

BUSINESS LEADERS

ROUNDTABLE



Our economic, philanthropic and corporate strength of our region is powered by effective leadership. In this Regional Business Leadership special marketing section, spend time with a few of our key community leaders as they share their successes. Copy by Kelly Christiansen. Photos by Evan Sigmund.

ALL FAITHS FOOD BANK

SANDRA FRANK, CHIEF EXECUTIVE OFFICER



WHAT WERE SOME OF THE SUCCESSES AND OUTCOMES FROM THE CAMPAIGN AGAINST SUMMER HUNGER? The Campaign Against Summer Hunger was created to help raise awareness, food, and funds to fight childhood hunger during the summer months. The amazing success of the inaugural Campaign is a testament to this community's compassion and generosity. As of May 10, 2014, we received more than 800,000 pounds of food and raised nearly 1.2 million dollars to help feed children and their families. The Campaign was intended to run from April through mid-May, however, we are experiencing a wonderful halo effect and food donations continue to come in.

All Faiths utilized local data to help create new and expanded summer food programs. Earlier this year, Gulf Coast Community Foundation and All Faiths Food Bank released the Child Hunger Study which provided information on the extent and impact of food insecurity on children in our community. Using those findings, census data, and All Faiths' Food Distribution Maps, we were able to reach the most vulnerable children via nine new mobile pantries, expansion of our Backpack Kids program, and partnering with Sarasota Schools to provide meals. With the support of a giving community and the help of hundreds of volunteers, we are on target to meet our ambitious goal of providing food to 15,000 children this summer. We are already incorporating the achievements and lessons learned into planning for an even more successful Campaign Against Summer Hunger in 2015.

“Thanks to our donors, partners and volunteers, the remarkable success of the Campaign Against Summer Hunger is an achievement to be celebrated by the entire community.”

All Faiths Food Bank

8171 Blaikie Court, Sarasota, FL 34240

Phone: 941.379-6333 • www.allfaithsfoodbank.org

As many as one in four children in Sarasota County go to bed hungry at night. As the only food bank and the hub of the hunger-relief system in Sarasota and DeSoto Counties, our mission is to feed children and families in need, and provide education about hunger and nutrition – we could not do this without the generous support of our community. Our fleet of trucks is on the road every day picking up donations and delivering food to our extensive network of agencies and programs. The food is stored at our 20,000 square-foot distribution center, and then sorted by hand for distribution by our hard-working volunteers. Last year, All Faiths Food Bank – a member of Feeding America – distributed 7 million pounds of food equating to 5.8 million meals through 195 partner pantries, soup kitchens, churches, community centers, schools, and programs. This year marks our 25th birthday and thanks to our donors, friends and volunteers, we have much to celebrate. Along with the success of the Campaign Against Summer Hunger, and the implementation of new and expanded programs that helped feed local children and families this summer, we also earned a 4-star rating from Charity Navigator.

BENEVA FLOWERS

ART CONFORTI, PRESIDENT

IN WHAT WAYS HAS TECHNOLOGY INFLUENCED YOUR BUSINESS LEADERSHIP?

Our corporate technology partnerships have been able to provide technology for the floral industry not just locally, but nationally, and one example is floralapp. I started looking into app developers and had to get knee surgery and was going to be out of commission for 30 days. "What am I going to do?" I thought. And then it came to me - let's build an app! I had developers coming into my home and Teleflora has now also partnered with us. We are putting the app into 9,000 flower shops across the country. With floralapp, there is no logging in, no remembering a password, and it is approved by Android and Apple. You open the app, register, order flowers, and you're done. So by identifying the need, we delivered. Another example is Floral Prodigy, which we launched with the catchy tagline, "We can do what Google can't". That got the attention of Google, who contacted us two months ago. We all know the calls [to order flowers] are coming in but we didn't know where they originated. Floral Prodigy takes the guesswork out of your advertising. You will know beyond the shadow of a doubt what ad's and marketing avenues are working, and which aren't. We also partnered with IPitomy, who is right here in Sarasota, owned by Nick Branica. They develop phone systems, and they customized their service to help us in the floral industry. We are bringing all of these local businesses together to develop solutions that are receiving national recognition and making an impact.

"Everything is right here in this beautiful county that we live in, and our technology is affecting the entire floral industry."

Beneva Flowers

6980 Beneva Road, Sarasota, FL

9419237401.com



Arthur Conforti Sr. opened Beneva Flowers at its present location in Sarasota in April of 1986. Most unique at the time, Beneva Flowers was open on Sundays. To this day, the shop has opened and operated every day of its existence. In 1992, Arthur Conforti Sr. decided it was time to retire and sold Beneva Flowers to his son. Arthur Jr. carried on the tradition of exceptional customer service with an emphasis on a quality product at the best value that would lead Beneva Flowers to success in the future. Beneva Flowers has grown to be recognized as an industry leader and has been consecutively awarded a top 50 florist in the USA for the past 5 years. This award is one of the most prestigious in the industry with over 18,000 florists competing for the honor. Locally, Beneva Flowers has been awarded the Sarasota Herald Tribune's #1 Florist voted by readers for 16 consecutive years. Beneva Flowers currently handles several hotels and catering companies in Sarasota but is most proud of serving as the house florist for the Ritz-Carlton.

BLAKE MEDICAL CENTER

VALERIA POWELL-STAFFORD, FACHE, CHIEF OPERATING OFFICER



HOW ARE THE INITIATIVES YOU ARE LEADING AT BLAKE MEDICAL CENTER INFLUENCING THE HEALTHCARE OPTIONS AVAILABLE TO THE COMMUNITY?

With over 20 years of healthcare management experience from organizations including Moffitt Cancer Center, Trinity Medical Center, and Doctors Hospital, my role as Chief Operating Officer at Blake Medical Center presents the opportunity to lead our new TAVR (transcatheter aortic valve replacement) and Level II trauma programs. Until now, patients with severe aortic stenosis have had to give up much of what makes life enjoyable, however our new TAVR treatment option offers hope – it's a progressive procedure where valves are replaced for patients who are not eligible for open-heart surgery. As a Thomson Reuters Top 100 Cardiovascular Hospital, we demonstrated our commitment to improving the cardiovascular health of our community by investing over 5 million dollars to build a hybrid O.R. to accommodate this special technology. As the only hospital in Manatee County to offer this innovative procedure, pioneering this technique is one of the ways Blake Medical Center can improve the quality of life for patients who have severe heart conditions. Additionally, since opening our Level II Trauma Center in November of 2011, we are proud to share that we have treated over sixty unexpected survivors in this program. We know that studies show the sooner patients get to a designated trauma center, the better their chance for survival. With our exceptional trauma-trained staff coupled with the response power of EMS and our USF College of Medicine academic partnership, we can provide exceptional trauma care, close to home. I am honored to direct these vital initiatives-to implement paramount cardiovascular advancements and offer essential trauma support allowing Blake Medical Center to help improve the health of our community.

Our mission is to provide exceptional care to every patient, every time."

Blake Medical Center

2020 59th Street West, Bradenton, FL 34209

Phone: 941-792-6611 • www.blakemedicalcenter.com

Blake Medical Center is a 383-bed, acute-care, full service hospital and a leading provider of quality, affordable healthcare. The doctors and nurses of Blake have been serving Manatee County since 1973. Blake is proud to offer a wide range of healthcare services including a Level II Trauma Center. Our 24-hour Emergency Department is staffed by Board Certified Emergency Physicians and our average ER wait times are among the lowest in the nation. In addition, Blake offers concierge units for Cardiac Surgery, Joint Replacement and Spine Surgery patients. From high quality, compassionate cancer care to inpatient rehabilitation, Blake has a reputation for providing excellence in clinical outcomes and personalized care. Blake Medical Center has been recognized by some of the biggest names in healthcare including; The Joint Commission, Society of Cardiovascular Patient Care, American College of Surgeons, American College of Radiology, American Stroke Association, Blue Cross Blue Shield and more. Our dedication to the residents of Manatee, Sarasota and surrounding counties doesn't stop at the hospital doors. Blake supports many worthy community and health related charitable organizations through financial and volunteer support. The employees enthusiastically give of the time and talents throughout the community. We are also pleased to provide free health education, screenings and support groups to improve the health of our community. For information about hospital services, events or to receive a free physician referral, call 1-888-359-3552.

COMPLETE SMALL BUSINESS SOLUTIONS

BRIAN MCGINN, CPA, MBA

HOW DOES COMPLETE SMALL BUSINESS SOLUTIONS ENSURE A “NO SURPRISES” TAX SEASON FOR CLIENTS?

Our tax season is seamless because we work with clients by handling their monthly accounting and resolve problems that might arise throughout the year. With more than 18 years of providing effective small business accounting and tax solutions, our proactive approach is demonstrated by our most important service - the Fall tax planning session. We meet with all of our monthly clients to assess their year-to-date financial results and finalize the tax projection. We use our tax planning checklist to formalize strategies that will save tax dollars and allow time to implement those plans before the end of the year.

We have a systematized approach to helping the small business owner.

For new clients, we have an initial strategy session where our team completes an overview of their business, a financial tune-up, a review of the current record keeping system and entity structure, and a review of prior tax returns. Clients will know exactly where their business stands regarding accounting and taxes. We pinpoint problem areas and work directly with the client to resolve those issues so both parties are always thinking ahead.

We strive to maintain a long-term relationship with our clients that far exceeds what software alone can provide. From bookkeeping to payroll to tax planning, we advise our clients on all aspects of their business throughout the year. This helps prevent mistakes and ensure deadlines are met. So many facets of a business are intertwined today that it takes our trained staff to view it all and help small business owners make timely, relevant decisions. The results are seen when the taxes are completed and the client says, “Great! No surprises”.

“Our goal is to provide our small business clients with superior accounting and tax solutions with the highest degree of professionalism. That’s how we do business.”

Complete Small Business Solutions

2018 Oak Terrace, Ste 102, Sarasota, FL 34231

Phone: 941.926.4687 • www.completecpa.com



Complete Small Business Solutions has been providing tax planning, accounting and payroll services to area businesses for over 18 years. We provide our clients with ongoing advice throughout the year. We take a proactive approach to tax consultation, providing clients with the opportunity to take advantage of opportunities and avoid costly mistakes. Our services include a full range of record keeping support for the business. Current and accurate monthly financial statements allow us to provide you with the most up-to-date picture of your business, resulting in timely advice and guidance. We offer customized methods of handling all of your payroll needs. We are QuickBooks Pro Advisors and provide consulting to our clients. Your relationship with the Complete Small Business Solutions professionals is on a flat fee basis that is all-inclusive. We are long-time members of the Sarasota Chamber of Commerce and a supporter of several local charitable organizations. Additionally, as a member of the Professional Association of Small Business Accountants, we bring the collective resources of a nationwide network of CPAs, Enrolled Agents, and accountants to our firm. Through local contacts developed over the years and the support of other PASBA members, we are confident in handling all of our client needs.

CONSERVATION FOUNDATION OF THE GULF COAST

CHRISTINE P. JOHNSON, PRESIDENT



WHY DO YOU SAVE LAND AND WHAT DOES THAT HAVE TO DO WITH OUR ECONOMY, THE COMMUNITY, AND PEOPLE'S LIVES?

Conservation Foundation of the Gulf Coast works with landowners, municipalities, and the community at large to determine what type of land needs to be saved and the purpose. We do this through land conservation work as well as through education and collaborations with over 33 organizations that include both for profit and not-for-profit. We focus on bays, beaches, barrier islands and their watersheds. So far we have saved 31 properties for almost 8,600 acres. In terms of impact – research studies from the National Association of Realtors and visitors bureaus show that communities, that have protected lands for people to get out and enjoy the outdoors, have better health, lifestyle, and longevity. When people are within walking distance to a park, there is less obesity and less healthcare costs. Communities that have public space for parks and recreation, as well as conserved lands, also have higher incomes across the board because companies want to be in those areas. So by protecting land, Conservation Foundation of the Gulf Coast is also protecting lifestyle, health, and the economy. **WHAT CAN PEOPLE DO?** Vote. In November, the citizens of Florida will have the opportunity to vote for Amendment 1 on the ballot, which will fund land acquisition for environmental purposes as well as public access. The Water and Land Conservation Amendment is not a new tax. It uses an existing revenue source, and that revenue source (doc stamps) is what funded this type of land preservation in Florida since 1967. So what can people do? They can vote. And they can vote “Yes” on Amendment 1 in November. For more info > <http://www.voteyeson1FL.org>

“As we know, our beaches are the #1 economic driver for our economy up and down the Gulf Coast. But you can’t have beaches without saving land. Furthermore, you can’t have a clean bay without protected land along the shore. Another underlying reason why saving land drives our economy and lifestyle.”

Conservation Foundation of the Gulf Coast

PO Box 902, 400 Palmetto Avenue, Osprey, FL 34229

Phone: 941.918.2100 • www.conservationfoundation.com

Conservation Foundation of the Gulf Coast is in the business of saving land, forever. As a nationally accredited, nonprofit land trust, the Foundation works with landowners and regional government to protect and preserve the bays, beaches, barrier islands and their watersheds. The organization was founded in 2003 by a group of citizens united to form a community around conservation. Conservation Foundation invests 95% of its revenues directly into land acquisition and program services. The Foundation protects the character, natural integrity and biodiversity of the region for future generations by holding conservation agreements and owning nature preserves; educating for responsible land stewardship; and collaborating with individuals, organizations and communities.

CS&L CPAs

BOB CHRISTOPHER, CPA (PRINCIPAL OF COUNSEL),
BOB STANELL, CPA (MANAGING PRINCIPAL)

CS&L HAS BEEN SERVING THE COMMUNITY FOR 60 YEARS. WHAT DO YOU THINK HAS BEEN THE BIGGEST DRIVER OF YOUR LONG-TERM SUCCESS? WHAT CAN OTHER BUSINESSES DO TO ACHIEVE LONGEVITY AND LOYALTY? The success and longevity of CS&L CPAs is the result of an unwavering commitment of our founding Principals. Our founders believed the sustainability of the firm should be based on the approach of exceeding our clients' expectations; not only in service delivery, but also in the content and value provided through that service. Time has passed, but this culture is still present today, which has proven effective in the transition of the firm for multiple decades. Our dedication to maintain a mission-focused approach in serving our clients has undoubtedly contributed to our long-term success. Most quality service firms perform similarly, but our focus on deeply understanding our clients' challenges provides us with the unique opportunity to actively develop innovative resolutions. We are not simply a provider of a commodity or product. This emphasis on providing quality solutions is a significant attribute in distinguishing our firm. Without question, our long-term success has required us to adjust our thinking and business practices over time. However, the core values of the firm remain unchanged. Our client relationships extend beyond a service provider model to instead be more strategic and collaborative in nature. These unique service efforts also help us attract quality intellectual talent. We have found that the best and brightest candidates in any profession possess an inherent internal motivation, separate from the content of the work itself. Our focus on our clients, our people, and our community will continue to drive our business in the years ahead.

"We are proud to have served Southwest Florida for the past 60 years. We strive to continue innovating and improving our role with our clients so we can embrace change as an opportunity. We appreciate and value the opportunity to serve our clients, our staff and our community for another 60 years." –

Bob Stanell, CPA (Managing Principal), CS&L CPAs



CS&L CPAs

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www.CSLcpa.com

CS&L CPAs (Christopher, Smith, Leonard, Bristow & Stanell, P.A.) is a full service certified public accounting firm that has been serving Sarasota and Manatee counties for 60 years. CS&L CPAs provides taxation, accounting, auditing and consulting services to individuals, businesses and organizations. With offices located in Sarasota and Bradenton, the firm is dedicated to providing exceptional service to its clients, creating an outstanding workplace for its employees, and supporting the local communities. CS&L CPAs has been voted a "Best Place to Work in Tampa Bay" by the *Tampa Bay Business Journal*, a "Best Company to Work for in Florida" by *Florida Trend Magazine* and the 2014 "Small Business of the Year" by the Sarasota Chamber of Commerce. The mission of CS&L CPAs is to understand your unique needs and create exceptional solutions.

DOCTORS HOSPITAL OF SARASOTA

BOB MEADE, CEO



HOW WILL NEW INITIATIVES AT YOUR ORGANIZATION IMPACT PATIENT CARE?

With more than 51,000 patients treated throughout our facility and a local economic impact approaching 70 million dollars last year, there are several initiatives in place as Doctors Hospital of Sarasota plans to continue raising the bar and providing high quality patient care. We provided care for over 23,000 patients in the E.R. last year, and demand for emergency room services continues to grow. With a goal of maintaining the fact that our E.R. wait times are significantly below national averages, later this year, construction will begin as we embark on a 15 million dollar expansion of emergency services and operating rooms. Including an emergency room redesign to enhance patient privacy and work flow; this massive endeavor will also include six expanded treatment areas and upgraded equipment throughout the entire department. The O.R. project will include construction of two new large state-of-the-art rooms, bringing our total number to nine. Likewise, this will directly support the hospital's unique surgical and robotics programs, which offer minimally invasive procedures to our patients. Doctors Hospital has the most comprehensive robotics programs in the area, as one of only 37 hospitals nationally to offer the Mazor Robotics Renaissance™ in addition to the daVinci® Si™. The Mazor Renaissance expands minimally invasive robotic surgical options for spine and back pain patients, allowing for quicker recovery. Additionally, we are renovating and refurbishing patient rooms, which are slated for completion this winter. Finally, we welcome Steve Young as the new Chief Operating Officer. Steve arrives from Osceola Regional where he was the Associate Chief Operating Officer since 2012. As the Facility Lead and Construction Project Manager for several large renovation and expansion projects there, his experience will serve us well as Doctors Hospital of Sarasota kicks off an impressive growth and expansion agenda.

“Being a community hospital, we can offer more personalized care and a relaxed atmosphere with a quality of care that can stand up to any well-known teaching hospital in the U.S.”

Doctors Hospital of Sarasota

5731 Bee Ridge Road, Sarasota, FL 34233

Phone: 941.342.1100 • www.DoctorsofSarasota.com

Doctors Hospital of Sarasota is a 155 bed, acute care facility serving the healthcare needs of Sarasota County and 1-75 corridor residents. Doctors Hospital is a Joint Commission Certified Advanced Primary Stroke Center and a Society for Chest Pain Centers Accredited Chest Pain Center as well as one of Modern Healthcare's Top 100 Best Places to Work for five years in a row. We provide medical and specialty services as well as outpatient services and diagnostic and rehabilitation services. We have designed our facility with the patient in mind to provide an easily accessible hospital that meets the growing and changing healthcare needs of the communities we serve.

GOODWILL MANASOTA

BOB ROSINSKY, PRESIDENT AND CEO, ROB MORRIS, BOARD OF DIRECTORS

HOW DOES GOODWILL MANASOTA PARTNER WITH VETERANS?

Goodwill Manasota's commitment to veterans, and their families, is a perfect fit with our mission to help those with barriers to employment find, secure and keep good jobs. It's part of what we do and who we are as a mission integrated donated goods business. We have always worked with veterans through our Job Connection offices and we are also committed to hiring veterans. We currently have 53 veterans on our payroll and have hired 16 so far in 2014. Since the First Lady and Vice President Joe Biden called for the creation and expansion of federal initiatives to assist veterans, Goodwill has had a seat at the table and was proactive in creating services that focused on veteran's issues. Locally, Goodwill Manasota created the American Veterans and their Families Initiative to provide job coaching and case management services to aid veterans in their transition from military to civilian life. Since the program's inception last year, we have assisted more than 350 veterans with direct and meaningful services. We also prepared the first local Veterans Resource Guide, a comprehensive listing of available programs and services throughout the area. Veterans come to Goodwill for help accessing resources, filing claims, understanding benefits, information on housing, education and referrals with partner agencies for family counseling and more.

“Goodwill holds veterans in the highest regard and our American Veterans and their Families Initiative is very important to us and a valuable resource for the community. We supplement what the government does by going a step further. Goodwill actively reaches out and engages veterans, to insure that they receive all the help they need.”

Goodwill Manasota

2705 51st Avenue East, Bradenton, FL 34203

Phone: 941.355.2721 • www.experiencegoodwill.org



Goodwill Manasota is an industry-leading, 501(c)(3), not-for-profit organization that changes lives through the power of work. With the sales of donated goods and philanthropic donations, Goodwill is able to assist people with disabilities and other barriers to employment by providing job skills training and employment opportunities. In 2013, we served more than 16,000 people, placed 537 people in jobs and assisted 329 veterans as they reintegrated back into the civilian workforce. Goodwill Manasota's economic impact back to the community is worth \$81.3 million. We accomplish our mission through a network of Good Neighbor Centers in Sarasota, Manatee, Hardee and DeSoto counties and our Mission Development Services (MDS) around North America. Goodwill has provided opportunities through such programs as Donated Goods Employment Services, Job Connection, American Veterans & their Families Initiative, JobsPlus, Supported JobsPlus, GoodwillWorks, White Glove Services, Good Neighbor Program and Ambassadors Program. Goodwill is one of the pioneers of the reduce-reuse-recycle movement and this past year diverted 37 million pounds out of the landfill. Goodwill Manasota is legally organized under the laws of the United States and the State of Florida. We are accountable to a local Board of Directors. Goodwill Manasota in essence belongs to this community, and is NOT owned by any individual or company. For more information, visit EXPERIENCEGOODWILL.ORG

THE NEW GATE SCHOOL

TIM SELDIN, HEAD OF SCHOOL



“NewGate is designed to empower our students to become leaders and independent thinkers. Instead of teaching them to sit back and listen, we encourage them to speak up and discuss great ideas. We help them to learn how to learn, and teach them how to do things for themselves.”

IN WHAT WAY ARE STUDENTS ENCOURAGED TO BE TEAM MEMBERS, LEADERS, AND COLLABORATORS? We teach students a wide-range of skills, from how to write tests and administer them to others, to practical skills like carpentry, gardening, cooking meals, organizing events, leading school meetings, and helping to maintain the school. They sense that they are part of a community. As they get a little older, they begin to learn about local, national and international issues; and local economic issues such as why someone develops property, how they go about it, and how they hope to make a profit. We want them to understand how things get done, how the world works on a practical level, and how to examine and consider the pros and cons of issues from the local community to the world stage. We want them to be able to check the public records of who owned their home before their family purchased it. Our students run the internal school newspaper independently. They prepare the school yearbook, run student business, mentor younger students, plan travel programs, and engage in youth leadership from an early age. They become remarkably mature and we have essentially seen a 100% rate of college completion. **HOW DO THE NEW GATE STUDENTS ENGAGE WITH THE COMMUNITY?** SRQ Media has made their offices available to our secondary school students as an off-site learning center. Lisl Liang, SRQ President, CEO, and Chair of the Greater Sarasota Chamber of Commerce has worked with our secondary teaching team to create an interactive program that engages students with business and community leaders throughout the region. Every year our middle and high school students participate in internship experiences in the community. They study the business or organization with which they wish to intern, prepare their resumes, and with, with modest oversight from us, make their own arrangements. Many of our students have participated in national symposia or taken courses at the college level as part of their high school experience. We help our students to understand in advance what they will need to succeed in college, how to make wise financial decisions, think about their professional interests and goals, and to consider what choices will lead them to a happy, productive, and balanced life.

The New Gate School

5237 Ashton Road, Sarasota, FL 34233

Phone: 941-922-4949 • www.NewGate.edu

The NewGate School is an international, coeducational, non-sectarian, college preparatory Montessori school in Sarasota. NewGate is the Lab School of The Montessori Foundation, a nonprofit organization dedicated to the advancement of Montessori education in the United States and abroad. Head of School Tim Seldin is also president of The Montessori Foundation. Under his leadership the school develops curriculum and best practices for Montessori schools around the world. The goal of The NewGate School is to nurture intelligence, curiosity and imagination while supporting and developing each students' unique talents. Classrooms are carefully prepared environments for learning and discovery, set up to facilitate student discussion and stimulate collaborative learning. There are no rows of desks facing a large blackboard, but rather warm inviting spaces filled with plants, animals, art, music and books. Much of the curriculum takes place outdoors as students also learn to be stewards of their environment. The NewGate School teaches universal values and instills a global perspective, responsible citizenship, and encourages an entrepreneurial spirit. The aim is to graduate young people who are balanced between their knowledge and character so they become life-long learners, critical thinkers and active leaders in their local community, their country and the world. NewGate is an International Baccalaureate World School offering all if its students to opportunity to earn the International Baccalaureate Diploma. Our graduates go on to succeed in university and in life.

THE JOHN CHAPMAN LAW FIRM

JOHN CHAPMAN, PA

HOW DOES OWNING YOUR OWN FIRM ALLOW YOU TO PROVIDE CUSTOMIZED CLIENT SERVICE?

In contrast to larger firms, which typically have multiple departments in various practice areas, I offer my clients focused litigation/dispute resolution services with one point of contact. Initially, I offer each of my clients a complete evaluation of their case, help them understand their legal options, and provide my recommendation about how to proceed. As we move forward, my hands-on, results-oriented approach is prevalent in my understanding that business and estate litigation matters often involve very complex legal issues and frequently present some extremely difficult emotional challenges for everyone involved. Taking a personal interest in every case I accept, when I partner with clients, they can expect the assistance of lawyer with a well-earned reputation as a skilled litigator. With over 20 years of experience, I maintain an objective view and stay focused on their best interests. Furthermore, given I am a fifth-generation Sarasotan and have spent my entire career serving the people of Sarasota and the surrounding areas; I have a comprehensive network of legal contacts. Hence, when one of my clients requires legal services such as estate planning, real estate closings, criminal or family law - which are outside of my business/estate litigation practice area - I refer them to a fellow solo practitioner or a colleague within small firm who limits his or her practice to that are. By providing a personal referral from within my network, I believe each of my clients receive a trusted, high level of client service. As we celebrate the 3rd anniversary of The John Chapman Law Firm on September 1st, we continue to be committed to obtaining the best possible result on behalf of our clients.

“Owning my own firm enables me to make decisions quickly, be nimble, and facilitates my ability to continue providing personalized service to my clients.”

The John Chapman Law Firm, PA

1515 Ringling Boulevard, Suite 870, Sarasota, FL 34236

Phone: 941-404-4616 • www.johnchapmanlaw.com



At The John Chapman Law Firm, P.A., I offer my clients more than 20 years of experience in the practice of law. I have spent my entire career representing clients in Sarasota and Southwest Florida. I focus my practice on business and estate litigation issues, and I take a great deal of pride in the personalized attention I provide to every client. When you hire me as an attorney, I personally attend to every aspect of your case. When questions arise, I answer them personally. When court appearances need to be made, I am the lawyer who is standing beside you.