

Washington SmartCEO and TiE-DC celebrate excellence

# BRAVO!

## WOMEN BUSINESS ACHIEVEMENT AWARDS

### CONGRATULATIONS WINNERS!

*SmartCEO* recognizes and celebrates 25 dynamic business women in Greater Washington through the 1st Annual Bravo! Business Achievement Awards. These women encompass a key component of success: entrepreneurial spirit. The nominations received in this process demonstrated the role of women in business. More importantly, they illuminated women who are walking the extra mile in their communities. What characteristics does a Bravo! winner possess? She has overcome business obstacles, financially outperformed competitors, displayed leadership and a work ethic beyond the workplace, used her business to benefit community fundraising, or has done something unique and has a great story to tell.

### BRAVO! SELECTION COMMITTEE

In choosing the winners, *SmartCEO* assembled a selection committee of individuals dedicated to women's initiatives and met at La Miche restaurant in Bethesda, MD, [www.lamiche.com](http://www.lamiche.com). Thank you to head chef Jason Topper for allowing us to meet and dine there.



(L-R) (Back row) Lisa Rivel with Preferred Offices, Tien Wong with Opus 8, Georgia Patton with *SmartCEO*, Steve Thomas with TiE-DC  
(front row) Jaime Nesper with *SmartCEO*, Robin Toomey with M&T Bank, Erin Frager with Clovis, Samantha Belin with *SmartCEO*, Katherine Magalif with TiE-DC



We would like to congratulate

**MICHELLE LEE**  
**TITI MCNEIL**  
**BOBBIE KILBERG**

on being named BRAVO Women Business  
Achievement Award winners

[www.unitedbank-dcmetro.com](http://www.unitedbank-dcmetro.com)

## MICHELLE LEE



**PRESIDENT & CEO**  
**STG INTERNATIONAL, INC.**  
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**YOU CAN'T JUST HANG UP  
A SHINGLE AND START A  
BUSINESS.**

### Most Valued Business Lesson(s) Learned:

You can't just hang up a shingle and start a business. You need to master and embrace every phase of the business life-cycle and clearly understand all the component parts of what it takes to be a successfully operating business. I learned how to market my services, negotiate contracts, create a corporate culture that supports performance quality standards, establish a functional accounting and invoicing structure, establish ethical and organizational compliance standards, acquire talent and even process payroll and implement benefit programs. At the same time, I have ensured that my business model has remains flexible to handle the changes we've experienced as we've grown. I've been fortunate to be able to have been able to assemble an excellent management team who share the same business philosophies I espouse to and who support me in implementing my ideas and plans for the future.



Lee with her husband and daughters in Australia.

## TITI MCNEILL



**PRESIDENT & CEO**  
**TRANTECH INC.**  
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### Most Valued Business Lesson(s) Learned:

My greatest challenge in growing TranTech Inc. over the years has been to recruit and retain only the highest performing and committed executives and managers.

Like all CEOs, I have made my share of mistakes. Although I have tried to minimize those mistakes, an area that I sometimes wait too long to take action on is to quickly rectify personnel mistakes. I have a tendency to stick

with that manager in the hopes that she/he can rise to the challenge. The impact of this hesitance can be lost time, money, opportunity, and worst of all, the loss of precious clients.

I guess this comes from my belief in people in general and my desire to see everyone succeed and flourish that leads me to sometimes procrastinate on tough personnel decisions. The services business is all about people, and our company's success or failure is closely tied to those people.



McNeill works in her vibrant garden.

**THE SERVICES BUSINESS IS ALL ABOUT  
PEOPLE.**

The employees of **TranTech, Inc.** congratulate

**TITI McNeill**

2007 Bravo Women Business Achievement Award Winner



The leader in Integrated Digital Evidence Management and IT Solutions to Federal, State and Local agencies.

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