and you execute.

**Describe your vision for your company or organization.** NCR has a bold and aspirational vision: to lead how the world connects, interacts and transacts with business. That single vision statement has transformed NCR over the past 10 years. We have reinvented ourselves from being known as simply the "cash register company" to creating, defining and leading the category of "omni-commerce solutions." Today, we enable more than 550 million transactions every single day, more than 20 million of those via mobile devices. Without NCR's vision, the ways you bank, shop, dine and travel would be very different and far less contemporary. Equipped with this single vision statement, NCR is making life easier for everyone around the world.

**How do you plan for the future of your company or organization?** Planning is not an event for NCR; it is an ongoing process. We are constantly looking at a number of strategic inputs that help shape and/or course correct our current plan. Everything from "things we cannot control," such as the global economy and geopolitical influences, to "things we can control," such as internal execution, are reviewed regularly. We are guided by our vision and a much disciplined process to execute that vision that we call the value chain of scale and performance. Vision without execution is daydreaming, and we do not intend to fall into that trap.

**What piece of advice would you share with other CEOs?** Being a CEO is a true honor, as well as a serious responsibility. You must wake up every day and feel that you need to earn the right to keep your job. Make decisions on behalf of stakeholders, i.e., customers, employees, shareholders, communities where you work, the environment and partners. Never let that get out of balance. Build a great team, empower them to help you lead and encourage them to do the same. Do the right thing when no one is looking, and be courageous in your decision-making. Lastly, remember that you are shepherding a company over the long-term, and you have an obligation to creating long-term value for all stakeholders.

*"The new NCR campus is the first step in creating a 'Silicon Valley of the East' right here in Midtown."*

## MOST ADMIRED CEO

G.P. "BUD" PETERSON, GEORGIA INSTITUTE OF TECHNOLOGY

# Georgia Tech's Peterson is in the business of 'creating the next'

BY H.M. CAULEY  
Contributing writer

There are few positions in which a leader sees the future of the organization staring back every day. For G.P. "Bud" Peterson, president of Georgia Tech, that future is omnipresent in the diverse student body known for drawing the best and brightest from the state and beyond. Peterson, 62, honed his academic credentials in math and mechanical engineering at Kansas State University and Texas A&M, but admits he never foresaw leading a major research institution, a job he's held since 2009. Drawing inspiration from the creative and talented team he leads, Peterson keeps his eye on that future, positioning Tech as the place where "creating the next" is possible in a broad range of fields.



**What does leadership and being a leader mean to you?** Leadership is all about working with people and organizations to identify and

achieve common goals for the greater good. Effective leaders help create a shared vision and then empower their team to achieve that vision by bringing together their diverse backgrounds, experiences, talents, strengths and perspectives. To do so requires confidence, collaboration, innovation and a willingness to take risks. I am privileged to lead such a great institution as Georgia Tech that is making an impact not only in Georgia, but the entire world. Nearly a fourth of our 145,000 living alumni have graduated since I arrived, and they are changing the world in many ways and helping to improve the human condition. We continue to attract some of the best and brightest from Georgia and the world. This fall marks the seventh consecutive year that we will welcome the best-qualified and most diverse freshman class in Georgia Tech history. Our leadership challenge is to help them realize their full potential so they too become leaders and innovators, prepared to address some of society's greatest challenges. As one of the top research institutions in the country and perhaps the world, Georgia Tech is also leading the way in creating a hub of innovation, entrepreneurship and new business creation.

**What factor(s) most helped you get ahead in your career and contributed to your success?** I never dreamed that one day I would have the privilege of serving as president of one of the nation's best public research universities, and every



**"What does Georgia Tech think?" will be a common question in research, business, the media and government.**

day I am reminded of the responsibility and the good fortune I have to be in this position. As with many things in life, success is the result of a combination of discipline, hard work, enthusiasm and opportunity. The overriding aspects are to learn and grow, to value people and help them align their personal goals with those of the institution. Tech Square, located here in Midtown. Just this past year, companies including The Home Depot, Coca-Cola Enterprises, Southern Company, NCR and Worldpay have all opened "innovation centers" in or near Tech Square. These innovation centers provide an opportunity for these large companies to interact with the talent, expertise and technologies that exist here at Georgia Tech, including students, faculty and staff researchers. One of the exciting new projects in Tech Square is our High Performance Computing Center, a 750,000-square-foot facility near the Scheller College of Business.

**Please give some details about something you have achieved in the past year that you are most proud of.**

Success in life is rarely a one-person effort. Through the efforts of many, including the state, the University System of Georgia, alumni and other partners, this summer we moved into the Engineered Biosystems building (EBB), the largest building investment in Georgia Tech history. This 219,000-square-foot facility will provide the Institute with unsurpassed resources and extraordinary opportunities for interdisciplinary collaboration. It will enable Georgia Tech to consolidate its biomedical research efforts and accelerate discovery in the prevention, diagnostics and treatment of cancer, Parkinson's diabetes, heart disease, infections and other life-threatening conditions. In this effort, we are partnering with Children's Healthcare of Atlanta, Emory and others to enhance our focus on biotechnology, biosciences and bioengineering. The facility is 80 percent paid for, and we have commitments pledged over the next five years for the rest - a truly remarkable accomplishment and a testament to the support we have received. Georgia Tech is experiencing a time of tremendous momentum in many arenas, with one particularly visible arena - Tech

tremendous advances made the past few years and the rapidly growing profile of Georgia Tech around the world.

**How do you make tough decisions?**

An important trait of a good leader is confidence and the ability to instill that confidence in others. It's rare to have all the information you might like prior to making a decision. And, if you wait until you do, many times it's too late. So, you weigh the risks, the impact on the organization and its people, and then move forward. Sometimes a lack of action is worse than choosing a course of action and then having to correct. I try to gather as much information and input as is possible, then assess what's best for the organization, always with the underlying principle to "do the right thing."

**Describe your vision for your company or organization.**

Six years ago, the Georgia Tech community came together to create a 25-year strategic plan to better understand what Tech might be like when it celebrates its 150-year anniversary. Our vision is that Georgia Tech will define the technological research university of the 21st century. As a result, we will be leaders in influencing major technological, social and policy decisions that address critical global challenges. "What does Georgia Tech think?" will be a common question in research, business, the media, and government. We're five years in, and we're already seeing that happening in many exciting ways.

**How do you plan for the future of your company or organization?**

Our strategic plan outlines our future directions, and while not an exact roadmap, it does highlight our future plans and focus. The ones most apparent include our growing research programs and our focus on innovation in the way we teach, the way we approach research and how we can enhance the economic impact of what we do.

**What piece of advice would you share with other CEOs?**

When we undertook the development of our strategic plan in 2009, we were in the midst of an economic recession. We chose to focus on a 25-year horizon because with that long of a timeline, no one would say, "We can't afford that." The result was a roadmap that has served us very well and has outlined a course of action that we continue to follow five years later. I would encourage other leaders to think long term and then work to inspire and enable those in your organization to be innovative and creative in achieving those goals.

**How do you drive innovation at your company or organization?** Georgia Tech is in the business of "creating the next" - the next idea, the next technological advances and the next group of innovators and entrepreneurs. We are characterized by our creative and flexible approach to problem solving, a roll-up-your-sleeves and get-to-work attitude and a focus on addressing the grand challenges of our time. We're empowering the next generation and engendering in them the passion and skills they need to imagine, engineer and design our future.

**How do you inspire your colleagues and employees?** Every day I am in the enviable position of being able to interact with and be inspired by an incredible group of very bright, energetic and innovative people. A shared vision to provide an environment where they have access to both opportunity and resources helps create an atmosphere for success. The results of this approach are clearly apparent in the



## MOST ADMIRED CEO

LISA DUNAVIN, DTZ

# Lisa Dunavin stays focused on the client, team, culture and company

BY H.M. CAULEY  
Contributing writer

A strong work ethic, set by parental example, has been a guidepost for Lisa Dunavin of the DTZ, a leading international commercial real estate services provider. In May 2014, she became the first woman in town to lead a global real estate office and used her focus and determination to understand and establish a strong sense of culture among employees that extends to clients. A graduate of the University of Texas, she has a long track record in the industry, including a three-year stint as senior vice president for Trammell Crow and senior nine years as managing director at Cushman & Wakefield.



**What does leadership and being a leader mean to you?** A title is oftentimes secondary to real leadership, and I have found that

most organizations are full of leaders on every level. I believe a person becomes a leader by consistently doing the work with an uncompromising focus on the needs of the client, the team (individually and collectively), the culture and the company. Mistakes are inevitable, but if they are made and subsequently addressed with that focus, they become as important to continued growth as the successes.

**What factor(s) most helped you get ahead in your career and contributed to your success?** I have always had a strong work ethic that I think I got from my father. He was a public school teacher and oftentimes worked two and three part-time jobs to make ends meet. It was a rare occurrence for him to miss work. I did not go to work expecting respect or admiration; I went to work to do my job to the best of my ability, usually competing with myself rather than the person next to me to learn more and get better. Ultimately, you earn the respect of your clients and peers by doing the work and making it personal, not on an emotional level, but on a commitment level. My goal was to work harder, smarter and more efficiently, knowing that there is a direct correlation between how much I give to my clients, my team and my company and how much I get in return. The rewards manifested in continued career opportunities and life-long relationships.

**Please give some details about something you have achieved in the past year that you are most proud of.** When I joined Cassidy Turley/DTZ to lead the Atlanta office in early 2014, the



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*"A lot was made of my being the first woman in Atlanta to lead a global commercial real estate office, but I have never been more proud of anything in my career as I am the team effort that turned this office around into the success it is today with unlimited potential for continued success."*

team was challenged by a recent acquisition without consistent leadership through the transition. Some employees left or were asked to leave, which generated negative PR and uncertainty. Morale was low with ongoing angst as to how to move forward. We came together committed to turn it around, and we started by focusing on the human element as it relates to the mutual success of the company and the individual professional. We defined the culture in which we could thrive and committed to making it a part of everything we do, whether interacting with our clients, our community or each other. And we only recruited and hired new team members who understood and embraced the importance of that culture. I was a believer in the power of a well-defined culture before we acted on our intentions, but I am truly overwhelmed by the resulting environment of collaboration, fun, creativity and success in such a short period of time. A lot was made of my being the first woman in Atlanta to lead a global commercial real estate office, but I have

never been more proud of anything in my career as I am the team effort that turned this office around into the success it is today with unlimited potential for continued success.

**How do you drive innovation at your company or organization?** The pace of business is moving faster than ever, and technology is the only way to keep up with it, and hopefully, stay in front of it. We constantly challenge ourselves to think outside the box and use technology to take the quality of everything we do to the next level and then the next level through improved efficiencies, client presentations and reporting, and information gathering and interpretation. The power and creativity generated in a brainstorming session with determined individuals are amazing things to experience. The application of the latest technological tools is awe-inspiring.

**How do you inspire your colleagues and employees?** The first thing I did in this role was to get to know everyone in the office and in the field. I held more than 100 meetings in my first month so that I knew who my team was as individuals and what they saw the challenges and opportunities before us to be at that time. I was shocked to hear over and over again that the team in the field had never had a market leader visit them in the field. These are client-facing team members, and they did not feel a part of the company whose name was on their business card. I made sure they knew I was committed to them and their success, and that while I was sure I would make mistakes, those mistakes would be because I erred on the human side of the equation, not the bottom line. I was confident we would be successful because I am confident that with that philosophy, the bottom line inevitably rises. We worked together to define the environment in which we knew we could be successful as individuals and as a team. I have been incredibly proud of my team's commitment to our culture of integrity, excellence, teamwork, creativity and passion. I strive to adhere to this mutually agreed upon culture in every action I take and every decision I make, and so do they. Our mutual commitment creates an environment that is truly extraordinary and ultimately guarantees success. Virtually every producer is having a record year this year, and non-producers that make it possible for the producers to be successful know they are instrumental in that success and are recognized as the highly-valued members of the team that they are.

**How do you make tough decisions?** Thoughtfully and quickly. Avoiding or

deferring a problem or challenge out of fear of confrontation is one of the biggest mistakes I have seen in leaders throughout my career. I have never understood why so many people think confrontation is a bad thing. It is important to have solutions in mind and/or be ready to ask for solutions when you address it, but most problems only get bigger with time, and confronting a problem early and head-on is the only way to get to the solution.

**Describe your vision for your company or organization.** As has been reported, DTZ is merging with Cushman & Wakefield in the coming weeks. I spent half my career at Cushman & Wakefield, and knowing what I know about both organizations, I believe this merger will be a game-changer for the commercial real estate industry. The scale and reach of the combined companies will be impressive, but the opportunity to create a company that helps take a somewhat old-school industry and bring it into the 21st century through innovation, creativity, and yes, culture, is unprecedented. And I know the new Cushman & Wakefield will make that happen.

**How do you plan for the future of your company or organization?** With the merger, my current role will be unnecessary due to overlap, but I am optimistic about what this merger means for this industry. The ability to have both the flexibility of a new company to set strategy and the size and resources of the combined entities to be immediately impactful creates an opportunity that is simply unparalleled at this time. While the integration will be extensive and demanding, setting the strategy is imperative to capitalize on the uniqueness of this opportunity. That was step one when I took the lead at Cassidy Turley. We built a strategy and a culture around the opportunities unique to our office at that particular time. A critical component to that strategy was a focus to work harder and more creatively through an environment of community. We envisioned a workplace where new ideas and having fun were the constant, where clients were family, and where we were more powerful together than individually. The impact was immediate and palpable. I think that same vision can be realized whether you are 40 people or 40,000 people.

**What piece of advice would you share with other CEOs?** Every team member has a voice, and when given a platform to be heard, each person becomes vested in the culture and the ultimate success of the organization.

WILMINGTON TRUST RENOWNED INSIGHT

## “A serious threat to your investment objectives? Lack of diversification.”



**Tony M. Roth**  
M.A., J.D., LL.M. (Tax)  
**Chief Investment Officer**

Tony brings his extensive knowledge and more than 20 years of experience to bear on client portfolios each and every day. He is responsible for strategic direction and providing quality risk management and comprehensive investment solutions. He is part of a seasoned team of professionals who exemplify Wilmington Trust's 112-year heritage of successfully advising business owners. **For access to the expertise of professionals like Tony and the rest of our team, contact Jack Sawyer at 404-736-1089.**

Investing used to be a whole lot simpler. Traditionally, if stocks were outperforming, bonds were not. Therefore, as long as your portfolio had a healthy mix of each, you'd be poised to prosper. This isn't necessarily the case anymore, as dealing with finances has grown more complicated in recent years. When the financial crisis hit the U.S., the recessionary effects were felt around the world. Today, the U.S. economy is still recovering, and central banks in Europe and Japan grapple with ways to reinvigorate their economies.

The crisis taught us that portfolios composed solely of stocks and bonds (for instance, large caps and government debt) were vulnerable to loss. Having a truly diversified portfolio, with a robust blend of investments across and within different asset classes – including public and private investments – offers the best chance at reaping the highest possible return while managing volatility. So what's an investor to do?

**Develop a plan.** To get where you want to go, you need a map with clear goals and a carefully designed route

based on proven portfolio construction principles. A plan will also provide ongoing discipline to maintain a steady hand amid volatile markets or asset class bubbles.

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THAN A STOCK-ONLY  
PORTFOLIO OVER  
15 YEARS

Source: Wilmington Trust

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## MOST ADMIRED CEO

SUSAN BELL, EY

# EY's Susan Bell aims to build a better working world

BY H.M. CAULEY  
Contributing writer

Susan Bell, 52, has only been in her current position with EY for several weeks, but her experience with the company goes back 10 years. Her new duties as national leader of the Power and Utility Sector Financial Accounting Advisory Services come after spending eight years as the Atlanta office's manager partner and, before that, two years as the risk advisory services leader for the Southeast region. A graduate of Mississippi State University's professional accountancy program, she finds her work is greatly influenced by a sense of stewardship, a responsibility to her fellow employees and clients that involves setting and maintaining high standards for herself and those around her.



**What does leadership and being a leader mean to you?** To me, leadership means stewardship, which means leaving a place in better shape

than when you started. Being a leader means being genuine and truly connecting with people to understand what they need to develop personally and professionally. I continuously strive to live EY's values by building high-performing teams and inspiring our people to become good stewards and the leaders of the future.

**What factor(s) most helped you get ahead in your career and contributed to your success?** I have a passion for client service. I believe that doing what you love, along with having a strong work ethic, will provide career opportunities and put you on a path to personal and professional success. I have also been fortunate to work with great people, and everything we do is about collaboration and team work.

**Please give some details about something you have achieved in the past year that you are most proud of.** As the office managing partner for EY Atlanta, I was responsible for setting the direction and tone of our office as well as the deployment of our Vision 2020 strategy, empowering our employees with the knowledge and resources they need to best serve our clients. The number of employees in the metro Atlanta offices grew more than 100 percent since I assumed responsibility in 2007, and our market share has grown as well. I am perhaps most proud of the culture of giving back that our employees have embraced. For example, on our most recent EY Connect Day, our annual day of giving, the Atlanta office had



JOANN VITELLI

approximately 1,300 employees donate about 5,200 hours in the community. This shows stewardship of our brand and a genuine desire of our people to give back to the community in which we live.

**How do you drive innovation at your company or organization?** EY recently activated the next phase of our purpose to build a better working world. The concept is the better the question, the better the answer, the better the world works. Innovation is key in sustaining growth and maintaining competitiveness in the market, and better questions will help us achieve better answers. We also drive innovation through the recruitment and retention of the best and the brightest to work in a diverse

*"To me, leadership means stewardship, which means leaving a place in better shape than when you started."*

and inclusive environment, which helps build the highest-performing teams. We also encourage collaboration and knowledge sharing to drive innovation, making a number of tools, resources and technology available to our people.

**How do you inspire your colleagues and employees?** Every day I try to be genuine and live EY's values and purpose of building a better working

world. I seek to help our people understand how their day-to-day activities and responsibilities impact the broader firm's purpose and vision. I also think it is extremely important to act as a role model and follow the "golden rule," particularly recognizing people's contributions to our firm and the exceptional work they provide our clients.

**How do you make tough decisions?**

When faced with a tough decision I always try to put myself in someone else's shoes, evaluating options and assessing potential outcomes. Business writer Suzy Welch invented the 10/10/10 rule, which I have applied to my decision-making strategies many times. I ask myself how a decision may play out in 10 minutes (or days), 10 months and 10 years from the time I make the decision. I find this approach extremely helpful in thinking through the impact of tough decisions in various scenarios—both at home and at work.

**Describe your vision for your company or organization.** EY's purpose, and why we exist as an organization, is to build a better working world with increased trust and confidence in business,

sustainable growth, development of talent and greater collaboration. Our stakeholders count on us to deliver quality and excellence in everything we do, to be a trusted business advisor and service provider, and I want to continue to drive and support the momentum we have already created to achieve that purpose. When business works better, the world works better.

**How do you plan for the future of your company or organization?** At EY, we are fortunate to have a strong leadership team that sets a strategy and agenda, with a streamlined structure that allows us to execute our strategy and provide exceptional client service. All EY leaders are continuously providing the support and resources our people need to develop as professionals, and ultimately future leaders—something I have a true passion for, and something I make a part of my day-to-day priorities.

**What piece of advice would you share with other CEOs and leaders?** At EY, we talk a lot about purpose-led transformation and why we do what we do. Leading with purpose, and relating that purpose to every person you interact with, will ultimately make a huge difference in performance. Also, surround yourself with great people, invest in those people and be yourself.



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## MOST ADMIRED CEO

DAN FORSMAN, BERKSHIRE HATHAWAY HOMESERVICES

# Dan Forsman believes in servant leadership, staying humble and hungry

BY H.M. CAULEY  
Contributing writer

Dan Forsman, 57, credits his resiliency and passion for real estate as the driving forces that have helped him and his company, Berkshire Hathaway Home Services, survive some of the industry's toughest economic times. Those characteristics have guided him through three company makeovers that ended with Prudential Georgia Realty becoming BHHS in March 2013. A 1982 graduate of the University of Georgia, he held a variety of positions with Prudential before being named president and CEO in 1999, a title he's carried into shift to BHHS shift.



**What does leadership and being a leader mean to you?** Leadership is about a few things. It's about having a vision and using your influ-

ence to motivate and challenge people to be the best they can be. Being the leader means you've got to have your eyes on the horizon, have a plan to execute and have support for your team. I believe in servant leadership, in staying humble and hungry. No job is beneath me. I like to think my mission statement is helping someone achieve goals at a much higher level than they would in my absence. I also aim to influence what they do in their careers so they achieve better financial, emotional, physical and philosophical goals. A lot of my job is motivation because many times they don't realize how good they can be.

**What factor(s) most helped you get ahead in your career and contributed to your success?** Candidly, I'm generally on the clock early. I believe in having a cadence of accountability in your life. I have a plan every day, and I work what I need to get done early in the day, then I respond to activities and return phone calls. What's helped me get ahead is being persistent, showing up, being in the right place when an opportunity came up, putting my hand up and saying I want to play. I bought into the company with a vision to make it great, and people chose to invest in it. It's also important to have good discipline and a good attitude, the humble servant attitude, a we-can, we-care spirit, and to be decisive. If you can't make a decision, you'll never get ahead; decide and move on. And I wouldn't be here without some level of divine intervention. I'm very grateful and thankful.

**Please give some details about something you have achieved in the past year that you are most proud of.** This



PHOTO/FILE

*"I wouldn't be here without some level of divine intervention. I'm very grateful and thankful."*

was our second full year being Berkshire Hathaway. Beginning in 2014, we had to convert the company from Prudential and create an image. The thing I'm most proud of is we've now created a culture in our organization that's in alignment with the vision and image that Berkshire Hathaway has nationally and internationally as one of the most admired companies. We rolled out a luxury campaign and we've stayed true to it with a high end, Coco Chanel feel and look. I'm very proud that the consumers have responded, and we've had a massive increase in our high-end market share. At same time, we haven't forgotten why we're here: to service our clients and customers. When we were Prudential, we were the first-time,

move-up company. Now we're expanding into that high end market with great success while creating a culture in line with who Berkshire Hathaway is and without losing who we were in the first place. I'm very proud of my team.

**How do you drive innovation at your company or organization?** For me personally, I always believe there's a better way. World class doesn't happen by accident. The steps you need to get better are all around us. Just look for them. I'm always on the lookout. I like to be an expert novice; I look at really complicated things and try to reduce them to a simple thought process that gives the greatest leverage. Those who know why beat those who know how.

**How do you inspire your colleagues and employees?** I believe we should be very responsive. I try to return my email and voice mail every day. I always try to give an answer or get back to you. I believe in transparency and mutual trust. I always ask people what they

think. A thank-you and I'm sorry go a long way. Public and private acknowledgment of everyday activities is what people need. I can offer encouragement, with a positive coaching mentality.

**How do you make tough decisions?** Our vision statement is called the Right Choice. It's a complicated decision, making the right choice. The good Lord gave me the ability to step way back and figure out what the right choice is without being politically indebted or politically correct. I put clients and customers first, and everything else takes care of itself. I don't have to win every day, but if I do the right thing and am honest, it will work out in the end.

**Describe your vision for your company or organization.** My vision is to continue to grow our market share while not forgetting who we are. What others promise, we deliver. We're a fully diversified real estate company. Consumers can finance, buy, close and get a warranty on their home. I want my company to be the most admired, to get the best marks for customer service and rentals and to be known as the place to go for new home sales and marketing because we get extraordinary results for our clients.

**How do you plan for the future of your company or organization?** Every year we do an annual business plan. I personally have a 3-year outlook on the horizon. I want more agents to do more deals than anyone else in the market. I want them to do more direct sales, to provide home services from lending to warranty.

**What piece of advice would you share with other CEOs?** Never quit. Always have a vision. Good enough never is. CEOs are a unique group of people. They've come through many layers of life to get to the pinnacle of the organization. My advice is stay true to who you are, and keep a great attitude. Many times it's darkest before the dawn. Stay in touch with your organization. Have a plan and work it. Love what you do. Know how to say thank-you and I'm sorry. I assure you people who aspired to this level are in their spirit humble and always looking for how to be better. It doesn't happen by accident. Remember it's not a sprint; it's a marathon. Find a way to recharge your batteries - through prayer, meditation, taking time to read and study. Keep a brain full of positive ideas that flow into the workplace. Be thankful; be grateful. When bad things happen, and they will, don't let the sun set on your wrath. With a great attitude, you can be a survivor.

## MOST ADMIRED CEO

MIKE DONNELLY, WELLS FARGO

# Wells Fargo's Mike Donnelly hopes to make a difference

BY H.M. CAULEY  
Contributing writer

For Wells Fargo's Mike Donnelly, 50, leading the banking giant requires a spirit of service that extends beyond the business relationship between employees and customers. Giving back to the community is a key objective, one that Donnelly has established through example by leading the Atlanta Beltline project and being a leading advocate for education - a topic that resonates personally for the father of three. Donnelly's record with the Wells Fargo includes five years as a retail banking executive before becoming executive vice president of the mid-South region. He now oversees the Atlanta region, where Wells Fargo ranks as the area's second-largest bank.



**What does leadership and being a leader mean to you?** I believe leadership is as much about serving as it is about leading - serving your customers, your team and your communities.

If our leadership team can do those three things well, we are headed in the right direction. It's also about knowing your business and being authentic. If I can be myself, others will follow.

**What factor(s) most helped you get ahead in your career and contributed to your success?** Fear of failure, a supportive spouse and family, learning every part of the business, being willing to take chances and doing jobs that were important to the company that others avoided.

I have also surrounded myself with others whose strengths are different than mine to have a well-rounded team.

**Please give some details about something you have achieved in the past year that you are most proud of.**

I was recognized by the Page Foundation for my work to improve public education in the state of Georgia. It was really special to have my three children there, all who attend public schools in Georgia. Also, in 2014, our team helped more than 400 non-profit groups in Atlanta by contributing more than 13,000 in volunteer hours and \$5 million in giving. These efforts may seem small, but by working together, we're making a huge difference in our communities. I was recently named chairman of the Board for the Atlanta Beltline Partnership. It's an honor to play a part in something that is so transformative for our city's future.

**How do you drive innovation at your**



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**company or organization?** We listen to our customers and team members, which is how we get our best ideas. Our leadership team is constantly challenging how and why we do things and looking for better alternatives to improve the business. Before we bring a new innovation to market, we often test it during a pilot with customers and team members. We have innovation labs designed to test new technology effectively and efficiently. We offer customers the opportunity to participate in pilots and offer feedback via our online Wells Fargo Labs site.

**How do you inspire your colleagues and employees?** Well, first I'd say we inspire each other. We're all inspired when we're able to make a difference in the lives of our customers and communities. Banking is a noble profession, but people have to be reminded of that. For instance, in July, we donated a mortgage-free home in the Decatur area to a military veteran in recognition of

his service to our country. Since January 2013, Wells Fargo has donated more than 250 properties valued at more than \$40 million to veterans across the country. Each time, our team members are inspired by the power of what we can do for those who inspire us. We also create a space where people can bring their full selves to work and allow them to leverage their strengths to do what they do best every day by holding them accountable to moving closer to their full potential.

**How do you make tough decisions?**

Identifying the real issue is a collaborative approach with the senior leadership team where input is valued. We make sure the solution is grounded in what's best for the customer.

**Describe your vision for your company or organization.** The reason we get up in the morning is to help customers succeed financially and satisfy all of their financial needs. It's about building

lifelong relationships one customer and one team member at a time. If we can stay focused on our customers, team members and helping our community, we will be pretty hard to beat.

**How do you plan for the future of your company or organization?**

Our goal is to be the employer of choice in the financial services industry. We hire, engage and develop our team members to be leaders today and take us into the future. We are also constantly innovating in technology and improving our distribution to serve customers when, where and how they want to be served.

**What piece of advice would you share with other CEOs?** Stay as close to the customer and the line as possible.

Atlanta is a special place where we are all expected to give back. Your involvement makes a bigger difference than you think.

*"Atlanta is a special place where we are all expected to give back. Your involvement makes a bigger difference than you think."*



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<b>\$70,000,000</b>  <b>mudpie</b> Senior Credit Facilities Left Lead Arranger / Bookrunner May 2015	<b>\$250,000,000</b>  <b>Braves</b> Senior Credit Facility Left Lead Arranger / Bookrunner April 2015	<b>\$185,000,000</b> <b>Prime Property Fund, LLC</b> Private Placement Sole Placement Agent April 2015	<b>\$1,800,000,000</b>  <b>MOHAWK INDUSTRIES, INC.</b> Senior Credit Facility Joint Lead Arranger / Bookrunner March 2015
<b>\$500,000,000</b>  <b>VOYA FINANCIAL</b> Senior Notes Joint Bookrunner March 2015	<b>Undisclosed</b>  <b>Insight Global</b> Senior Credit Facility Joint Lead Arranger / Bookrunner January 2015	<b>\$600,000,000</b>  <b>POST PROPERTIES</b> Senior Credit Facilities Joint Lead Arranger / Bookrunner January 2015	<b>\$64,603,006</b>  <b>ST. COLLINS</b> Senior Credit Facility Left Lead Arranger / Bookrunner January 2015
<b>\$43,911,791</b>  <b>POLLACK SHORES REAL ESTATE GROUP</b> Senior Credit Facility Left Lead Arranger / Bookrunner January 2015	<b>Undisclosed</b>  <b>INNUS INTERNATIONAL</b> Senior Credit Facilities Joint Lead Arranger / Bookrunner December 2014	<b>\$525,000,000</b> <b>Aaron's, Inc.</b> Senior Credit Facilities Left Lead Arranger / Bookrunner December 2014	<b>\$77,500,000</b>  <b>HESSLEY FOREST PRODUCTS</b> Senior Credit Facilities Sole Lead Arranger / Bookrunner December 2014

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## MOST ADMIRED CEO

RAYMOND KING, ZOO ATLANTA

# For Zoo's Raymond King, it's strategy, culture and people

BY H.M. CAULEY  
Contributing writer

A background in banking that includes senior vice president of community and governmental affairs and first vice president and senior lending officer positions with SunTrust Bank, was largely about relationships for Raymond King, 49. In 2010, he shifted the focus of establishing relationships to Zoo Atlanta and took the helm of the embattled facility. Under the Georgia Tech grad's leadership, the facility has increased its visibility in the community, drawn more visitors and stabilized its financial model. The city's decision to expand into the former Cyclorama structure is a vote of confidence for King's strong leadership.



**What does leadership and being a leader mean to you?** Leadership is a responsibility that should never be taken lightly or for granted. I

have others depending on me for guidance and support, and that demands accountability and a genuine spirit of caring for team members. I can assemble a high-performing team, and I can promote a certain set of values among that team, but if they can't find those same values in me, I'm not doing my job.

**What factor(s) most helped you get ahead in your career and contributed to your success?** Relationships! There's no doubt in my mind about that. Nothing makes life more rewarding, personally or professionally, than strong relationships. It's been important to me since I was a child to build a diverse network of friends – to have friends I can call on when I need help, just as my friends know they can call on me. I don't believe in eating a meal alone; to me, that's a waste of quality personal time. I've always worked hard and understood the value of self-reliance, but if there's anything that has separated me from the pack, it has been my interpersonal relationships.

**Please give some details about something you've achieved in the past year that you are most proud of.** When Mayor Reed announced last summer that Zoo Atlanta was to be honored with the stewardship of the Cyclorama building, we were given much more than just use of a structure. We were offered proof that our city and community believe strongly enough in the Zoo to give us a truly history-making opportunity. Our philanthropic community, led by the Robert W. Woodruff



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Foundation's \$20 million matching grant in November 2014, shows us that this spirit of faith and investment in the future is here to stay. This project benefits so many parties, from the Zoo to our Grant Park neighbors to the Atlanta History Center. Years from now, I think this will be looked upon as a transformative moment for Zoo Atlanta. I'm incredibly proud to have been part of such a time and can't wait to see where this moment will lead us.

**How do you drive innovation at your organization?** Innovation means two things to me: anticipation and adaptation. We look at our current needs and desires, but we anticipate change and embrace the need to adapt accordingly. I encourage my team to understand that failure is okay. There's no learning without trying, and sometimes the status quo can be just as dangerous as fear of failure.

There are so many fantastic innovators right here in our own city! In just the past two years, we've partnered with seven local entrepreneurs, each of whom has brought something fresh and exciting to the table. Internally, I created a position focused on innovation and another focused on implementation of the great ideas that come our way, and with the new Cyclorama opportunity, I look forward to moving our team into collaborative workspaces that encourage person-to-person cooperation, which is the oldest form of innovation there is. The best ideas come from people who have a clear understanding of why we

need ideas in the first place. With a mission like the Zoo's, there's much more at stake than dollars and cents. Without innovation, we're leaving future generations with a world without gorillas, without orangutans, without rhinos or tigers, and leaving them to wonder why our generation didn't do something about it.

**How do you inspire your colleagues and employees?** I may not be the only one of my peers who has a fantastic team, but I'd be hard-pressed to find another who can call upon such a remarkable well-spring of natural passion. A huge majority of the people of Zoo Atlanta are here because of the animals, so they'd be here with or without me. Where I come in is in working to paint a picture of the future in terms they can see and feel. I want our staff to understand that their passion is more than just a personal inclination. It's a powerful driver that can and does make a difference, and everyone has a crucial part to play.

**How do you make tough decisions?** We can never avoid tough decisions, but we can avoid the types of unintended consequences that come with uninformed decisions. It's important to gather information and incorporate all relevant data; this also means reflecting on the impact a decision may have on others or anticipating the way a decision may be received. Sometimes there are options which aren't immediately apparent, and a well-rounded thought process allows these options to shine through.

**Describe your vision for your organization.** Atlanta is a world-class city, and world-class cities come with certain expectations. Our city deserves a world-class zoo, and the people of Atlanta and Georgia deserve a world-class experience. The Zoo is so much more than a destination; it's a place where people leave with a new appreciation for wildlife and the natural world. An attraction is only about activities, but an experience is something that stays with people forever and shapes their lives.

**How do you plan for the future of your organization?** My formula for future success comes down to three factors: strategy, culture and people. "Strategy" means staying on top of societal and business trends and looking ahead to what those trends might mean to us. "Culture" refers to promoting a rewarding and positive work environment that attracts and retains top talent. And "people" are the elements that bring these factors together – assembling the best team possible to bring the strategy and culture to fruition.

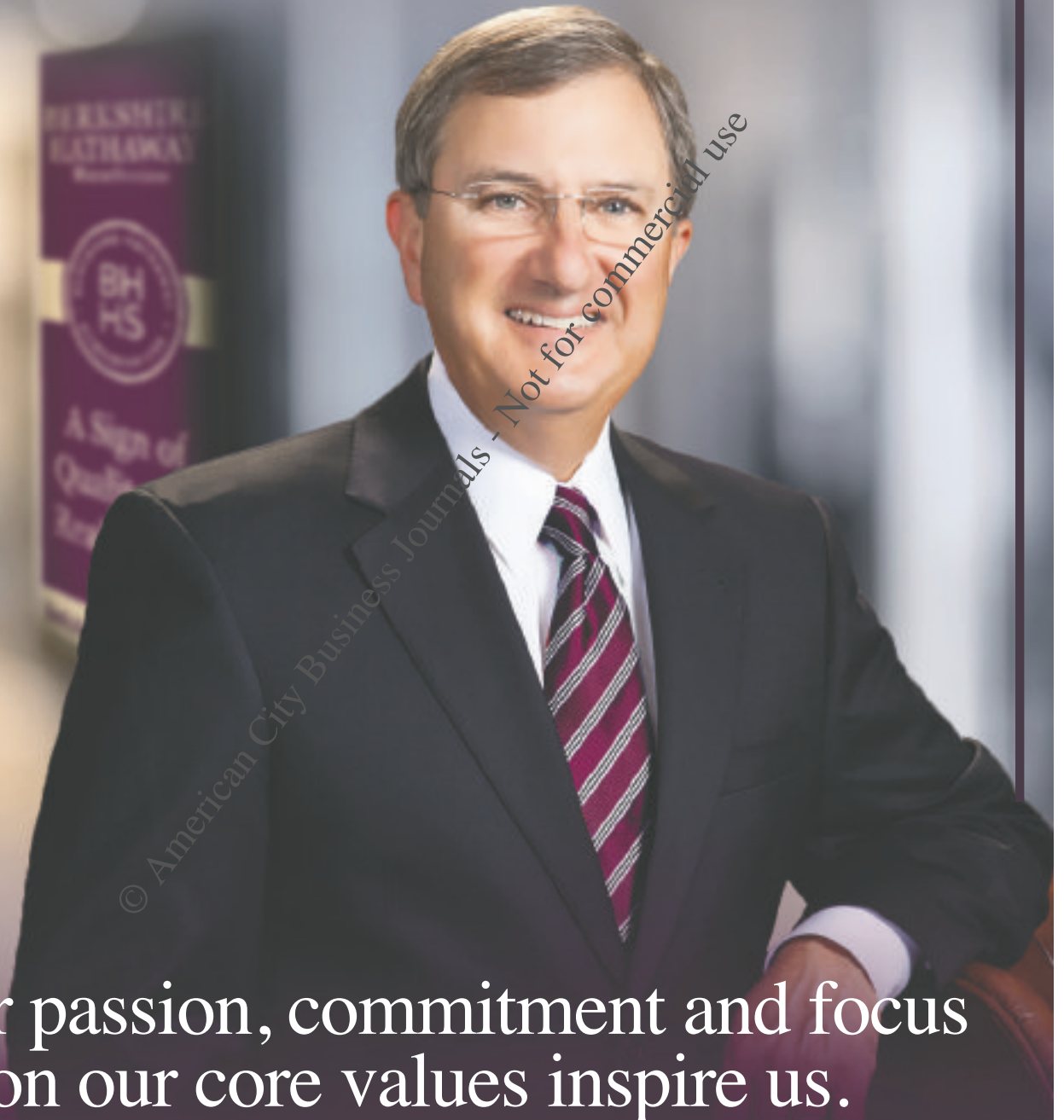
**What piece of advice would you share with other CEOs?** Never forget that we all have a unique, individual potential for a positive impact, whether on our employees, our shareholders or the communities we serve. That represents a great privilege, and with it a great responsibility – one that we must take full advantage of for the benefit of others.

*"I encourage my team to understand that failure is okay. There's no learning without trying, and sometimes the status quo can be just as dangerous as fear of failure."*



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## MOST ADMIRED CEO

ERICA QUALLS BATTEY, ATLANTA MARRIOTT MARQUIS

# Erica Qualls Battey has fun every day, and it shows

BY H.M. CAULEY  
Contributing writer

Marriott Marquis GM Erica Qualls Battey always adds “chief host” to her job description, an inspiration that comes from her commitment to leading by example. Since joining the company in 1998, her goal has been to create outstanding experiences for guests and her staff alike. In 2006, Battey, 50, brought that objective to the Marriott’s premier Atlanta property, where she combines

a dedication to service with another important objective: having fun and enjoying the job.



**What does leadership and being a leader mean to you?** Leadership is critical to the success of business. It all begins with a clear

vision, shared core values and a very simple mission: to take great care of our associates and provide extraordinary

experiences for our guests. High-performing leaders are students of business, always learning and growing. They are humble, competitive, trustworthy and passionate about people. In order for organizations to survive today, their leaders’ capacity to learn and lead through complexity must outpace the rate of change in the organizations themselves. Another way to say this is that organizations can only evolve to the level of capability of their current leadership. And that’s just to survive.



BYRON E. SMALL

we really want to thrive. Therefore, it is incumbent upon each of us to commit to our own personal growth and development as leaders and to develop and grow others with us. There has never been a greater call for true leadership.

**What factor(s) most helped you get ahead in your career and contributed to your success?** My favorite quote is by Confucius: “Choose a job you love, and you never have to work a day in your life.” I chose a company with an enduring core of values that put people first and make a commitment to diversity and inclusion. I demonstrated a solid understanding of the fundamentals (what metrics matter to the company, how they are calculated and measured, and how the company drives profitability) and then I excelled at delivering great results. I was fortunate to have great mentors, sponsors and leaders who believed in me, provided support and training, and stretched assignments to keep me challenged to grow my career. And lastly, and maybe more importantly, I have fun every day, and it shows! In my core, I am honored that I get the chance, day in and day out, to make the lives of my guests (who are away from their families) and my associates (who are building lives for their families) better.

**Please give some details about something you have achieved in the past year that you are most proud of.**

The Atlanta Marriott Marquis achieved one of the highest associate engagement scores in the company while delivering some of the best business results in the history of the hotel. There’s nothing that makes me happier than to know we’ve created a great place for our associates to work, learn and thrive while ensuring we deliver great service and strong financial results.

**How do you drive innovation at your company or organization?**

Embrace change! Provide a platform that continually challenges the status quo. We look for new ways to offer exceptional guest experiences, service deliverables and technology. I consistently ask my team, “What do you think?” I also benchmark against best in class and read as many tea leaves as possible!

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## MOST ADMIRED CEO

SARA BLAKELY, SPANX

## Spanx's Sara Blakely loves to inspire entrepreneurs

Atlanta Business Chronicle's readers voted Spanx's Sara Blakely as this year's Readers Choice winner in the entrepreneur category of the Most Admired CEO awards.

And she hasn't even been the company's CEO for years. In June, Spanx named former Nike exec Jan Sharkansky-Singer CEO, replacing longtime CEO Laurie Ann Goldman.

But Blakely remains the public face of Spanx, which she founded in 2000. And for good reason. She and her husband, Jesse Itzler, made headlines this spring when they were part of an investor group that bought the Atlanta Hawks. At around the same time, Forbes magazine named the 44-year-old self-made billionaire to its list of "The World's 100 Most Powerful Women," noting that "Fifteen years after launching Spanx out of her Atlanta apartment, Sara Blakely is still aiming to revolutionize the way women look in their clothes."

Back in March, Blakely was at New York City's Gotham Hall to speak to several dozen high school students enrolled in Network for Teaching Entrepreneurship programs. Blakely was happy to play the role of mentor.

"I've been in their shoes, and I'm so excited and encouraged anytime I hear about somebody taking a chance on themselves," Blakely told Upstart Business Journal after a Q&A session with the students. "Entrepreneurship isn't just about starting a business, it's a way of thinking that's going to transcend across their life no matter what they do, and it will just make them better humans, more productive citizens, and I'm so excited to be part of it."

These days, Blakely still makes headlines regularly. "From sexism to success: Lessons from Spanx's Sara Blakely" reads a June headline from Forbes.

Meanwhile, back at Spanx, new CEO Sharkansky-Singer is in the midst of a rebranding to emphasize that the company isn't just about selling shapewear for special occasions, but is also a place for everyday lighter, more comfortable wear, including undergarments, and apparel such as jeans and swimsuits.

Since taking over in the top role, Upstart Business Journal reported, Sharkansky-Singer "has reorganized 80 percent of top management with a series of hires, and directed the product team to put as much weight on fashion and comfort as on function, creating what is more of a 'consumer-centric' company culture. That means revamping the classics originally crafted by founder Sara Blakely and re-emphasizing what Blakely emphasized at the beginning, which is what the pieces can do for the consumers."

The company just launched a new line of products it calls the Power Series, more lightweight and softer shapewear that Blakely says "takes everything you love about the original products and makes them better (no center seam for one!)"

Spanx is also launching new packaging inspired by Blakely.

Blakely continues to promote powerful women. "To me," she wrote in one of the company's latest catalogs, "power means confidence. It means trusting your gut and being true to yourself. It's taking risks, owning decisions, learning from your mistakes and celebrating wins." The Spanx brand now includes more than 200 products.

The company now operates 10 retail stores, as well as four airport stores.



*"Entrepreneurship isn't just about starting a business, it's a way of thinking that's going to transcend across their life no matter what they do, and it will just make them better humans, more productive citizens."*

BYRON E. SMALL



## A LEADER TO ADMIRE.

Congratulations to Erica Qualls-Bathey on her nomination for Atlanta Business Chronicle's Most Admired CEOs of 2015.

Over the last 15 years at the Atlanta Marriott Marquis, Erica has shown tremendous dedication and integrity in her work. She's proven her leadership, and we wish her all the best in her nomination.

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## 2015 MOST ADMIRED CEO

Here's a look at all 50 honorees in the 2015 Most Admired CEO awards:

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**MIKE DONNELLY**  
Wells Fargo

### COMMERCIAL REAL ESTATE



**BOB MATHEWS**  
Colliers  
International



**BOB VOYLES**  
Seven Oaks Co.



**EGBERT PERRY**  
The Integral Group



**JOHN O'NEILL**  
Cushman &  
Wakefield



**LISA DUNAVIN**  
DTZ

### EDUCATION



**DAN PAPP**  
Kennesaw State  
University



**GP "BUD" PETERSON**  
Georgia Tech



**JOHN WILSON**  
Morehouse College



**MARK BECKER**  
Georgia State  
University



**MERIA CARSTARPHEN**  
Atlanta Public Schools

CONTINUED ON NEXT PAGE



## 2015 MOST ADMIRED CEO

CONTINUED FROM PREVIOUS PAGE

## ► ENTREPRENEUR



**DAN CAMPBELL**  
Hire Dynamics



**DOUG HERTZ**  
United Distributors



**RENE DIAZ**  
Diaz Foods



**SARA BLAKELY**  
Spanx



**TYLER PERRY**  
Tyler Perry Studios

## ► HEALTH CARE

CONTINUED ON NEXT PAGE



**DONNA HYLAND**  
Children's  
Healthcare of  
Atlanta



**GARY ULICNY**  
Shepherd Center



**JOHN HAUPERT**  
Grady Health  
System



**REYNOLD  
JENNINGS**  
Wellstar Health  
Systems



**S. WRIGHT  
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## 2015 MOST ADMIRED CEO

CONTINUED FROM PREVIOUS PAGE

## ► HOSPITALITY



**ERICA QUALLS  
BATTEY**  
Atlanta Marriott  
Marquis



**FRANK POE**  
Georgia World  
Congress Center



**MIGUEL  
SOUTHWELL**  
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We congratulate **Ernest L. Greer** on being honored as a "Most Admired CEO" for the second year in a row. Ernest's leadership, vision and commitment to excellence are qualities we can all admire.

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## ► NON-PROFIT



**ALICIA PHILIPP**  
The Community  
Foundation for  
Greater Atlanta



**MARK ROSENBERG**  
The Task Force for  
Global Health



**MILTON LITTLE**  
United Way of  
Greater Atlanta



**RAYMOND KING**  
Zoo Atlanta



**VIRGINIA HEPNER**  
Robert W. Woodruff  
Arts Center

CONTINUED ON NEXT PAGE



## 2015 MOST ADMIRED CEO

CONTINUED FROM PREVIOUS PAGE

## ► PROFESSIONAL SERVICES

**ED HEYS**  
Deloitte**ERNEST GREER**  
Greenberg Traurig**LOUISE WELLS**  
Morris, Manning & Martin**REGGIE WALKER**  
PWC**SUSAN BELL**  
EY

## ► RESIDENTIAL REAL ESTATE

**CHARLOTTE SEARS**  
Coldwell Banker  
Residential  
Brokerage**DAN FORSMAN**  
Berkshire Hathaway  
HomeServices**DAN PARMER**  
Harry Norman  
Realtors**JENNY PRUITT**  
Atlanta Fine  
Homes Sotheby's  
International Realty**RICHARD DUGAS**  
Pulte Homes

## ► TECHNOLOGY

**DAVID CUMMINGS**  
Atlanta Tech Village**DAVID NORTHINGTON**  
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## 2014 MOST ADMIRED CEO

Here's a look back at the 55 leaders honored at the 2014 Most Admired CEOs awards.

### ► EDUCATION



**MARK BECKER**  
Georgia State University



**JO KIRCHNER**  
Primrose Schools



**DAN PAPP**  
Kennesaw State University



**BUD PETERSON**  
Georgia Tech



**WILLIAM UNDERWOOD**  
Mercer University

### ► HEALTH CARE



**JOHN FOX**  
Emory Healthcare



**JOHN HAUPERT**  
Grady Health System



**DONNA HYLAND**  
Children's Healthcare of Atlanta



**REYNOLD JENNINGS**  
WellStar Health System



**DR. STEVEN MORRIS**  
Atlanta Gastroenterology Associates

### ► MANUFACTURING



**SHAN COOPER**  
Lockheed Martin



**JIM HANNAN**  
Georgia-Pacific



**MARTIN RICHENHAGEN**  
AGCO Corp.



**DAVID SCHEIBLE**  
Graphic Packaging



**STEVEN VOORHEES**  
Rock-Tenn Co.

### ► FINANCE



**JOE EVANS**  
State Bank and Trust



**BILL MCQUAID**  
Piedmont Group of Mass Mutual



**BILL ROGERS**  
SunTrust Banks



**KESSELL STELLING**  
Synovus Financial



**GERI THOMAS**  
Bank of America

### ► HOSPITALITY



**FRED CERRONE**  
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Georgia World Congress Center



**ERICA QUALLS**  
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CARE



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**ALICIA PHILIPP**  
The Community Foundation for Greater Atlanta



**ALLAN VELLA**  
Fox Theatre

### ► PROFESSIONAL SERVICES



**KEN BAGGETT**  
Cohn Reznick



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## 2014 MOST ADMIRED CEO

## ► PUBLIC COMPANY

**RICHARD ANDERSON**  
Delta Air Lines**FRANK BLAKE**  
The Home Depot**MIKE CASEY**  
Carter's Inc.**THOMAS FANNING**  
Southern Co.**MUHTAR KENT**  
The Coca-Cola Co.

## ► REAL ESTATE - RESIDENTIAL

**JIM BORDERS**  
Novare Group**DAN FORSMAN**  
Berkshire Hathaway HomeServices**DAN PARMER**  
Harry Norman**JENNY PRUITT**  
Atlanta Fine Homes Sotheby's International Realty**DAVE STOCKERT**  
Post Properties

## ► REAL ESTATE - COMMERCIAL

**JOHN FERGUSON**  
CBRE**BOB MATHEWS**  
Colliers International**STEVE SELIG**  
Selig Enterprises**LARRY GELLERSTEDT**  
Cousins Properties**JOHN O'NEILL III**  
Cushman & Wakefield

## ► TECHNOLOGY

**CLAIRE "YUM" ARNOLD**  
Leapfrog Services**JOHN MARSHALL**  
AirWatch**JIM NOBLE**  
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## 2014 MOST ADMIRED CEO

## Looking back: 2014 Most Admired CEO awards event



PHOTOS/BYRON E. SMALL

Last year's Most Admired CEOs were honored at an awards event on Aug. 22, 2014, at Cobb Energy Centre. Here's a look back.



Atlanta Business Chronicle Broadcast Editor Crystal Edmonson, left; and Jenny Pruitt of Atlanta Fine Homes Sotheby's International Realty.



Honorees in the technology category included David Cummings, from left; Jim Noble, Yum Arnold, John Marshall and Hesam Lamei.



Erica Qualls of the Atlanta Marriott Marquis, left; and Erika Alexander of Marriott International.

## ASK THE AUDIO-VISUAL EXPERT



**Q: As the CEO, how can I best prepare for my next Audio Visual Presentation?**

**A:** Giving presentations to clients, leadership, boards and employees is a large part of being a CEO. Whether in front of a large group or a few key individuals, being relaxed, calm and focused can be your biggest asset in accomplishing your objective. Technology is often times a huge part of your message and we all know the feeling when something goes wrong or you find yourself unprepared, it can throw you off focus and your message becomes in jeopardy. Here are a few tips to help make sure you're spot on every time: (1) Submit your presentation early. (2) Don't wait until the last minute to produce and edit your material. (3) Review your material and know the order and flow of your presentation. (4) Rehearse your full presentation in front of a mirror. (5) Take a few public speaking classes or seminars. (6) Rehearse on stage before the meeting and most importantly, hire a familiar, high-end professional audio visual company that understands your objectives.



**Matthew R. Clouser**

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Ken Sagan, left; and Geri Thomas with Bank of America.



Dave Stockert, CEO of Post Properties Inc., left; and Bob Mathews of Colliers International.



Faye McIntyre, dean of the Richards College of Business at the University of West Georgia, left; and Xia Liu of Southern Co.



Atlanta Business Chronicle Publisher Ed Baker, left; and Ernest Greer of Greenberg Traurig LLP.



## 2014 MOST ADMIRED CEO



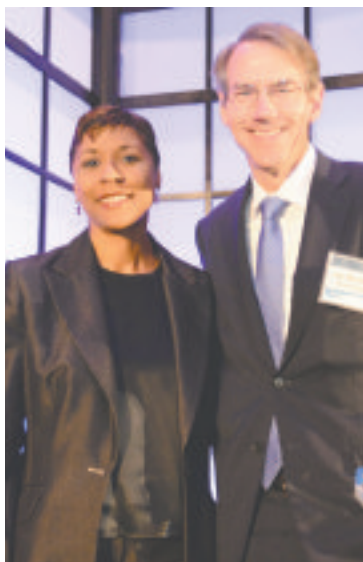
Jo Kirchner of Primrose Schools; and Jenner Wood of SunTrust Banks.



Crystal Edmonson and Larry Gellerstedt, CEO of Cousins Properties Inc.



Mario Concha of Mario Concha & Associates LLC, left; and Ken Anderson of Dixon Hughes Goodman LLP.



Crystal Edmonson and Jim Borders of Novare Group.



Ed Baker, left; and Frank Poe, executive director of the Georgia World Congress Center.



Steve Selig of Selig Properties, from left; David Cummings of Atlanta Tech Village; and Scott Selig.



Ed Baker, left; and Raymond King, CEO of Zoo Atlanta.



Sam Holmes and John Ferguson, both with CBRE Group Inc.

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