

BILL MOLYNEAUX

Molyneaux Tile Carpet Wood



Bill Molyneaux is co-owner and Vice-President of Molyneaux Tile Carpet Wood with over 43 years of experience in the flooring industry. His current focus is providing flooring services for the property management and commercial market in Pittsburgh. He started in the business at the age of 14,

installing flooring and learning skills of ceramic tile, vinyl tile and sheet goods. His career in the family business progressed quickly and at the age of 20, Bill became responsible for running the entire operation. He was a vital part of the business growing from one location to its current eight locations today. Outside of his work and family, Bill is a director for a medical team in Honduras where he shares his knowledge of farming, construction and Spanish. Bill has a passion for connecting people and opportunities in the Pittsburgh region and welcomes you to connect on your flooring needs!

MELISSA MOLYNEAUX

Molyneaux Tile Carpet Wood



Melissa Molyneaux McFarland is the Chief Operating Officer at Molyneaux Tile Carpet Wood, where she is responsible for customer experience and operational efficiency. She graduated from Duquesne University in 2011 and before joining the family business in 2016, gained external

experience holding IT and financial positions. She is extremely passionate about the family business and has been involved with the company for as long as she can remember. She always has continuous improvement and growth in mind and is invested in developing the company's 100+ employees in order to achieve sustained success. Some of her largest achievements to date are: establishing an organizational structure focusing on the company's Vision, Mission, and Values, transitioning the company to a paperless ordering system, mobilizing salesforce with tablets, and forming a customer experience team to ensure quality and communication after the installation.



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QUOTES FROM 2018 ATTENDEES

"Excellent content! Very valuable information by local thought-leaders!"

"I have learned so many tips and tricks for my business to get in front of my target audience"

"Wonderful stories, professionalism and information shared"

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Contributing

- Cohen & Grigsby, P.C.
- Bridgeway Capital
- Dennis Piper and Associates
- Dollar Bank
- First National Bank
- Innovation Works, Inc.
- UPMC
- Urban Redevelopment Authority

SCHEDULE

8:30-9 a.m.	Registration & Breakfast
9-9:50 a.m.	Welcome & Morning Keynote How to Create Something from Nothing: Never Give Up! <i>Mark F. DeSantis, CEO, RoadBotics and Executive in Residence, Palumbo-Donahue School of Business</i>
10:00-11:00 a.m.	Workshop Session 1
11:10-12:10 p.m.	Workshop Session 2
12:10-1:30 p.m.	Lunch & Keynote Leverage Your Team for Success <i>Bill Molyneaux, Vice President and Co-owner and Melissa Molyneaux McFarland, COO</i>
1:30-2:45 p.m.	Tradeshaw, Networking, Dessert
3:00-4:00 p.m.	Workshop Session 3

WORKSHOP SESSIONS

- Superior Sales: How To Close More Business in 2019
- Pricing for Greater Profits: Getting Maximum Value for Your Product or Service
- Raising Money for Growth
- Checklist for Launching A Successful Business
- Inspirational & Insightful Stories from Successful Entrepreneurs
- Social Selling: Which Channel is Best?
- Building a Great Brand & Why it Matters
- Money to Launch: Where to Find Startup Capital in Pittsburgh
- Selling to Government & Global Markets
- Securing Patents & Prototypes For Your Invention
- Get a Bigger Bang for Your Email Buck
- Rules, Regulations & Best Practices for Hiring Great Employees
- Uncover Opportunities & Drive Growth with Market Research

 Visit duq.edu/Growth for session descriptions and speaker bios.

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Registration includes breakfast, keynotes, lunch, workshops, trade show and raffles.

- Full Day Registration: \$ 139
- Walk-ins: \$159
- Buy a Table for 10: \$500
- Students with Valid ID: \$50

Location and Parking

Duquesne University, Duquesne Union,
700 Forbes Avenue, Pittsburgh, PA

Cancellation and Refund Policy

Registered participants cancelling before May 24 will be granted a refund minus a \$25 administration fee. Please email calit@duq.edu.

Cancellations after May 24: You may transfer the program cost to another SBDC event or program.



Funding support and resources are provided by the Commonwealth of Pennsylvania through the Department of Community and Economic Development; through a cooperative agreement with the U. S. Small Business Administration, and through support from Duquesne University. All services are extended to the public on a non-discriminatory basis. Language assistance services are available for limited English proficient individuals. Special arrangements for persons with disabilities can be made by calling 412.396.1633 at least 2 weeks in advance. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. SBDC services are not available to individuals or entities that have been debarred or suspended by the federal government. By agreeing to receive assistance from the SBDC you are self-certifying that you are not currently federally debarred or suspended and also agree to cease using SBDC services if you become federally debarred or suspended in the future.

KEYNOTE SPEAKER BIOS

MARK F. DESANTIS

RoadBotics



Mark is CEO of RoadBotics, an AI platform for assessing roads and roadways infrastructure. In addition, Mark was Executive Chairman of kWantix, a quant hedge fund, CEO of kWantera, a GE Ventures backed energy trading company, CEO of Think Through Learning, a venture-backed online tutoring company

and US Managing Director of ANGLE Technology, PLC, a UK-based venture capital firm and consultancy. Mark is on the Advisory Board of MIR Ventures in Palo Alto and has a dual appointment as an Adjunct Professor in both Heinz College and the School of Engineering at Carnegie Mellon University. He is also an Executive In Residence for Entrepreneurship in the Palumbo School of Business, Duquesne University.



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Visit our trade show and talk one-on-one with experts who can help you grow including lenders, technology and social media specialists, accountants, attorneys and more. Get a professional picture from our photographer for your website and social channels.