



Kansas City SCORE Skills and Experience Report

[Back To Main Menu](#)
[Back To Chapter Reports Menu](#)

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Skills	Experience
Accounting, Bookkeeping Robert Bates Gary Brickman Harold Clough Arthur Gilson Gary Jenkins John Lindsay Dave Oshel Mary Lou Roberts R. Mark Ruehl Stewart Saliman Bob Swett Marvin Weishaar	Advertising Joel Resnick Errett Schmid Banking Gary Brickman Rod Foster Business Services Robert Bates Arnie Brooks Pat Carlin Ann Cason Harold Clough Alvaro Corredor Fred DeSieghardt Dick Esten Mike Foley Rod Foster Ann French Ed Fritsch Spencer Gerber Arthur Gilson Mike Haughton Robert Howell Gary Jenkins Ed Kill Bob Leek John Lindsay Don Loudon Monty Lull Kim Malcolm Fritz McGinness George Millinger Bob Naibert Jon Newcomb Marcie Olinger Dave Oshel Joel Resnick Mary Lou Roberts R. Mark Ruehl Stewart Saliman Keith Schmedemann Errett Schmid Art Shaffer Bob Swett George Thompson Gerry Wahrenbrock Robert Weed Marvin Weishaar David Westphal
Administration Rod Foster Errett Schmid	
Advertising Joel Resnick	
Appraisals, Valuing Jerry Kolb	
Aviation/Aerospace Jerry Kolb	
Banking Rod Foster	
Business Plans Dick Esten Ed Fritsch Mike Haughton Robert Howell John Lindsay Monty Lull Marcie Olinger Errett Schmid Gerry Wahrenbrock David Westphal	
Business plans and strategies Kim Malcolm	
Business Taxes Robert Bates Gary Brickman Mary Lou Roberts Stewart Saliman Bob Swett Marvin Weishaar	
Buying & Selling a Business Mike Foley Robert Howell Gary Jenkins Ed Kill Jerry Kolb Monty Lull Bob Naibert Jon Newcomb Stewart Saliman David Westphal	
Cash Flow Ann Cason	
Computer, Information Systems Gary Jenkins Jim Peters Art Shaffer	
Computer, software Jim Peters	
Construction Harold Clough	
Consulting Don Bol Robert Howell	
	Consulting Arthur Gilson Joel Resnick Stewart Saliman Insurance Agents, Brokers & Srvs Ann French Insurance Agents, Brokers, & Services Jerry Kolb Robert Weed International Business Joel Resnick Manufacturer Representative Jerry Kolb Manufacturing Jim Peters Mergers & Acquisitions Jerry Kolb Joel Resnick Stewart Saliman Metalworking Machinery Jerry Kolb Production Management

	<p>Ed Kill Errett Schmid</p>	<p>Jim Peters</p>	
	<p>Customer Service Pat Carlin</p>	<p>Public Relations Joel Resnick</p>	
	<p>Electrical Engineering Jim Peters</p>	<p>Real Estate Agents and Operators Jerry Kolb</p>	
	<p>Export/Import Alvaro Corredor</p>	<p>Restaurants Stewart Saliman</p>	
	<p>Financing Gary Brickman Ann Cason Harold Clough Dick Esten Jerry Kolb Monty Lull George Millinger Dave Oshel Mary Lou Roberts Stewart Saliman Marvin Weishaar David Westphal</p>	<p>Sales and Marketing Don Bol Rod Foster Arthur Gilson Jerry Kolb</p>	
	<p>Food, Restaurants Stewart Saliman</p>		
	<p>Franchising Bob Naibert Marcie Olinger</p>		
	<p>General Management Robert Bates Don Bol Gary Brickman Harold Clough Alvaro Corredor Fred DeSieghardt Ann French Ed Fritsch Spencer Gerber Arthur Gilson Ed Kill Bob Leek John Lindsay Jon Newcomb Marcie Olinger Joel Resnick Mary Lou Roberts R. Mark Ruehl Keith Schmedemann Errett Schmid Bob Swett Gerry Wahrenbrock Robert Weed</p>		
	<p>Human Resources, general Gary Brickman Mike Foley Keith Schmedemann</p>		
	<p>Importing Alvaro Corredor</p>		
	<p>Internet Dick Esten Mike Foley Rod Foster Jim Peters Art Shaffer</p>		
	<p>Inventory management Arthur Gilson</p>		
	<p>Legal Services Don Loudon Bob Naibert Joel Resnick Art Shaffer</p>		
	<p>Manufacturing Dick Esten Mike Haughton</p>		
	<p>Manufacturing, packaging Jim Peters</p>		
	<p>Marketing, General Don Bol Arnie Brooks Alvaro Corredor Fred DeSieghardt Mike Foley Ann French Ed Fritsch Spencer Gerber Arthur Gilson Mike Haughton Robert Howell</p>		

Ed Kill
John Lindsay
George Millinger
Jon Newcomb
Joel Resnick
R. Mark Ruehl
Gerry Wahrenbrock

Marketing, market research
Joel Resnick

Nonprofit Associations
Ann French
Spencer Gerber
Mike Haughton
Robert Weed

Printing/Copying
Fritz McGinness

Real Estate, General
Joel Resnick
Mary Lou Roberts

Retail
Fred DeSieghardt
Arthur Gilson
Mike Haughton
Gary Jenkins
Jerry Kolb
Jon Newcomb
George Thompson
Gerry Wahrenbrock

Sales, general
Arnie Brooks
Rod Foster
Ann French
Spencer Gerber
Robert Howell
Ed Kill
Jerry Kolb
George Millinger

Sales, Retail
Rod Foster
Ann French

Start-Up
Ann Cason
Harold Clough
Rod Foster
Ann French
Mike Haughton
Robert Howell
Gary Jenkins
Monty Lull
Kim Malcolm
Bob Naibert
Marcie Olinger
R. Mark Ruehl