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<p><b>Kimberly Beer</b></p> 	<p>Kim is a multi-talented Growth Facilitator, national speaker and advocate for small business. She is cohost of the popular podcast “The Business Animal” and the author of “The Little Book of Big Sales Moves.” Her mission is to inspire and educate entrepreneurs to create results-oriented tactics that will carry their business and their creativity to the next level. Kim’s seminars and workshops on entrepreneurial strategy, marketing, and personal development are honest, enlightening and packed with great action steps and technical instruction garnered from over 30 years of entrepreneurial experience. She offers experiential opportunities for personal development and growth through her Synchronicity Sessions. Kim is also an award-winning writer, graphic designer and photographer. She holds a certification as an Equine Gestaltist from Touched by a Horse and is a certified Hypnotist through the International Association of Counselors and Therapists.</p>
<p><b>Chris Brown</b></p> 	<p>Chris Brown represents startups, freelancers, and small businesses through his law firm, Pixel Law. As an entrepreneur himself, he uses modern technology to provide efficient legal services using fixed-fee, project based billing. Chris also co-founded Contract Canvas, a digital contract platform for creative professionals. You can find him on Twitter @CSBCounsel.</p>
<p><b>Julie Cortés</b></p> 	<p>Copywriter by day, Freelance Rockstar by night, Julie Cortés has run her own business for more than 25 years. Best known as the founder of The Freelance Exchange of KC—a professional organization for self-employed advertising / marketing professionals, Julie created her own much-needed college-level course, Freelancing 101, and teaches as an adjunct professor at the KC Art Institute. Recognized with awards dozens of times over for her work, leadership, volunteerism and community involvement, she’s regularly sought out for media interviews, public speaking, and business coaching. Julie is loving life, living out her passion of helping solopreneurs succeed. Learn more at <a href="http://juliecortes.com">juliecortes.com</a>.</p>
<p><b>Ed Doering</b></p> 	<p>Ed has thirty years in the marketing field, with experience in all facets of the marketing process, including strategic planning, customer analysis, brand management, competitive analysis, PR, advertising, budgeting, forecasting, market planning, market research, product positioning, pricing, sales training, etc. He started out his career in mainframe computer sales with Burroughs, then moved into marketing at Sprint and Black Hills Energy, delivering successful sales and marketing programs. Ed holds a BBA/MBA from University of Missouri-Kansas City, Henry Block School of Business.</p>





<p><b>Janet Elie</b></p> 	<p>Janet has over 30 years' experience in management, marketing and sales within the Financial Services Industry. In the last 4 years, Janet has dedicated her services to coaching small business owners with online marketing, social media, email marketing, and consulting on what improvements need to be made to attract the right audience to their business. The current focus of Janet and her partner Gillian's business, Launch4Life, is SEO DIY coaching. Janet lives locally in KC and is a SCORE Mentor. Her favorite motto is "have laptop will travel" so she can be anywhere while helping her clients, by a beach, sipping wine, or hiking in a forest.</p>
<p><b>Karen Squires Foelsch</b></p> 	<p>Karen has over 30 years experience working in Information Technology and business management leadership roles. A former Corporate Senior Vice President, she has worked in manufacturing, scientific and educational arenas. She works as a consultant, is a Certified SCORE mentor, has served on non-profit boards and advises both her undergraduate and graduate universities.</p>
<p><b>Crystal Howard</b></p> 	<p>Crystal Howard is a skilled tax attorney who counsels clients on a wide range of federal income tax matters, including those related to business transactions. Crystal advises partnerships and corporations on tax matters in the context of entity formation, reorganization and dissolution. She spent eight years in private practice, advising businesses and individuals on a range of tax planning and controversy matters, as well as pension, health and welfare benefits, and ERISA compliance and served as in-house counsel to a nonprofit organization and as a tax research specialist for a multinational tax preparation company. She received her Master's in Law and Juris Doctor from the UMKC School of Law and her Bachelor of Arts from William Jewell College.</p>
<p><b>Darryl Johnson</b></p> 	<p>Darryl is the Founder of Business Credit Works and a Financial Consultant. Darryl grew up in Kansas City, Missouri, and has had a career path that includes massage therapy, finance, real estate, and entrepreneurship.</p> <p>After 20 years in corporate America, working with such well-known companies as Wells Fargo, Bank of America, J.P. Morgan Chase, Alliance Financial Services and PennyMac Loan Services, he made the leap of faith to follow his dream, pursue his passion, and become his own boss. Utilizing his experience in the world of mortgage and finance, Darryl started Business Credit Works.</p>

<p><b>Jared Marsh</b></p> 	<p>Jared is an experienced litigator who has represented individuals and business owners throughout his career. He has worked in one of Kansas City's largest law firms, as well in smaller law firms in Johnson County, Kansas and Jackson County, Missouri. Jared really enjoys the opportunity to be a jack-of-all-trades for his clients, working to learn and understand their business needs to protect their business and achieve their goals.</p> <p>Jared received his Bachelor of Science Degree in Criminal Justice from Drury University in Springfield, Missouri and his Juris Doctor, with distinction, from the University of Missouri-Kansas City School of Law. His practice areas include Employment Law, Human Resources, Business Formation, Agreements and Contracts, Business Litigation, In-House Counsel, Risk Management, Administrative Law, Regulatory Compliance and Training and Employee Benefits.</p>
<p><b>Joseph Maxwell</b></p> 	<p>Joseph Maxwell has been in the online commerce industry for over 10 years, starting with writing his own commerce platform from scratch. As such, helping companies succeed online is one of his passions. He recently started the Kansas City eCommerce meetup and is the president of SWIFTotter Solutions, a Kansas City-based company that specializes in growing businesses on the Magento platform.</p>
<p><b>Geoff Meiteen</b></p> 	<p>Geoff is a co-creator of the Acce\$\$ to Money Pitch Competition and is a goto pitch preparation mentor for the KC Chamber of Commerce. His principal businesses included a chiropractic wellness center in Toronto, Canada, and 2 residential building and development companies in Austin TX. Geoff is also a current co-chair of the SCORE KC chapter.</p>
<p><b>Kesi Milligan</b></p> 	<p>Kesi Milligan is a licensed Health &amp; Life Insurance Agent and Realtor in the state of Missouri. She returned to college in 2015 to pursue a Bachelor of Arts Degree in Urban Studies at UMKC. Her internship with Blue Hills Neighborhood Association (BHNA) created a permanent shift in her professional aspirations.</p> <p>Ms. Milligan joined AltCap as a Business Development Officer where she has the opportunity to continuously make a positive impact in communities of color coupled with her purpose of servitude. Being a part of the AltCap team allows Ms. Milligan to do what she does best - CONNECT, MOTIVATE, and EDUCATE individuals to better themselves, their business, and the people they serve.</p>
<p><b>Debra Nickelson</b></p> 	<p>Founder of Trillium C, LLC a veterinary consulting business, Dr. Nickelson has experience with private practice, nonprofits and six different animal health companies. With an MBA in Strategic Management, she can assist in strategic planning, marketing, networking, customer service and business ideas. She has worked in technical services, diagnostic tests, sales, training, product management, regulatory affairs, marketing, project management, public speaking, community education, non-profits, and associations. She is an alternate delegate with the American Veterinary Medical Association, representing the American Association of Industry Veterinarians.</p>

<p><b>Dave Patrick</b></p> 	<p>For 20+ years, Dave has created and led high performance growth teams in many intensely competitive categories including restaurant, hardware, electronics, prof. services, telecommunications, automotive, fashion, jewelry, golf, grocery, higher education, software, e-commerce, B2B, pet, tech, retail and sports at brands such as McDonald's, Kraft, General Motors, Miller Lite, Sprint, ToysRUs, Applebee's, Payless ShoeSource, Burger King, KFC and Ace Hardware.</p> <p>As an entrepreneur, Dave is President/Partner at WizeWebz, and founded/co-founded 4 other companies: a CEO marketing training firm High Performance Marketing Bootcamp, a marketing services network, a start up incubator WaveMaker Labs, and a digital field marketing platform.</p>
<p><b>Aaron Prenger</b></p> 	<p>Aaron is an attorney in Spencer Fane's Kansas City office. His legal practice focuses on business transactions and financial services. He has helped small and medium sized businesses navigate issues such as intellectual property infringement, worker's compensation claims, breach of contract, and others. He has drafts transactional documentation for a variety of clients including manufacturers, fabricators, distributors, trade associations, service providers, consulting companies, and banks. He provided startup advice for new business entities and assisted with business formation and governance issues including registration with pertinent governmental entities and drafting corporate governance documents.</p> <p>Aaron holds a BSBA and JD from the University of Missouri.</p>
<p><b>Ed Reeves</b></p> 	<p>Ed's career spans thirty-three years with W.W. Grainger, Inc. (Grainger), a global industrial supply and distribution company. His work has been on revenue generation with roles in Field Sales, Corporate Accounts, Sales Management and International Business and Market Development – both domestically and internationally. His skills and expertise include sales effectiveness and training, value proposition modeling and international market &amp; channel development. Ed volunteers with Kansas City SCORE as a Mentor and Instructor.</p>
<p><b>Patty Robb</b></p> 	<p>Patty has over twenty-five years of client, agency, and non-profit marketing experience working with organizations of all sizes and industries. While Patty was a senior marketing leader at IBM, she developed brand campaigns for servers, storage, and Global Services. Patty also served on the leadership team of Indian Creek Community Church as Marketing and Operations Director. In addition to her non-profit experience, Patty was the Marketing Director for an agency and worked with many small businesses to improve their digital presence and increase leads. She is a Certified Score Mentor and also serves on the board of directors of the JR Albert Foundation. Patty holds a Bachelor of Science in Business Administration from Rockhurst University.</p>

<p><b>Pam Rosterman</b></p> 	<p>Pam is head of HR for Spine &amp; Joint Centers of Missouri; a personal injury provider.</p> <p>Pam has over 30 years of HR experience, focusing on organizational growth, and a winning culture. She also is a Certified Situational Leadership Trainer, providing clients with the training they need for their workforce.</p>
<p><b>Mary Shannon</b></p> 	<p>Mary is the founder of Connectus Worldwide, a professional business consulting firm specializing in the delivery of services to Minority, Woman-owned, Veteran, and LGBTQ Business Enterprises, as well as majority organizations seeking to connect and do business with diverse businesses. Prior to starting Connectus Worldwide, Mary managed a supplier diversity program for a Multi-Billion Dollar company. Mary served two consecutive terms as co-chair of the National Minority Supplier Development Council's (NMSDC) "The Working Group." She is on the Leadership Council for the National Small Business Association in Washington D.C., the Certification Committee and Advisory Board for the Kansas City Women's Business Development Center, Prospect Business Association Board, and the Board for the International Association of Women, KC Chapter. She holds a Master of Arts in Management from Webster University. She lives, plays, works, and worships in the greater Kansas City, Missouri area.</p>
<p><b>Alex Shapiro</b></p> 	<p>Alex Shapiro has worked at non-profits for almost 30 years. He is the current Chief Philanthropy Officer for the St. Louis Symphony, supervising a team of sixteen staff members. Previously, he was Vice President of Philanthropy for the Kansas City Symphony, where he supervised a team of eight staff members who were responsible for raising more than \$10 million annually. In 2017, he oversaw the successful completion of the Symphony's \$55 million endowment campaign. Previously, he served as Director of Institutional Advancement at the Institute of American Indian Arts, a 4-year arts college, in Santa Fe, N.M. Additionally, he was Director of Development for the AIDS Foundation of Chicago. Shapiro has a passion for classical music and played French horn in his youth.</p>
<p><b>Bob Sherwood</b></p> 	<p>Bob has written 14 books across multiple domains and hosted his own radio program. He served as a professor in the Graduate Schools of Business at KU, MU and Stanford. He earned MBA and MS degrees and an honorary Doctorate. Bob founded two technology companies and was president and founder of a venture capital firm, with backing from Ewing Kauffman. He was awarded 1995 Entrepreneur of the Year by the Kauffman Foundation, Ernst &amp; Young, NASDAQ, and Inc. Magazine. He conducted educational seminars on Leadership and Technology and served as an Expert Witness, on behalf of entities including Google, Yahoo!, Lower's, Toyota, Amazon and Facebook. He earned a Series 65 license, serving as an investment advisor. His consultancy practice encompasses technology product development, leadership training, and professional coaching. He co-hosts a podcast focused on AI (Artificial Intelligence) for business and personal benefit.</p>

<p><b>Sarah Shipley</b></p> 	<p>Sarah is an award-winning consultant with a love for all things civic. In 2008, she left K Street for KC and has not looked back. With over 20 years of experience in marketing, communications and public relations, she finds product market fits for a number of high-profile clients and leads marketing strategy and outreach efforts on many education and infrastructure projects. A lifelong learner, she has earned degrees from Bradley University (BS), the University of Oklahoma (MA), and an MBA from Washington University in St. Louis. In 2017 she was named a Top Connector in KC by the Kauffman Foundation and is Chairwoman of the Kansas City Startup Foundation.</p>
<p><b>Kelly Sievers</b></p> 	<p>Kelly Sievers, Managing Director of the Women’s Capital Connection, spent 18 years in the trenches of retail entrepreneurship. She has purchased, grown and sold four different retail businesses, including Scandia Down on the Country Club Plaza. Kelly consulted with entrepreneurs at the Women’s Business Center and then began her current role as the Managing Director of the Women’s Capital Connection, an angel investment group of more than 40 women who invest in women-led companies. Kelly has a BS degree in Communications and Business from Iowa State University. She was awarded the Kansas Women Business Advocate of the Year in 2007 and made the Kansas City Techweek 100 list in 2015 &amp; 2016.</p>
<p><b>Dan Snell</b></p> 	<p>Dan Snell is a seasoned entrepreneur and mentor, encouraging his 'Winsome' coaching clients to embrace daily bold endeavors. He holds a dual degree in Marketing and Finance from the University of Nebraska and attended an Executive Program for Political Leadership at Wharton College. Dan has authored two books, 'The Winsome Way' and 'The Winsome Candidate' on positive engagement, relationships, and solutions. Dan worked as a lending officer in a small-town Nebraska bank and as a sales executive at some of the world's largest software companies, earning him 11 President's Club awards in sales and sales management. Additionally, Dan served as a radio executive with Bott Radio Network and served in public office for ten years. His passion is sports and he dedicates himself to helping people find their victories. His recent work in AI (artificial intelligence) brings forward its benefits to business and individuals.</p>
<p><b>Susan Spaulding</b></p> 	<p>Susan is an award-winning businesswoman, consultant, coach, mentor and published author. Using her expertise gleaned as a business owner and from a forty-year consulting career in marketing and communications, Susan’s clients have generated sales, cultivated world-renowned brands, and sustained thriving businesses. She started her career as an advertising agency executive and developed, acquired, grew and merged a market research business.</p> <p>Recalibrate, A Strategic Guide for Accelerate Growth was her first book where she captured stories about what it takes for a business to recalibrate, to know when to take a hard-right turn. Recalibrate for Life 2.0, her most recent book, is focused on the stories of Business Leaders in search of Life 2.0.</p>
<p><b>Brandie Stitt</b></p> 	<p>Brandie Stitt currently serves as Program Director for the Women’s Business Center in Fairway, Kansas. The WBC helps develop, mentor and fund women led businesses. She previously served as the Network Builder for KCSOURCELINK and Director of Small Business &amp; Entrepreneurship for the Greater Kansas City Chamber of Commerce. Brandie received her Bachelor of Arts in psychology from Drury University in Springfield, Mo., and a Masters of Education in community/agency counseling from the University of Missouri-Columbia.</p>

<p><b>Greg Thomas</b></p> 	<p>Greg's experience in the home improvement industry spans forty years with distributors, retailers and buying groups. He has been involved in the development of buying, marketing, training and selling activities throughout the US and Canada. At Liberty Distributors Greg grew the number of franchised retail stores, developing new retail services and training programs for affiliated distributors and retail stores. Greg formed The Thomas Group in 1992 to assist companies in the U.S. and Europe to develop international business plans.</p> <p>Greg was recruited to support the development of Alliance International to help retailers-owners grow their sales by operating as if they are a single entity. The initiatives included purchasing hardware and building materials, establishing common technology systems and developing common merchandise databases.</p> <p>Greg retired from the Alliance in 2015 and in 2017 joined SCORE Kansas City as a volunteer. Greg is a Certified SCORE mentor and member of the leadership team.</p>
<p><b>Rob Warzel</b></p> 	<p>Rob is an attorney with Spencer Fane's Phoenix, Arizona office. He advises clients all over the country on all aspects of human resources counseling, employment litigation and traditional labor law, helping businesses identify risks and equipping them with the tools necessary to minimize the time and resources spent on legal matters. He works with clients ranging from large enterprises to sole proprietorships in complex matters involving breach of contract, wrongful termination, discrimination, retaliation, restrictive covenants, fraud, negligence and more. Rob earned his undergraduate degree in international business at Carleton University in Ottawa and his Juris Doctor from the Arizona State University Sandra Day O'Connor College of Law.</p>
<p><b>Ben Terrill</b></p> 	<p>Ben Terrill is the owner of FranNet of Missouri, Kansas, Southern Illinois, and Eastern Iowa. He specializes in matching entrepreneurs with business ownership opportunities in the franchise space. He's always been an entrepreneur at heart, but prior to joining FranNet, he served 20 years in a variety of sales and sales management roles across the advertising, health care and commercial art industries. Ben has a bachelor's degree from the University of Missouri School of Journalism.</p>
<p><b>Linda Zappulla Gensler</b></p> 	<p>Linda has more than 25 years of marketing experience in every marketing discipline for highly regarded consumer brands as well as start-up ventures. She launched brands with revenues from \$3 million to \$300 million, over her career with companies including Payless ShoeSource, Birch Telecom, Revlon and Lenox China, as well as small start-ups. She served in strategic marketing and brand management functions for consumer products as well as business-to-business companies. She is currently a consultant in marketing, entrepreneurship and leadership development, and an adjunct professor at KU and UMKC. Linda received her MBA from the Harvard Graduate School of Business Administration, and her undergraduate degree from Barnard College.</p>