



The Entrepreneur Story

**Learn to Think Like An Entrepreneur
From 70 Biz Owners Who Made It Happen**

**Edited by Carolynn Duncan
A Hundred Dollar Business Project**

entrepreneur

Noun. The most difficult word to spell or pronounce correctly in the English language; someone who takes action on an idea in order to make an impact.

Spelled en-tre-pre-neur', pronounced ahn-truh-pruh-nur'.

the entrepreneur story

Noun. A practical guide to help you think like an ahn-truh-pruh-nur', so *you* can take action on an idea and make an impact.

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Kellie A. Murkley **Manage It, Inc.**



Manage It, Inc. was really started with a little Irish luck. I was working as a hair-dresser part-time while my husband John traveled for business a lot.

A client from the salon I worked in needed a cleaning lady... little did I know that my company was born the day I said yes.

With John working out of town so much, this was a way to not only make extra money but also to do something I liked doing.

Thus because of this one client, it developed to another and so on, allowing me to change careers and become an entrepreneur.

It also now provides solid job opportunities for employees and satisfies a need in an industry that had become frustrated with what was available in this market.

I branched out to commercial cleaning a year later after realizing that commercial had more advantages to it for my lifestyle. I joined a network group and acquired some commercial clients.

With that I did some networking on my own and obtained more accounts giving us a good position in commercial cleaning allowing us to break away from residential cleanings.

“Failure is only failure when you don t try.”

At the same time, a builder that I knew was frustrated with their service so we branched out to post construction cleanings simultaneously to commercial cleaning. It was a busy year to say the least!

Luck did have a lot to do with my business starting out but hard work, long days and working two jobs kept this company growing.

I was lucky in that I was also married to a man that taught me solid money management and how to have hands-on approach to this business.

Because of this, I learned that working two jobs would pay for the equipment that I needed, thus keeping my initial investment for the business lower and making us profitable earlier than anticipated.

It also allowed me to personally train each employee and to learn more about this new career. To date, I still personally train each facility we maintain, which has become part of the signature of our company.

Things were really growing professionally, and then things changed drastically personally. Ten years with my husband traveling led to us getting separated, and eight months later he passed away suddenly, I started a new relationship with a wonderful man, his mom then suddenly died, and then several moves later, I finally made it through the storm.

Although many times I wanted to just give up—close the doors to my business and the world— somehow, I did know that wasn't my purpose in this life.

Today Manage It, Inc. has over 20 employees and we continue to grow our staff with no glass ceiling in sight.

We are a commercial, new construction cleaning company that prides itself in our values that are based on:

1. Commitment to our customers.
2. Safety in our workplace by continuing education in health & safety.
3. Teamwork.
4. Effective communications between our clients and our employees.
5. Honesty and integrity.
6. Continuous learning and research for overall improvement in our services.

We are innovators in technology, products and services. With a reputation of an environmentally safe green company we take pride in keeping our environment safe one product at a time.

We maintain surgery centers, medical facilities, manufacturing and office complexes to just name a few of the types of clients that we satisfy today.

Thankfully when I needed them most I have always had mentors—my dad and my girlfriend Tammie.

My dad, Charles Mossburg, always taught me that failure is only failure when you don't try.... and that he believed in me and what I was doing before anything else.

These words held me up when I wanted to give up. Tammie, my dear friend, held me together professionally and personally when my life turned upside down, always keeping me true to myself and reminding me of my purpose in this world.

Today they both continue to give me support that gets me through those rough days.

I believe hard work will get you anywhere. I wouldn't change anything about my business. I love my job and my company. I feel that every day I make a difference to someone, and I feel that this is my purpose in life.

It isn't easy keeping motivated sometimes. You really have to give it 150% if you want to succeed. Because of this attitude, I feel that this is why we are not only a leading competitor in the commercial cleaning industry today, but also a referral-only based Green Company .

If you are thinking of starting a business, my advice to you is that you have nothing to lose except the possibility of looking back at a dream you could have had. Remember, Failure is only failure when you don't try.

Stay motivated, even when it's the hardest. Remember you are exactly where you are supposed to be.

Life can change suddenly— sometimes good, and sometimes bad— but his plan is exact. Stay on track and you will succeed. Look for your purpose in life and you will not go wrong.

You may even find pure happiness, if you're lucky enough.

What values will you build your company upon?