

BUSINESS BRIEFS

Revisiting your business plan: Are you planning to succeed?



Wagner

The Sanibel-Captiva chapter of the American Business Women's Association will host a seminar by Wanda Wagner of Wagner and Associates, at their monthly meeting on July 8 at the Sanibel Community Center. Networking begins at 5:30 p.m., and dinner is served at 6.

A New England native, Wagner began her professional career in the Washington, D.C. office of an international management consulting firm. From there, she was posted to Tokyo and then Stockholm. After spending three years abroad, she returned to the U.S. to join a Tokyo office colleague in a new venture on Florida's Southwest coast. Following an

eight-year stint in resort and real estate development on two separate islands, She left to start her own consulting practice. During this time, she also returned to school and obtained an MBA as a member of FGCU's inaugural Executive MBA class of 1999.

In her talk, Wagner will cover the importance of a written business plan, what constitutes a good plan, and why revisiting your business plan regularly is important. Three questions she will answer include "What is the objective of a business plan," "What are the key elements of a good plan," and "How often is often enough to revisit your plan?"

Installing the new officers for the 2008-2009 year is also on the agenda. The new officers to be installed are Carol Simontacchi (President), Judy Michie (1st Vice President), Gloria Baker (2nd Vice President), Tammy Pufahl (Secre-

tary), and Julie DeBord returns as Treasurer.

The ABWA, which meets on the second Tuesday of each month, focuses on bringing together women of diverse professional and business interests to provide opportunities for them to help themselves and others grow personally and professionally through leadership, education, networking support and national recognition. The purpose of the networking time is to build networking skills and provide business building opportunities for Sanibel and Captiva businesswomen.

RSVPs should be made to President Gayle Garland at 565-7872 or at godehaan@comcast.net. ■

Speaker announced for 2008 Blue Chip Award



Love

Three-time NBA All-Star Bob Love will appear as the keynote speaker for the 2008 Southwest Florida Blue Chip Community Business Award. Love will help honor this year's winner Thursday, Nov. 6, at a luncheon at Harborside Event Center in Fort Myers.

Coordinated and sponsored by Oswald Trippe and Company, the annual Blue Chip Award program recognizes small businesses that have overcome adversity to achieve success.

Love's life is a textbook case of such success.

He and his 13 siblings grew up in near poverty in a small Louisiana town. Throughout his youth, Love dreamed of becoming a professional basketball player, practicing daily with a coat hanger hoop nailed to the side of his grandmother's door.

His work paid off, landing him a spot on the basketball team at Southern University in Louisiana, where he was named to the All-America Team by the National Association of Intercollegiate Athletics. The 6-foot, 8-inch athlete went on to the pros, playing for the Cincinnati Royals, the Milwaukee Bucks, the Chicago Bulls and the Seattle Supersonics.

From 1969 through 1976, Love led the Chicago Bulls in team scoring. He is third in team history in points scored, behind only Michael Jordan and Scottie Pippen. He was a three-time NBA All-Star and was named three times to the second NBA all-defensive squad, scoring 12,623 points in his impressive career.

Despite his accomplishments, he never landed an endorsement deal and was rarely interviewed after games because of a lifelong stuttering problem. Still, he yearned to be able to address large audiences like his hero, Martin Luther King Jr.

When a back injury ended his basketball career, Love was unemployed and remained so for seven years until he found a job at a Seattle

Nordstrom café as a dishwasher earning \$4.45 an hour. As customers and former players recognized him clearing tables, he would hear people whisper, "Hey, that's Bob Love....he was a great basketball player...what a shame."

At age 45, with help from the Nordstrom company, he was finally able to work with a speech therapist and overcome his stutter.

In 1992, the Chicago Bulls heard Love's story and hired him as Director of Community Relations, a job in which he spoke to groups on behalf of the Bulls and shared his life story. On Jan. 14, 1994, Love's Chicago Bulls jersey was retired.

He has earned numerous awards and honors. His life is the subject of a documentary film that's in production and he was recently honored at the Sundance Film Festival.

This year's Blue Chip Award program will truly be regional, with the inclusion of Charlotte County. In a move that recognizes that Charlotte, Collier and Lee counties as a unified business region, there will be a single comprehensive event.

Lee, Collier and Charlotte counties for-profit businesses that have been in operation for at least three years and employ five to 400 people are eligible for the award. Applications, which must be received by Monday, Sept. 15, can be requested by calling Stacey Trippe at 239-985-7614. Independent judges will select the winning entry.

Founded in 1982, Oswald Trippe and Company is the largest, privately owned insurance agency in Southwest Florida. Oswald Trippe provides comprehensive insurance and risk-management services to families and businesses throughout Florida and North Carolina. The agency's 200-plus employee-owners offer protection from the nation's leading insurance companies. Oswald Trippe has offices in Fort Myers, Bonita Springs, Cape Coral, Coral Springs, Holmes Beach, Lakewood Ranch, Miami, Naples, Ocala, Port Charlotte, Sarasota and Weston, Fla., as well as Cornelius, Denver, Hickory and Wilmington, N.C. For more information, visit www.otcl.com. ■

Fox Electronics earns patent for packaging technology

Fort Myers-based Fox Electronics has been awarded a U.S. Patent for its invention of a new integrated circuit package that greatly reduces the size of timing devices used in cell phones and other electronic products.

The new technology takes advantage of the latest semiconductor stacking assembly and for the first time includes a hermetic crystal package connected directly to a silicon "chip." This approach insures the crystal is adequately protected during the final plastic molding process. The high volume processing at the wafer level assures good quality control at low cost, essential in today's marketplace.

Jim Northcutt, chief design engineer for Fox Electronics, invented the product, which is now protected under U.S. Patent 7327044.

Founded in 1979, Fox Electronics is America's leading supplier of standard and custom frequency control products, including the industry's broadest line of crystals, oscillators, crystal filters and more. The company global headquarters is located in Fort Myers at 5570 Enterprise Parkway. Fox Electronics has facilities, representatives and distributors throughout the world including Europe, Hong Kong, Taiwan and Japan. For more information, call (239) 693-0099 or visit www.foxonline.com ■

When you need a dry cleaner with a personal touch... Think Royal Cleaners



Quality & Experienced Dry Cleaner Specializing in:

- Household Items (Rugs/Draperies/Comforters)
- Evening Wear
- Specialty Clothing
- Shirts
- Dry Cleaning

FREE Pick-Up & Delivery Available in Fort Myers, Estero & Bonita Springs



12901 McGregor Blvd., Fort Myers (Across from The Landings)

239-481-6624

Owner Operated

References Available

Why Wear Someone Else's Label When You Could Wear Your Own?

Tom James
FINE CUSTOM CLOTHING
HAND-TAILORED EXCLUSIVELY FOR:
Lindsey Smalls
Professional Clothier
239.404.4620

Commercial Property FOR SALE

23rd St. SW
Gunnery Rd
Subject

Property Details:

- Zoned CN-3
- 1 Acre +/- (321 feet of road frontage)
- D.O. In Place
- Busy intersection
- Near Hwy. 82 & Daniels Parkway.

Offered at: \$385,000

Subject
Lee Blvd

Property Details:

- Lee Blvd. frontage approximately 470 ft.
- Zoned CS-1
- 71,431 Sq.ft.
- Water & Sewer
- Includes 2 homes w/ conversion potential
- 700 Taylor Ln. Lehigh Acres

Offered at: \$750,000

Subject
Zip Drive

Property Details:

- Zoned C (Industrial-Business Park)
- Billy Creek Commerce Center
- Multiple Tenants
- Building & Land
- 8,246 sq.ft.
- 5881 Zip Drive

Offered at: \$925,000

McWilliams Buckley Associates
REAL ESTATE PROFESSIONALS

John McWilliams Broker
239-841-0570

Tom Buckley REALTOR
239-229-2232

P: 239-466-9411 F: 239-225-6124
e-mail: info@mcwilliamsbuckley.com
www.McWilliamsBuckley.com