Sullivan University is a member of Phi Beta Lambda (PBL), the premier business education association which helps prepare students for careers in business. Recently, Phi Beta Lambda was proud to present LT. Colonel Troy Riggs, assistant Chief of the Louisville Metro Police Department, as a recent guest speaker. Riggs explained the difference in philosophy between management in the private sector and management in the public sector. He provided examples from his career ranging from the merging of the Jefferson County and Louisville City Police Departments into the Louisville Metro Police, to obtaining public grants to fight drugs and crime in the Louisville area. He answered a wide range of questions from students at the conclusion of his presentation.

But that’s not all. The guest speaker, who is the only Phi Beta Lambda had on its agenda. Sullivan’s chapter also took a trip to Washington DC. The Louisville and Lexington Chapters of Sullivan University’s Phi Beta Lambda attended the FBLA-PBL National Leadership Conference. With more than 5,000 members in attendance, it was a very lively event. There were great keynote speakers including Dr. Joe Martin, who drew from his life experiences to overcome some key challenges in his life and become, by age 24, the youngest professor ever hired by a university. Sullivan students also enjoyed attending several workshops which covered a wide range of fields from building the perfect resume, to a workshop presented by the grandson of Winston Churchill on how to write a great speech. But it wasn’t all work and no play. Students were able to do some sightseeing such as visiting most of the monuments on the National Mall. They also had a rare opportunity to see many of the world’s dignitaries. They were attending the G20 Economic Forum, including the President of China who was staying on the first floor of their hotel! Sullivan University members had a blast in Washington and hope to attend the next National Leadership Conference in Anaheim, California.

Sullivan’s Phi Beta Lambda members had a great time at the National Leadership Conference in Washington, DC. Left to right, front: Britney Davis, Stephen Luttrell, and Christine Marie Martin. Back, Lewis Hines, Scott Stetser, Derek Spendlove, Scott McMillan, Brandon Hines.

MARGARET WEATHERS
2007 Bachelor degrees in Management and Marketing

It has been said that the most successful people are those who have the best information. For alum Margaret Weathers, the knowledge she received from Sullivan University was instrumental in the development of her successful business. She and her husband, Arthur (Stormy) Weathers, own and operate Margaret’s Moving & Storage Company, a licensed and insured moving company in Louisville, Kentucky. Margaret takes pride in providing excellent customer service and satisfaction and she chose Sullivan for those same reasons. She was drawn, both to the University’s long history of graduate success and to the convenient and flexible class schedule geared to the needs of working adults. “I chose Sullivan because, like many others, I needed something that was at night and could work with my schedule. But I wanted to attend a college that was a good deal, not something that just cost a lot of money; it’s a true confidence booster.” It’s hard to believe that Margaret has ever talked to a business advisor before.

A well planned move
“My husband always said I was too smart to work for someone else,” she jokes. “So, we planned, and planned, and worked our other multiple jobs. Honestly, our entire life together was planned to a T. We are used to calling in a company, including starting our family, leaving our jobs, earning my degrees and my graduation. My husband had a background in moving, so he had worked in other local moving and van line companies. I had the business knowledge.”

Credits Sullivan instructors “Sullivan’s instructors are the best. They really know what is going on out there,” Margaret said, adding, “I had taken classes at a state university in Wisconsin, whose instructors were very out of touch with what is really happening in the world. But I did not do the same here. It was so much on up-to-date faculty. They know their stuff. I cannot tell you the priceless knowledge I learned from Management instructors Dan Woosley and Richard Zutterman and Marketing instructor Beverly Horsley. Beverly really impacted how I looked at marketing, because for me, I really didn’t have much interest. I viewed myself as a number of people and marketing people as ‘touchy feelies’ types. But thanks to the courses at Sullivan, I really learned how to avoid costly marketing mistakes by knowing where to and where NOT to market for my industry. I am able to dis- sist my company and know just where we are weak and what we do best.”

Education has increased her value Margaret’s Moving & Storage opened in 2004 with just two old trucks. Thanks to being awarded some great contracts as well as obtaining a significant number of high-end commercial accounts, four years later the company moved into a new facility.

“If only I could fully explain the amount of customer service, new customers, and what they like about my marketing...” Margaret said. “I love it, because I know that I am ALL ME! I make those choices about where and how to advertise. Our concept for our moving company was taking that knowledge and coupling it with my husband’s industry knowledge.” Shaking up the industry moving is something the Weathers do best. And it has paid off tremendously.

A good payoff Last fall, Margaret’s Moving & Storage Company was voted Best Mover in Louisville by WLEX’S “A-List” contest. All of their moving companies are Certified Moving Consultants by the American Moving & Storage Association (AMSA). Margaret is the only Certified Office & Industrial Consultant (COIC) by the AMSA in Kentucky. The company has been given a “AAA”rating by the Better Business Bureau of Central Kentucky. They are an affiliate of the Greater Louisville Association of Realtors, the Home Builders Association of Louisville as well as a Certified Female Business Enterprise by Louisville-Jefferson County.

More than a moving company In addition to their business credentials, Margaret and her husband are concerned about the community in which they live. Their company is the only collection site for the Plastic Loose Fill Council which collects plastic loose fill (those annoying pack- ing peanuts for reuse and recycle. And, mindful of these difficult financial times, the Weathers provide a 10% discount for families which are corresponded to Kentucky Harvest to feed the hungry.

“We want to support the great work they do as ‘movers’ by collecting for them on a continual and on-going basis,” Margaret said. There are many ways to measure success. Sullivan University has always felt that its success is measured by the success of its graduates. Margaret Weathers is a true Sullivan University success story.

Sullivan ‘moved’ her and Weathers makes her career doing the same

“The education I received from Sullivan has taught me to lead, not follow. I would say to anyone looking to open their own business or promote in the corporate world, take everything you can from Sullivan.”

Margaret Weathers
2007 Bachelor degrees in Management and Marketing

Margaret Weathers, a 2007 graduate with a dual major in Management and Marketing, has found success with her company Margaret’s Moving & Storage, which specializes in residential and commercial relocations.

Margaret’s company was able to grow from two trucks in 2004 to three six-trucks in 2006. “My business really took off after the 2008 recession. We gained several new clients and experienced a significant increase in job requests,” said Margaret. “We have expanded our services to include corporate relocations and pack-out services.”

Margaret’s success story continued in 2010 when she was chosen as a finalist and will compete in San Antonio, Texas in May for a $50,000 grand prize. “That’s certainly not where we started,” said Margaret. “We didn’t start off thinking, ‘let’s not become a mom and do this business.’ We were just looking for a career that would give us stability and a good income. It has paid off tremendously. I am at the place in my career that I can give back to the community that has supported me.”

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