

MARC FORTUNE

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QUALIFICATIONS SUMMARY

A business' success is dependent upon the strength of its workforce and Marc Fortune knows this well. As President and CEO, Marc Fortune led Century II to become Tennessee's leader in human resource professional services. Fortune, who has 25 plus years of management experience, founded Contract Sales Manager (CSM), a niche staffing firm in 1990. Fortune and CSM then acquired Century II in 1997. Previously, Fortune held several executive management positions with Mycor, Rodgers Construction and Aladdin Industries.

SELECTED ACHIEVEMENTS

- Grew 12 year-old company from \$20 million at acquisition to \$100 million in six years.
- Maintained client retention rate in 95% range in industry where rate averaged under 80%.
- Launched captive insurance agency, which became profitable in 12 months.
- Secured agreements with Marriot and Choice hotels to roll out restaurant marketing program to their properties nation-wide, a \$300 million market potential.
- Instrumental in moving a construction company's dependency on a single client from 85% to approximately 35% in 4 years.
- Directly responsible for identifying and leading the sales process of approximately \$60 million in contacts.

PROFESSIONAL EXPERIENCE

COMPASS EXECUTIVES **2006 to present**
Senior Adviser of this organization of C-Level Executives who provide management consulting, interim management and leadership development.

FORCE FIVE **2010 to present**
Founder A sales support group service to companies with a solo sales rep or sales manager. Operates like a CEO Roundtable for sales professionals.

TRLC, LLC **2008 to present**
(dba The Restaurant List Company & Royal Oak Rewards)
Founder & Partner
One of two equal partners that launched firm to provide marketing services to restaurants.

CENTURY II **1997 to 2007**
President & CEO of largest PEO in Nashville providing outsourced human resources services to approximately 80 companies and 500 employees. Also, developed my top 5 employees who are

now running the company through Fortune Industries (no relation), which acquired Century II in 2005.

CONTRACT SALES MANAGERS **1989 to 1997**
Founder of this outsourced sales management company serving small Nashville businesses primarily building growth and managing sales functions in various industries.

MYCOR **1986 to 1988**
Vice President of this real estate management firm with \$50 million in assets to lead in diversifying operation into healthcare and land development.

RODGERS CONSTRUCTION **1981 to 1986**
Vice President, Business Development Recruited to lead sales effort, develop marketing and provide strategic leadership to this general contracting business.

HOLDEN & COMPANY **1980 to 1981**
Partnered with previous solo practitioner in this ad agency. Responsible for growing our business by over 250% in 18 months.

ALADDIN SYNERGETICS **1975 to 1980**
Business Analyst / Product Manager Provided company growth and forecasting through the launch of 4 new product lines. Responsible for product design, manufacturing and initial customer acquisition before transition to and training existing sales staff.

MARQUETTE UNIVERSITY **1971 to 1974**
Position created to further involvement of urban university within local business community.

COMMUNITY INITIATIVES

Nashville Capital Network, Director and Executive Committee Member (2005-Present)
Williamson County United Way, Board Member and de Tocqueville Chair (2008-2010)
Nashville Sailing Foundation, Founding Chairman (2004-Present)
Nashville Area Chamber of Commerce, Board Member (2006-2009)
Nashville's Entrepreneur of the Year Award (2004)
Leadership Nashville (2004)
Nashville Red Cross, Board Chair (2003)
Percy Priest Yacht Club, Past Commodore (1990)
Family & Children's Services, Board Member (1987)
Nashville American Diabetes Association, Board President (1985)
Owen Graduate School Alumni Association, Board Chair (1985)

EDUCATION

BS, Marquette University
MBA, Vanderbilt Owen Graduate School of Management