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Putting People Before Profits

TUESDAY, DEC. 20, 2011 - BY ANDREA LEHNER

Nancy Slomowitz, CEO and owner of [Executive Management Associates, Inc.](#), a business management consulting firm, prioritizes people over money.

"Every decision I make is made based on whether I can sleep at night. When I make my decisions based on the right things, the money follows. I don't focus on the money; I focus on doing the right thing," Slomowitz said.

According to Slomowitz, most of her competition operates with the goal of becoming profitable enough to sell within eight years. But a focus on profits always ends up undermining quality, she explained. Conversely, she's in the business to share her talent and expertise.

Slomowitz worked her way from a company bookkeeper to the vice president before deciding to strike out on her own. "I have a very good business sensibility. I would see [my employers] do things that were stupid, and I would be punished for pointing them out," she said. At that point she decided to make her skills available to those who would appreciate them.

"Our expertise is in [business management](#). Every industry has a need for business management. Right now, our primary customer is the federal government, but that has changed over time. Most of our work comes from referrals, and it happens organically," she said.

"The company is recognized for its integrity. Because I am the owner and it ends with me, I make sure that every decision is based on integrity."

As someone in touch with ideals of fairness and transparency, Slomowitz understands the frustrations being expressed in the Occupy Wall Street movement. In fact, she's been writing a book that covers some of business practice issues that are at the core of employee frustration, which is due out January 2012. "I think the whole financial system and the way it's reported needs to change. I've spent the last year writing a book about it called 'Work Zone Madness,'" she said.

"What you see on television is the S&P or Dow Jones, and it really has nothing to do with real-world business," Slomowitz continued. "Because I am a business person, I know the tricks. I know what [people like Bernie Madoff] are doing. It's disgraceful and disgusting to me that people who have that ability use it in a misguided way. I would never use my skills that way."

Slomowitz is proud to be involved with the day-to-day operations without having to rely on others to tell her how her business is doing. Building trust, she said, is essential to having a strong business. Her motto is to under-promise and over-deliver. "If I tell you I'm going to do something, I will make sure I have the time to deliver."

In addition to helping spread integrity as a business model, Slomowitz is an active philanthropist, running a foundation she established in her father's name that provides scholarships for other up-and-coming professionals.

For more information, please visit: www.execman.com

