

Webinar Provider: Zenagos® LLC Website: <a href="https://zenagos.com/">https://zenagos.com/</a>

Information on Zenagos co-founders: https://zenagos.com/about/

The Zenagos Experts have founded 17 small businesses among them. They bring decades of experience from a variety of industries, including tutoring, hand-crafted jewelry, flight school and aviation training, online education, ecommerce, software-as-a-service, fitness center, and coaching. They have also consulted to many organizations – from start-ups to Fortune 500 companies like Fidelity, American Express, Nestlé, and Walmart – in the areas of strategy and technology. The Zenagos Experts each have extensive sales experience.



## Karen Baldeschwieler

25-year executive in higher education; collaborated with Chief of Sales as technical lead to win multiple 8-figure,10-year services deals to deliver digital technology solutions and outsourced services.

- PhD in Leadership for Higher Education
- MBA, Harvard Business School
- MA, University of California at Irvine; BA, Harvard University <a href="https://www.linkedin.com/in/karenbaldeschwieler/">https://www.linkedin.com/in/karenbaldeschwieler/</a>



## **Mavis Chin**

25-year executive in management and technology consulting; has extensive sales experience, including multimillion-dollar deals to Fortune 100 companies, and a stint selling cars at JM Lexus.

- MBA, University of Chicago Booth School of Business
- Skip Miller's ProActive Selling; JM Lexus Sales Training
- AB in Economics, Harvard University https://www.linkedin.com/in/mavischin/



## **Stacey Coombs**

Serial entrepreneur in jewelry and crafts; provides digital marketing and technology consulting to companies such as Fidelity and Lands End and small businesses, ranging from photographers to life coaches.

- MBA in Communications, Boston University
- BA Chemistry, Wellesley College
- Certification in Herrmann Brain Dominance Instrument (HBDI)

https://www.linkedin.com/in/stacey-coombs/





## **Monica Meadows**

CEO of 2MQ Consulting, providing solutions in the aviation industry; has extensive experience in sales and complex deal-making, including successfully negotiating a 7-figure public-private aviation partnership.

- Human Resources Certification in HR Management and Personnel Administration, Duke University Continuing Education
- BA in Business Administration and Management, UMass Lowell <a href="https://www.linkedin.com/in/monica-meadows-aviation-business-consulta">https://www.linkedin.com/in/monica-meadows-aviation-business-consulta</a> <a href="https://www.linkedin.com/in/monica-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-business-consulta-meadows-aviation-busin-business-consulta-meadows-aviation-business-consulta-meadows-av