

47 REASONS FOR HAVING

DEBI BUSH

ON YOUR TEAM



WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



John Hermann
Former Channel Sales Executive, Microsoft – Mountain Area
Internet of Things Device Team

“I’m fortunate to have partnered with Debi for almost 9 years. CMIT of Denver continues to be one of our most respected small business solution providers in the Area, and has done a great job introducing cost-effective technology solutions to our shared customers in Colorado. Debi has always “pushed the envelope” on innovative communication & nurture marketing strategies, in addition to leveraging the many resources and campaigns available to Microsoft partners. Serving as a member of the US Small Business Specialist counsel, Debi is a great spokesperson and advocate for the thousands of partners she represents in our channel. 2 thumbs up and highly recommended!”



Scott Barlow
Vice President, Global Channel Sales & Marketing
Sophos/Reflexion Networks

“Debi has to be one of the most focused and enthusiastic partners I’ve worked while at Reflexion. Debi and CMIT Solutions of Denver understand technology, the pain that customers feel, and how to solve that pain in an affordable and effective manner. I highly recommend the “Bush Tandem” and their team in the Centennial State!”



Michael George
CEO
Continuum Managed Services, LLC

Prior to acquiring Continuum, the leading company in its category, we asked our teams to identify a few key, influential leaders in our industry. Debi Bush was illuminated as a progressive, business minded professional with a visionary mind combined with a practical approach to the dynamics of our market. A few members of my executive team and I made a trip to Denver to meet with Debi and a few members of her team. After deep and thoughtful probing and her gaining an insightful understanding of our approach, Debi leveraged her broad and well-earned influence over the entire CMIT community to welcome us as a mutually-beneficial partner. Debi uniquely understands the power of nurturing relationships combined with the natural order of sound business. Fortunately for us, her grounded logic and reasoning resonated with the entire community of more than 120 franchise peers. A clear indication of our strong and growing relationship was when the Mastermind Group requested a special meeting at Debi’s insistence. This proved to be a seminal moment in our relationship with CMIT as a community, and was a clear reflection of the respect she garnered from the entire community.

Debi is fair and balanced in her views and is careful to leverage her voice in places of importance, while shedding the distractions of those things that matter less. Debi has earned my highest respect and regard as leader in her chosen field and focus of interest.

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Jeff Johnson
VP, Producers Club
Technology Marketing Toolkit

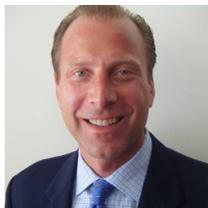
“Debi is a tremendous example of a hard-working, results-driven business owner. Her influence in the channel and with her clients is extremely high based on her efforts. During Debi's role as a Captain in the Producers Club, I could always count on her to be ready to volunteer as needed. Her leadership with our members is well respected.

On a personal note, I have enjoyed knowing Debi for the last 10 years within CMIT Solutions and also in Robin Robins' organization.”



Scott Brennan
Founder
CMIT Solutions of Fox Valley North (IL)

“A passion for excellence and a talent for timely communication with clients, colleagues and partners were both the key to Debi's success and the impression she left with everyone she interacted with. Debi was always the first to volunteer when there was work to be done, and quick to organize and execute the needed tasks. Based on the 7 years I worked with Debi as a colleague, I highly recommend her for roles where collaboration and leadership are the sought after qualities for success.”



Scott Graflund
President
CMIT Solutions of Chicagoland North

“I've had an opportunity through a peer networking group to work closely with Debi Bush over an extended period of time and find her skill set one that is highly marketable. Debi is a natural leader. Her enthusiasm towards whatever she focuses her energy towards is always at an extremely high level. Debi throws herself completely into her efforts and the enthusiasm she exudes, drives the whole group forward. Debi is a connector and is a high energy "people person".

Debi is a perfect fit for any task or position that involves business strategy, sales and relationship management. Debi has extensive experience in the MSP space and understands the nuances of that business vertical and the importance of the Channel in supporting MSP-related business efforts. In our networking group we utilize a process called "Limelights" that takes a 360 degree look at a business and helps figure out what needs attention to create business value. Debi has been a true leader in this effort within our peer group and through my own experience participating in one of these unique review processes, has had a material impact on the company I own and on my bottom line. I would strongly recommend Debi Bush to anyone considering a business relationship with her.”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Yvette Porter-Steele
Sales Manager, CompTIA Trustmark division
CompTIA

“I first met Debi at a National CMIT Convention. From the moment we met, her qualities as a leader were obvious. As we have worked together, she has demonstrated her commitment to the success of the IT industry as a whole as well as the success of her clients. She has a get-it-done, can-do attitude and a genuine sincerity where you can grow to trust her right away. She is truly an asset to any organization.”



Shirley Peterson
President & Owner
CMIT Solutions of Fort Worth

“Energizing any room she enters, constantly tuning up her leadership and consistently connecting with new people, you’ve got to love Debi, as she invites participation from everyone she meets.”



MJ Shoer
President and Founder, Jenaly Technology Group, Inc.
Chairman, CompTIA

“I have known Debi for many years and she is highly respected in the IT Channel. I have interacted with Debi as a peer business owner as well as a member of the same marketing consulting group. Debi has keen business skills and represents her organization with professionalism, integrity and an obvious passion for her work. As a leader within her peer group, she set standards of achievement that others aspired to and was a sought after mentor. Within the industry, Debi is respected for her successful business and sought after for her insights on the industry and how we can collectively serve our clients better. I would welcome the opportunity to work with Debi in any capacity. Any organization that is able to leverage her skills would be wise to engage with her.”



Elizabeth Sopher
CEO & Founder, Clouds and Stars
and the QuickZip® Sheet Company

“Debi is an energetic, organized, and passionate professional. Our company was just starting when we worked together and she provided great leadership in getting the sales and marketing program off the ground. She effectively identifies and reaches out to potential customers and then follows through to closure. I have also worked with Debi on community activities where she shows the same energy and professional conduct and recommend her highly.”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Evan Stein
Owner
CMIT Solutions of Manhattan (NY)

“Debi is a wonderful partner to have in the CMIT system. She is a fellow franchise owner and has been invaluable in sharing her experience, ideas and resources to help me individually and to help the CMIT system as a whole.”



Abby Hanson
Former Microsoft Tele-Partner Account Manager (TPAM)
Ingram Micro

“Debi is an amazing individual with a lot of drive and passion for the clients she works with. She goes above and beyond each day to make sure she makes the most of the opportunities that she receives. Debi is one of the hardest working individuals I know and each day strives to do better than what she did the day before.”



Beth Burnside
Owner
CMIT Solutions of Erie (PA)

“Debi has a special knack for inter-company collaboration; she is a great group leader and facilitator who can help groups stay on track and on point.”



John Nelson
Coach/Trainer/Facilitator/Business Development Expert
Sandler Sales

“Debi is one of the people in the IT world that is a true delight. She is one of the kindest and most diligent people I've ever met and these attitudes show up with her company--CMIT Solutions of Denver. If you need IT care for your company I highly recommend talking to Debi and her people.”



Ray Pearson
VP Affiliate Sales & Marketing, Western Region
Content Management Inc.

“Committed to results and communicating with the customer.”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Cheryl Nelan
Owner
CMIT Solutions of Monroe (NY)

“Debi makes things happen. From leading our peer group (a difficult group of business owners all with different backgrounds - tough to keep on track) to being a voice for her clients, Debi goes above and beyond to get the job done. As our peer group leader, she brought direction and kept the group on track so we could accomplish our goals. She challenged each individual while also contributing her own experience to bring new ideas to help each of us succeed in our businesses.

As a voice of her clients, she looks for ways to improve the relationship she has with each (regular communication and monthly e-newsletters that are both informative and provide a personal connection, as examples). Then, she shares her experiences so that CMIT as a whole can better serve our clients. As I was looking to close a new account and asked her about a reference account in the same industry, she jumped right in to help - going beyond just asking her client to be a reference but also providing me valuable information about the industry and key points that helped me close the deal.”



Scott Franssen, MNM
Sr. Development Officer
Tennyson Center for Children

“Debi is an outstanding business woman who reaps success with her efforts. She is dedicated to her profession and truly a person well respected in the field of IT. Additionally Debi engages with her community. Whether through her selfless involvement with the Greater Glendale Chamber of Commerce or through her Rotary Club. She seems to believe that life is much more than just her career.



Doug Bates
President
CMIT Solutions of Fayette/Coweta (GA)

“Debi is a high energy, dedicated business exec who works tirelessly to grow her business. I was co-chair with Debi for a CMIT Mastermind group and her passion for the group, and ultimately the success of the members is a credit to her high personal integrity. Debi also has been a leader in our SMB IT market space and is always challenging herself to grow and lead her organization towards the future.”



Eric Baryol
Principal
Leverage IT Consulting

“Debi is a fantastic business facilitator, really listening to clients to get to the real needs and find a great solution.”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Mike Klingbiel
Sales Manager, The Pinnacle Group
Rotary District 5450 Governor 2012-13

"Debi has brought vision, passion and involvement to Rotary membership for District 5450. She has helped to reenergize and bring many new ideas to membership for Rotary. With her guidance she has helped bring focus to retention, new ways to identify and recruit outstanding people from our communities, she has worked hard to train and equip our leaders to focus on membership within our clubs and District 5450.

Through her leadership she has helped our District to continue to grow and thrive even though membership in service organizations is declining. You are Outstanding!"



Jennifer Holmes
President
MIS Solutions (Suwanee, GA)

"Debi is a connector and people person. She genuinely loves helping others achieve their goals and objectives. She is diligent and always ready to lend a helping hand. She has excellent communication and collaboration skills for messaging and client communications."



Jeff Connally
CEO and President
CMIT Solutions, Inc.

"Throughout my time working with Debi, she has provided leadership, market insights and has been a wonderful communicator. She volunteered for her office to be CMIT's first office to undergo our in-depth peer review process."



Carly Adams
West Region Channel Account Manager
FreedomVoice

"Debi has been such a joy to work with. She is quick to reply and very organized and efficient in her work. She multi tasks easily and has been a great referral for FreedomVoice. Not only is she helpful in day to day tasks, she is also very proactive with future tasks and always makes sure her customers and vendors have what they need. I gladly recommend working with Debi and CMIT Solutions of Denver. "



Jeremy Treister
President
CMIT Solutions of Chicago Downtown

"Debi leverages Denver local vendor partnerships in creative ways and takes an innovative approach to marketing that is helping me develop CMIT Solutions in Chicago. It is always great to share ideas with her."

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Barbara Wells
Attorney, Owner and Director
Minor & Brown, P.C.

“I worked with Debi as part of a team to select the winner of an award. Debi was our team leader, and she efficiently and effectively pulled together a group of people who did not know each other. Debi gave us the guidelines and as a group we developed the plan and selected the award winner in record time. Debi kept us focused on our task, while also making it fun and rewarding for us too.”



Jamie Izaks
Founder & Owner
All Points Public Relations

“There is nobody more focused than Debi Bush. Yet, her determination and attention to detail comes so natural that it is infectious. She's genuine, methodical and overall a fantastic individual to collaborate with on day-to-day work as well as larger strategic planning. At the same time, if you do right by Debi, she is loyal beyond compare. She takes a sincere interest in the success of others and has truly embodied the entrepreneurial spirit that is redefining the business climate we are working in today.”



Michelle Herring
Director of Operations and Owner
CMIT Solutions of St. Charles/Chesterfield (MO)

“Debi served a two year term as a co-leader for our peer group. She has, and continues to provide vision and valuable leadership to our group. Although her term has ended as co-leader, she is still a valuable member of the group that volunteers often. No matter what the situation is, Debi has a passion and energy for helping others that cannot be missed.”



Rhonda Scurek
Director of Conventions
American Numismatic Association

“Debi is great addition to any organization. I have had to pleasure to work with Debi through CSAE and have loved every minute of it. She is well organized with an eye for what works on the technology side. Always willing to put in that extra time to make sure the membership of CSAE is taken care of. Great people and technology person!”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Ray Merenstein
Owner
RDM Communications

"Debi is masterful in what I call, "between the lines." She has an innate ability to uncover connections others fail to see, to involve community enrichment in all that she does, to balance family and business, and to ensure client services are filled with follow up and satisfaction. Her unquenchable thirst for learning about other businesses practices - adding onto her own business acumen - makes her a strong ally for anyone's business efforts."



Dave Minker
Founder
CMIT Solutions of Boston

"As evidenced by their steady growth, Debi clearly excels in her formal role of Chief Marketing Officer, but her positive influence on the business' focus and direction reaches far beyond Marketing. As one of the top-grossing offices in the country, Debi is instrumental in keeping the business moving forward on a daily basis."



Barbara Dove
President & CEO
Dove Strategic Consulting

Debi brings great skills in leadership and management to the business. She is always on the forefront of building the business using structured marketing techniques that were ahead of her competition. She knows so many people in Denver and the surrounding area, her client base filled with people who trusted her and the business she ran. She was quick to adopt new marketing skills and is in the lead with regular communication full of sound business advice her clients respect. She is also well respected by the vendors she chooses. She works very closely with them to balance the benefits they provide with the developing needs of her clients. She manages the relationships well as a trusted advisor managing the relationships between her clients and her suppliers so they both are able to optimize delivery of a superior product.

I enjoyed working with Debi for so many years and recommend her both as a superior business woman and a friend."

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Theresa Jones Schwab
Founder
CMIT Solutions of Downtown Austin

"Debi and I have worked side by side for about 4 years now. She is especially strong in developing and managing vendor relationships. I have benefited from her work vetting new vendors for our businesses. Debi creates strong, mutually beneficial relationships in all her endeavors."



Michael Brady
President, Generosity Wealth Management
District 5450 Trainer & former member of District Membership Team

"I cannot recommend Debi enough for all the leadership and organization she has brought to our District Membership Committee. As a committee, we worked on retention, acquisition, and organizational growth for the District, and in all of these areas she helped frame the issues, provide a safe place for brainstorming, and then ensured ideas were put into action. Any company or group will benefit from having her leadership and participation."



Peter Ewing, MD
Rotary District 5450 Governor 2014-15

"Debi Bush has been the chair of our Rotary District's Membership development committee. She has worked diligently to develop effective strategies to help our clubs grow their membership, retain their current and new members, and monitor the overall membership profile for every club in the district. She has developed, with other members of her committee, a tool to identify clubs with early signs of membership problems and then with other committee members is able to intervene and help them improve their retention and attract new members. She has shown GREAT leadership skills and her committee is perhaps the most effective committee in the district."



Doug Johnson
President
OMNI IT Solutions (Foothill Ranch, CA)

I have known Debi for five years having met her through the Technology Marketing Toolkit organization in Nashville. We were members of an accountability group for four years and most of that time she was the captain of the group. Not only did she encourage me and hold me accountable for key activities to grow my business, but she became a stalwart peer in the IT industry and friend for life. And, when it was time for me to leave the group, she was supportive and still checked in with me. Debi brings a positive attitude and a great deal of enthusiasm to all that she does.

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Kim Schneider Malek
Family Business/Enterprise Consultant, Facilitator,
Speaker and Educator

“Debi did an excellent job of securing new business and, more importantly, ensuring her clients received stellar service. Her authenticity and compassion made her an excellent director of relationships. She had a unique way of finding, building, and sustaining strong relationships with each client as an organization and with each person within the client system. She was a stellar team member who was driven, collaborative, and insightful.”



Andrew Burns
Regional Manager—Data Security, Identity & Access Management
Oracle

“Debi is a leader among her peers. She is consistently at the top of the list of successful CMIT franchisees. She remains there by taking a sincere interest in her clients business technology needs and making thoughtful recommendations. Besides being extremely knowledgeable, she is a warm outgoing person who will go the extra mile for **all** her family, friends, clients and colleagues. I cannot say enough good things about Debi Bush.”



Sue and John Smythe
Owners
CMIT Solutions of Everett (WA)

“Debi is a top performer in the franchise system and we shared membership in CMIT Pacesetters, a group of top performers in the system who gather together to help each other grow our businesses. Debi is a consummate professional with strong business acumen and really great advice to share. I would recommend Debi to any business owner looking for creative ideas and excellent customer service in managing your IT systems.”



John Sadler
VP Affiliate Sales
JLTV

“Debi is one of the most professional and driven people I have had the pleasure to work with and manage. She is results-oriented, focused, needs minimal (if any) oversight and can take a project from the start to the finish. She is well respected and has incredible contacts and relationships that drive sales and expansion of business development and future opportunities. She listens and responds with thought and reflection - a rare quality among senior level sales executives. I also have the honor of being a good friend of hers - not just a supervisor. She is a pleasure to be around.”

WHAT PEOPLE HAVE TO SAY ABOUT DEBI BUSH



Lawrence Schweitzer
President
CMIT Solutions of East & West Nassau

"I have known Debi for over 5 years and during that time have become more than just business associates. We served together on the CMIT Solutions Franchise Advisory Council. I would call upon Debi for advice on marketing, staffing, and how best to serve our clients. She is always willing to lend an ear and has fun at the same time. She is a true gem!"



Carol Ferrari
General Manager, DreamBrand
Cambridge, MA

"I had the pleasure of working with Debi as partners while I was at Intronis. Debi's ability to create, maintain and grow partner relationships is second to none. She makes it her business to have a deep understanding of what is important to the other side of the table. Debi has excellent communication and presentation skills. In the partner/MSP community Debi is a very well respected leader because of her charisma and focus and -- the bottom line -- she is a great person with a lot of integrity. "



Bob Breitman
President/CIO
BTR Associates

"I have known Debi Bush (CMIT Solutions of Denver) for a few years now through an industry marketing organization. We were part of the accountability group and Debi was the group Captain. She is very organized and dedicated to her business, our group and our channel. It was a pleasure having the opportunity to get to know and interact with her."



Shana Laurienzo
Greater Glendale Chamber of Commerce

"As one of our founding chamber ambassadors, Debi has been a major supporter of our goals and vision. She has become one of the faces of our organization and a reliable resource for members and potential members. Approachable and friendly, Debi helps our members feel at ease and her extensive knowledge of the chamber has been a huge asset.

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Thor Severson
Principal
Leverage IT Consulting

“I had the pleasure of working with Debi while we were both members of a national mastermind group of top Managed Services Providers in the US. Debi represented her successful company in Denver. Debi provided valuable input, leadership and counsel to the group. She also devoted a great deal of time in committee work, contributing hours and valuable deliverables to the group.”



Laura Zaspel
Founding Consultant
New Energy Consulting, Inc.

“Debi Bush (CMIT) stands out and above the crowd of IT providers in several ways. She has so much energy and enthusiasm for her company and for her clients' success -- it is contagious. Her confidence in her services shines through. Debi is also such a genuine person that her actions ALWAYS back her enthusiasm -- she is not a shallow sales pitch. We are very happy to be in partnership with Debi and CMIT.”



Susan Bateman
Owner
CMIT Solutions of Broomfield/East Boulder (CO)

“Debi Bush provides great customer service and client care. I know clients feel very comfortable and well taken care of. I highly recommend Debi!”



Cindy Phillips
CEO
BizDevSherpa

“Debi Bush is an exceptional leader. If you are struggling to understand how to grow your business or how to apply technology to make a long-term sustainable difference to your bottomline, call Debi. She's deeply connected in the universe of people serving the SMB (small business market), and has the ability to bring the right resources to the table. Debi has a generous spirit and is an exceptional listener. If you need a SMB technology wizard, call Debi.”