



OM REPRESENTATIVE "WESOURCES"

Woman Leaders & Principals

Name	Email
1. Lucy Rogness	kodrich@hotmail.com
2. Michelle Acamovich	macam@lyonscompanyreps.com
3. Terri Burkhart	Terri@EPICtrends.net
4. Kim Cooper	kim@coopercontract.com
5.	
6.	
7.	

Hiring Staff (support staff that work... and are stable)

Name	Email
1. Laura and Ken Gibson	ken@gibsonoffice.com laura@gibsonoffice.com
2. Caleb Tollen	calebtollen@bamassoc.com
3. Colin Baker	colin@seiboldbaker.com
4. Dave Craig	drcraig@craigcontract.com
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8.	

Hiring Sub-Reps (and, keeping them!)

Name	Email
1. Ken and Laura Gibson	ken@gibsonoffice.com laura@gibsonoffice.com
2. Mike Barnes	mb@inlineandco.com
3.	
4.	
5.	

Hire From OUTSIDE the Industry? Hire from Dealerships? Why Not?

Name	Email
1. Stephanie Nickliss	stephnickliss@bamassoc.com
2. Terri Burkhart	terri@epictrends.net
3. Tracy Stoufer	tracy@epictrends.net
4. Matt Hall	matt@h4office.com

Planned Transition (i.e., organized succession takes YEARS and oftentimes, serial failure)

Name	Email
1. Tom Lowenthal	tom@argreps.com
2. Colin Baker	colin@seiboldbaker.com
3. Michelle Acamovich	macam@lyonscompanyreps.com
4. Rich Weiss	richard@argreps.com

Evaluating Lines (letting ones go, picking the right mix)

Name	Email
1. Greg Laffen	gregl@omcal.com
2. Tracy Stoufer	tracy@epictrends.net
3. Rich Weiss	richard@argreps.com
4.	

"Dealing" With Factories' Mistakes, Problems

Name	Email
1. Allen Carder	allen@acassociatesllc.net
2. Rich Weiss	Richard@ARGreps.com
3. Keith Vance	keith@vanceresource.com
4. Mark Hartman	mhartman@lyonscompanyreps.com
5. Nick Piccione	piccione1011@gmail.com
6. Greg Laffen	gregl@omcal.com

The Benefit of "BENEFITS": Healthcare and Perks that... Works!?! (In an independent Rep firm)

Name	Email
1. Caleb Tollen	calebtollen@bamassoc.com
2.	
3.	
4.	

Base vs. Commissions

Name	Email
1. Terri Burkhart	terri@epictrends.net
2.	
3.	
4.	

Transition from Dealer to Manufacturer's Rep

Name	Email
1. Joel White	joel@h4office.com
2. Annette Gerow	agerow@themichelagroup.com
3. Kim Thompson	kthompson@themichelagroup.com
4. Nick Piccione	piccione1011@gmail.com
5. Olivia Coughlin	ocoughlin@lyonscompanyreps.com
6. Steve Gutenberg	steve.gutenberg17@gmail.com
7. Stephanie Nickliss	stephnickliss@bamassoc.com
8. Tracy Stoufer	tracy@epictrends.net
9. Matt Hall	matt@h4office.com



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Family Succession (successful strategies)

Name	Email
1. Kurtis Michela	kmichela@themichelagroup.com
2. Colin Baker	colin@seiboldbaker.com
3. David and Aaron Ruben	davidsruben@comcast.net aaronmruben@rubencontractfurniture.com
4. Dave and Stacy Craig	drcraig@craigcontract.com scraig@craigcontract.com
5. Sam McCall	smccall@contract1furniture.com
6. Ken and Laura Gibson	ken@gibsonoffice.com laura@gibsonoffice.com
7.	
8.	
9.	

Successfully Developing Lasting End Users...

Name	Email
1. Nick Piccione	piccione1011@gmail.com
2.	
3.	
4.	

Setting Up a Trust...

Name	Email
1.	
2.	
3.	
4.	

CET - Designing in this Program

Name	Email
1. Amber Ferko	amber@timoneilassociates.com
2. Spencer Vono	sv@inlineandco.com
3.	
4.	

Name	Email
1.	
2.	
3.	
4.	

Legendary Speech-Giving at OM Family Events

Name	Email
1. Paul Gajewski	
2.	
3.	
4.	

Successfully Nurturing Designer Relationships

Name	Email
1.	
2.	
3.	
4.	

Helping Family (spouses, children & siblings/others) Understand Value...

Name	Email
1.	
2.	
3.	
4.	

Play Poker is Not Gambling—Tips

Name	Email
1. Frederick Goff III	
2. Ken Gibson	Ken@gibsonoffice.com
3.	
4.	

Successfully Managing Contract Dealers with Mid-Market Lines

Name	Email
1. Mark Hartman	mhartman@lyonscompanyreps.com
2.	
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Name	Email
1.	
2.	
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