

## MENTORS

[www.workboxcompany.com](http://www.workboxcompany.com)



### MENTOR ALEX NEWMANN

Alex Newmann is a sales coach & consultant helping tech companies grow revenue to \$50 million/year. He works with young companies to gain traction and find their initial customers to building scalable, repeatable revenue producing systems. He was Co-Founder & CEO at FinanceFuel, COO at Storefront, CRO at TechDay, and VP of Sales at PivotDesk. Alex is opening his calendar for 30 minute sessions to help founders with any challenges they may be facing right now. Some ideas: crises communication, customer success, creating a data driven sales org, increasing sales close rates, and more. Contact Alex: [alex@newmannconsulting.com](mailto:alex@newmannconsulting.com).



### MENTOR BRIAN HALL

Customer Success Coaching: Retaining Customers in a Challenging Economy  
Schedule a 30 minute Customer Success Coaching session with Carema Consulting. We will explore with you how your business can best prepare for retaining and driving value for your current customers. To schedule a Web conference: Contact Brian Hall, President and Founder of Carema Consulting, at [brian@caremaconsulting.com](mailto:brian@caremaconsulting.com).



### MENTOR JOHN MAZARAKIS

John Mazarakis is Co-Founder and Principal of Chicago Atlantic, a specialty capital provider and alternative to traditional bank lending. John brings over 20 years of entrepreneurial, operational, and managerial experience to the table. Over the last two decades, he has launched successful ventures in real estate, retail, hospitality, and personal fitness. He has invested in and served as an advisor to multiple successful startups. John has an MBA from the University of Chicago and a BA from the University of Delaware. John is happy to help with cash flow models, projections, advise on customer retention, and provide general guidance on good business practices. John is available M-F 4:30pm to 5:15pm CST. To book please email John at [jmazarakis@chicagoatlantic.com](mailto:jmazarakis@chicagoatlantic.com) with a subject line "Workbox Mentorship."



### MENTOR PATRICK FARRAN

Patrick Farran brings 25+ years of experience as a senior leader and consultant in change management. Patrick currently serves as Associate Director for Graduate Business Career Development at the University of Notre Dame where he teaches consulting/strategy and entrepreneurship. Patrick has opened up his calendar for 30 minute one-on-one sessions with founders and business owners to talk through: business strategy, work meaningfulness, team culture/engagement, business ops/infrastructure/tech planning, and any general concerns of navigating your business during COVID-19.

To book with Patrick, please use this link: <https://calendly.com/patrick-farran/30min>



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### MENTOR STEVE SUBAR

While the COVID-19 issue is unique, sudden downturns are not. In this way, it is similar to 1981, 1990, 2001 and 2008 - all of which I've worked and prospered through. Prior to you joining, TechCXO hosted an event at WorkBox on this very topic, Prospering in the Downturn.

Personally, I am advising companies that are dealing with unexpected changes to their plans - funding in this environment, lost sales, downsizing etc. Happy to speak with any members who are concerned or struggling with this.

Contact Steve: [steve.subar@techcxo.com](mailto:steve.subar@techcxo.com)



### CAPTIAL PARTNER STARTING LINE VENTURES

Haley Kwait Zollo with Starting Line Ventures is offering virtual meetups for any consumer focused/B2C companies that are looking for help with formalizing some creative strategies. Haley is also sharing best practices she's hearing from the front-lines in the startup ecosystem. If interested, contact Haley at [haley@startingline.vc](mailto:haley@startingline.vc).