

THE MACKLIN BUSINESS INSTITUTE AND CENTER FOR ENTREPRENEURSHIP AT MONTGOMERY COLLEGE



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Cyber CEO on Business ...



Patrick Byrne, right, and Gordon Macklin, prior to Byrne's lecture

Byrne's 'Lotteries' Included Learning from the Best

Patrick Byrne, chief executive officer of the fast-growing e-commerce business, Overstock.com, addressed hundreds of students, faculty members and local business representatives recently at Montgomery College's Rockville Campus, in the third installment of the Macklin Business Institute's Distinguished Lecture Series.

Byrne, a 1981 graduate of Walt Whitman High School in Bethesda, shared poignant business advice and entertained the audience with stories about the "lotteries in life" he had won, beginning with the business guru role models he was privileged to learn from. Topping the list, said Byrne, were his parents, including his father, Jack Byrne, who was CEO of Geico while Patrick was growing up.

Meanwhile, when he was 13, "a nice gentlemen in the neighborhood" would often come by the house and sometimes drive him to school. That gentleman was none other than Gordon Macklin, who at that time was president of the National Association of Securities Dealers — the founder of the NASDAQ stock market.

And at 14, this "funny guy" from Omaha, Neb., began showing up at this house. His name: Warren Buffet. And in a very short time, he taught Byrne some very special ways to look at the world. Byrne said the wisdom he gained from these experiences helped him not only to be successful in business, but also to look at life from a unique perspective. He said it was probably instrumental in helping him to survive cancer at a young age — three times.

Byrne also shared valuable insights on the plight of the dot.com industry, as well as his company Overstock.com, and announced his launch of a new socially responsible goods division. His complete presentation will be re-aired on Montgomery College Cable Channel 10 at the following times:

Saturday, Oct. 13, 7 a.m.
Saturday, Nov. 3, 7 a.m.

Wednesday, Oct. 24, 1 p.m.
Wednesday, Oct. 17, 8 p.m.



Patrick Byrne's presentation on Sept. 20 was the third installment of the Macklin Business Institute's Distinguished Lecture Series.

Center for Entrepreneurship Breakfast Symposium Series:

OCTOBER 18

*When Business...
Is All in the Family*

Ninety percent of all U.S. businesses are family dominated and demographic projections indicate this trend will continue for years to come. On Thursday, Oct. 18, the Macklin Business Institute's Center for Entrepreneurship will present the next forum in its breakfast symposium series with a distinguished panel of business leaders addressing the topic: "From Family Ownership to Growth or Chaos." The three-hour forum will be held at the Bethesda Pooks Hill Marriott, with breakfast at 8 a.m.

Panelists will include:

Joe Herson – formerly of Manhattan Auto dealerships, a family business that began 70 years ago and was recently sold.

Drew Greenblatt – president, Marlin Steel Wire Products, a family business founded over 32 years ago

Jim McNair – partner, Patton Boggs LLP, concentrates his practice in the area of federal taxation, with a particular emphasis on estate planning and business succession.

Lee Russell – a principal with the Valuation Advisors practice of Ernst & Young LLP.

Chris Martens – an international speaker and consultant on family business and continuation of family businesses from generation to generation.

To register for this forum, go to www.cvent.com and enter event code UY3JOH4LRH under RSVP, on the left side. The \$30 registration fee includes continental breakfast. CPE credits are available. For more information, call 301-279-5133.

NOVEMBER 14

*NASDAQ President on Global Business...
Beyond September 11, 2001*

Since September 11, 2001, the economic and political dynamics of the world have changed. Business leaders and entrepreneurs now face a litany of critical issues that will determine how successfully they can weather the current—and future—ripples in their business plans. Just how deeply the recent catastrophic terrorist events will change the growth model for Montgomery County's businesses and investors remains to be seen.

As Montgomery County businesses and their employees move on, they will need to address new questions head on—Can growth companies still compete around the globe? Which industries will be the winners and the losers? Where will investors be looking? The county and the entire Washington, D.C., metropolitan region have enjoyed extraordinary growth in recent years—especially in an economy based on entrepreneurial growth and its unflappable optimism.

Who better to provide perspective on the various issues than NASDAQ International President John Wall? He will be one of the next presenters in the Macklin Center for Entrepreneurship's breakfast symposium series on Wednesday, Nov. 14, 8-11 a.m. at the Bethesda Pooks Hill Marriott. The symposium, "Reaching the Global Market in Today's Political and Economic Environment," will explore entrepreneurial growth and critical business issues in light of the changed business climate.

Log on to www.macklin.org and click on "Events" for more information. Register online at www.cvent.com (enter code QIHVP99M8U). Or call 301-279-5133. The registration fee is \$30.

THE MACKLIN BUSINESS INSTITUTE

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