

Start Up Princess.com



Name: Kellie A. Murkley (Mossburg)

Hometown: Plum Borough, Pennsylvania

Current Residence: Penn Township, PA

Education: Associates Degree, License in Cosmetology from Pittsburgh Beauty Academy

Professional Background: Hairdresser, Graphic Arts, "student of life"

What you wanted to be when you grew up:
A mom and a vet

What you are: President/CEO of a Commercial Cleaning Company

Brief Summary of your Start Up: My company was started with Irish luck and lots of hard work. I found there was a need for cleaning services that provided reliable, honest, quality work. With some initiative, long hours and not giving up when it got hard today I am proud to say I employ over 25 people and growing. Manage It, Inc. is a referral based personalized commercial cleaning company. As innovators in technology, products and services we also are a "green company". With values based on helping our environment, commitment to our customers, safety in our workplace, teamwork, honesty, integrity, continuous learning, research and improvement in our services.

Company Email: ManageItInc@aol.com

What inspired you? I was meeting people that were frustrated with the quality of cleaning companies available for hire and frustrated with the conditions of their buildings. On the other end I had friends that were moms or didn't have college degrees and were looking for work that paid well. With this it also gave them the flexibility of being home with their child during the day and work at night. This was the inspiration...I just wanted to help both out and in the process developed a business.

How long have you been in business? 7 years

How did you fund it? Working two jobs and a lot of sacrifices!

Do you have a Fairy Godmother (or Mentor)? My Dad "my mentor"; schooled me in the "college of life". Always encouraging me to try different things, telling me that there is nothing I couldn't do. Some of his famous quotes "life is too short...do everything you want to do" and "Failure is only failure when you don't try". I was raised in an entrepreneurial family. My Dad and Mom had different businesses through the years so I was no stranger to business opportunities. They set good examples for me to follow. I am very blessed to have such wonderful parents they are my best friends and my support team...without them present in my life I wouldn't be who I am today.

Do you belong to any Business Organization or Networking Groups? I follow Seton Hill's E-Magnify's opportunities for isolated networking opportunities, participation in Telecasts with the Principal Group as well as a online women business owners chat group a friend just set up to help other women businesses in their daily challenges.

Current Business Challenge? Time management

What are you doing about it? I am working on delegating more to my office manager as well as sometimes saying no to people that want my time. I also pulled out my time management sheets to manage the day's tasks and prioritize the tasks...easier said than done.

Favorite motivational quotes: "Life is a succession of moments. To live each one is to succeed" and "Do not wait for others to open the doors for you."

Family? Three furry kids, my boyfriend Hoot, Mom & Dad, brother, sister in law, a nephew Sully & a niece Maggie, Hoot's sister, brother, brother in law and nephew which are my family too.

If so, how do you balance family and business? It's hard to balance and find quality time when self employed. But this year we moved my office out of our home which has made it easier to "leave work". However because we work at night my cell phone that is always with me rings at all hours....the one downfall of the business.

Favorite book? Rick Warren's "The Purpose Driven Life". Is one of many that I like and read often...I love motivational books!

What do you do to relax? Hanging out at home with my family and Hoot or going out with friends, reading, scrap booking, gardening, and playing with "my furry kids."

What do you want to change most about your world? Balance between work and home. I love my job so I tend to work long hours.

What are you most proud of? My life and where I am personally and professionally. I am grateful for the opportunities that I have had and the difference that I make on a daily basis in others lives. I have a successful company with employees that take pride in their companies services and each other, a wonderful family & great friends that are here to share my life with me...I am truly blessed.

What advice would you like to offer other Start Up Princesses? Life is full of opportunities....try anything you want to do.... there are no glass ceilings for those that have faith.

Favorite Magic Wand (tool/resource)? "My personality" which has opened many doors for me, the internet where I constantly research new products, techniques, etc...my cell phone and laptop that provide a portable office, my family that continue to remind me of how proud they are and lend their support and share their love.

If you could design a tiara, what precious stones would you use? Diamonds

Would you be interested in being a Fairy Godmother to another woman entrepreneur? I would be honored to help any future entrepreneur in any way I can.

What business subjects would you feel comfortable mentoring in? Contracts, negotiations, initial business set up, leadership and sales.

Would you be interested in going to lunch with other women entrepreneurs for a "networking tea party"? Yes