

The Second Of Four Pacific Business News Seminars:
Secrets from Fast-growing Hawaii Small Businesses

Survive the Economic Storm

**Learn from our panel of experts
whose companies grew a combined average
of 223% over a period of two years**

Welcome by: Andrew Poepoe, District Director, U.S. Small Business Administration
Moderated by: Larry Fuller, President & Publisher, Pacific Business News



PBN's Fastest 50 Class of 2008

Alan Akina, President & CEO, 101 Financial
What helped make your company successful? "Hiring enough of the right people to support our growth. So what we did was, instead of worrying about revenue growth, we focused on helping one family at a time."

PBN's Fastest 50 Class of 2006

2008 SBA Small Business Person of the Year, Honolulu

Robert Iopa, President, WCIT Architecture Inc.
One secret to your success? "I would say creative, passionate, dedicated and tireless staff and contributors. We work a lot of long hours and late nights."



PBN's Fastest 50 Class of 2008

Michael Paulin, Owner & CEO, Aqua Hotels and Resorts
What was your company's strategy? "We created Hawaii's first and only boutique hotel chain by taking over the management contracts of older, tired hotels from established hotel companies. We then completed renovations at these hotels, rebranded in our Aqua Boutique Collection and retrained existing employees."

*PBN's Fastest 50 Class of 2007
SBA Guaranteed Loan Recipient*

Shelley Wilson, President & CEO, Wilson Homecare
What challenges was your company able to overcome?
"One of the more consistent challenges we're faced with is finding qualified health-care professionals. In order to meet the needs of our patients now and in the future, we started a training program to produce our own employees."



Learn how they do it:

- How to grow the bottom line in double digits
- How to control costs and build revenues
- How to understand customer needs
- How to be different and better than the rest

Thursday, August 21

**Honolulu Design Center, 2nd Floor,
Cupola Theatre (1250 Kapiolani Blvd.)**

Register online at pacificbusinessnews.com and click on EVENTS

Seats are \$25. Complimentary parking in Honolulu Design Center parking structure.

Deadline to register: Tuesday, August 19.

Registration & continental breakfast: 7:30 a.m. Program: 8 to 9:30 a.m.

Questions? Call 955-8002.

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