BILL DROHAN is an advisory board member of the Fairfax County Economic Advisory Commis-
sion; a board member of Virtual, Inc.; and Managing Director of Southeastern Capital Investment
Holdings, LLC, a real estate development and investment firm. Mr. Drohan founded the Drohan
Management Group, Inc. (DMG), a Reston-based association management and consulting firm.
Over three decades, he grew the company to 75 employees servicing more than 30 clients, be-
fore selling DMG to Striker Capital Partners. DMG has since been merged into Virtual, Inc. one of
the largest association management companies in the industry. Mr. Drohan also was a founding
director and served as Chairman of the Board of Alliance Bank in Chantilly, Va.

LEN JOHNSON brings 40 years of business expertise in government contracting, marketing, advertis-
ing, media, communications, public relations, creative services and consulting. He grew a three-per-
son graphic design studio into JDG Communications—an integrated marketing communications
firm with 15 employees—before selling it in 2009. “When I sold my business,” says Mr. Johnson, “I
benefited from the advice of a SCORE counselor who helped frame the financial details of the
transaction. Having personally benefited from SCORE, I chose to volunteer as a mentor to experi-
ence the joy of seeing other entrepreneurs succeed.” This hands-on management experience and
knowledge of marketing, business development and sales is the foundation for his mentoring advice.
His mantra is: “I will be your biggest cheerleader and your hardest task master.”

MARK NOVICK owned and operated a chain of automotive parts and paint stores (plus an automo-
tive machine shop) in the Shenandoah Valley, as well as Leesburg and Purcellville (Virginia) for 25
years. By the time he sold this business to a company with a national footprint, he handled sales
and operations (and acquisitions) for 35 stores east of the Mississippi, as well as Texas, Arizona
and Ontario, Canada. Before retiring, he was vice president of field audit and implementation for
all 175 Stores in the company. Mr. Novick graduated from Ithaca College (New York) with a Bachelor
of Science degree in Business Administration.

KRISTIN SHARPE was founder and president of an IT services consultancy that she grew into a
professional services firm with a nationwide presence. Her company specialized in implementing
cloud technologies to many of the nation’s top colleges, universities and nonprofits. After 14 years,
she sold her company to a larger consulting firm. Ms. Sharpe works with clients to help them plan,
start, operate, grow and sell their businesses. She provides guidance in how to develop a value
proposition and business plan; close critical first clients; understand financials and build financial
success; build an effective team and grow a business through marketing, alliances and partnerships;
as well as pre-acquisition planning and preparation and post-acquisition stewardship.

STEVE TERRILLION has more than 30 years of domestic and international pre-press, printing, and
network operations management experience in the magazine, directory and newspaper publish-
ing industries and was an industry change leader in analog to digital methodologies. Mr. Terrillion
formed and led strategic corporate efforts in change management, business alliances, team build-
ing, targeted selection, mergers and more. In 2010, he launched a consultancy focusing on busi-
ness continuity, strategic planning and business start-ups. In 2014, Mr. Terrillion became a venture
partner/COO in a Northern Virginia-based franchise business that he leads and personally manages.