

# Innovation November 2015 ocala



## INTRODUCING DIMENSION WORKS LLC

Jeff and Mindy Beegle Launch 3D Printing Company in Ocala



Best Version Media®

Cover image by Tammy Portrait Artist



# Make your

JOIN US  
FOR THE 2015  
**icewalk**

Benefiting  
The American Heart  
Association and  
HTF Medical  
Mission Trip



**Saturday • November 14th • 2015**

**The Institute of Cardiovascular Excellence • 4730 SE 49th Rd, Ocala**

**Registration at 8:00am - Walk steps off at 9:00am**

Our 4th annual **(ice)walk** is sure to get you moving. Come lace up your sneakers and join in on the fun with us benefiting the **American Heart Association** including vendor exhibits, food and refreshments, and more!



**puticeonit.com**

For more information,  
call 352.854.0681



Like us on Facebook

**Sponsors**



Heart Walk.

HEALTHYLIVING



PROUD SPONSOR OF MARION COUNTY 2015

OCALA MAGAZINE

OCALA  
STYLE  
MAGAZINE



RESIDENTIAL, COMMERCIAL, VACANT LAND, VETERINARY PRACTICES  
& SPECIALIZING IN EQUESTRIAN PROPERTIES

# Showcase of Central Florida Properties



## Your Local Experts

Put Our Team To Work For You

Valerie Dailey

OWNER-BROKER 352-816-1080



Joe Gatti  
BROKER ASSOCIATE  
352-816-0449



Jody Micilcavage  
Agent, REALTOR®  
352-266-1156



Robert VanHeyde  
BROKER ASSOCIATE  
352-875-8472



Kathy Prater  
Agent, REALTOR®  
352-817-4144



David Williams  
BROKER ASSOCIATE  
352-895-1000



Cindy Wojciechowski  
Agent, REALTOR®  
352-843-2431



Dr. Richard Alker  
Agent, REALTOR®  
850-814-9962



Amanda Permar  
Agent, REALTOR®  
352-445-4287



Carl "Sonny" Harnish  
Agent, REALTOR®  
239-777-1300



Carol Krokell  
Agent, REALTOR®  
352-216-9322



Robert Harden  
Agent, REALTOR®  
352-207-8030



Mary Durr  
Agent, REALTOR®  
352-441-0208



Glen Baker  
Agent, REALTOR®  
352-362-3913



Louise Bono  
Agent, REALTOR®  
352-812-4718

5780 SW 20th Street, Ocala, FL 34474 Just South of the Ocala International Airport  
352.351.4718 OFFICE [www.ShowcaseOcala.com](http://www.ShowcaseOcala.com) [FrontDesk@ShowcaseOcala.com](mailto:FrontDesk@ShowcaseOcala.com)



# Customize everything!

Get promo items, displays + more from the marketing pros!

## WHAT CAN WE DO FOR YOU?

Tents + Displays

Embroidery

> Promo Items

> Banners + Posters

Screen Printing

Marketing Pieces



Contact **BB Graphics** today to get started  
with creating a kick-ass image for your business!

**bbgraphics.com**  
**352.622.9898**



## TWO GENERATIONS SERVING YOU

*Experience the  
difference!*



GREG LORD



AMY (LORD)  
JOHNSON

Greg Lord's

**HOMES**  
TO  
**RANCHES**  
Realty, Inc.

*Private residential estates to large scale  
commercial equine operations*

**EXPERTISE, INTEGRITY & SERVICE**

2455 NW 44th Avenue • Ocala, FL 34482 • (352) 732-3276  
**www.HomesToRanches.com**

*We Sell...*

- American Eagles
- Silver Bars & Rounds
- Gold • Coin Supplies

*We Buy...*

Gold • Silver • Sterling Silver  
US 90% COINS Pre-1964



**D&R** "Your local coin dealer"  
**COIN SHOP**

8602 SW Hwy 200 (Big Lots Shopping Center) **352-817-6564**

## PUBLISHER'S UPDATE

As November arrives, and the cooler weather with it, we are reminded that Thanksgiving will soon be upon us, followed by a rush of all kinds of additional holiday festivities to enjoy with family and friends. This month is a great time for us all to reflect upon all the things for which we are grateful. Here at *Innovation Ocala*, we are specifically thankful to live and work in a community that welcomes and embraces new startups and entrepreneurs.

Take Jeff and Mindy Beegle, for example, whom we're featuring on our cover with their new business, Dimension Works. It's innovative and hardworking business people like these who create new jobs here in Ocala and Marion County. May we just take a moment to say thank you to all you local leaders, business owners and great thinkers in our area. Because of you and your dedication to our community, Ocala is what it is today – and growing!

Before Thanksgiving officially arrives later this month, however, we also have another holiday coming up, on November 11th, that we simply must mention... Veterans Day.

Please join us as we pause to honor and celebrate all our veterans, for we know that they and their families have sacrificed their time together, even during the holidays when called upon to do so, for a greater cause – to ensure that we all can continue to enjoy our freedoms here in the United States of America. We would like to extend our most heartfelt thanks to all you veterans out there, no matter the branch of armed forces in which you have served.

Have a wonderful month, and to all –  
Happy Thanksgiving!



Klodiana Palushi,  
Publisher  
kpalushi@bestversionmedia.com



Kathy Mancil,  
Content Coordinator  
kmancil@bestversionmedia.com

### Contact us

For advertising information or any questions,  
please call Publisher Klodiana Palushi at  
(352) 470-7302 or email her at  
kpalushi@bestversionmedia.com

## EXPERT CONTRIBUTORS

- Asad U. Qamar, M.D. – Institute of Cardiovascular Excellence
- Brent Ordway – Ordway Insurance Agencies
- Brian Behan - BB Graphics
- CareerSource Citrus Levy Marion
- Mail Marketing Pros - Direct Mail Advertising
- Dan McCall – McCall Technology Group
- Marion Technical Institute
- Rob Ziebart – Landmark Mortgage Planners
- Valerie Dailey – Showcase Properties



### PUBLICATION TEAM

**PUBLISHER:** Klodiana Palushi  
**CONTENT COORDINATOR:** Kathy Mancil  
**DESIGNER:** Marcelle Savard  
**CONTRIBUTING PHOTOGRAPHER:**  
Tammy Portrait Artist

### ADVERTISING

Ocala, FL  
Contact: Klodiana Palushi Phone: 352-470-7302  
Email: kpalushi@bestversionmedia.com

### FEEDBACK/IDEAS/SUBMISSIONS

Have feedback, ideas, or submissions?  
We are always happy to hear from you!  
Deadlines for submissions are the 15<sup>th</sup> of each month for the following month. Go to [www.BestVersionMedia.com](http://www.BestVersionMedia.com) and click "Submit Content." You may also email your thoughts, ideas, and photos to: kpalushi@bestversionmedia.com

### POWER PLANT BUSINESS INCUBATOR

Best Version Media is a Resident of the Power Plant Business Incubator. Please contact [Ryan@OcalaCEP.com](mailto:Ryan@OcalaCEP.com) for more information.

### TIMETABLE OF MAGAZINE DEADLINES

Content submissions and new business sponsors must be received by the 15<sup>th</sup> of each month for the next month's publication.

Magazines usually hit mailboxes within the first week of the month. Days may vary depending on the post office.

Any content, resident submissions, guest columns, advertisements and advertorials are not necessarily endorsed by or represent the views of Best Version Media (BVM) or any municipality, homeowners associations, businesses or organizations that this publication serves. BVM is not responsible for the reliability, suitability or timeliness of any content submitted. All content submitted is done so at the sole discretion of the submitting party.  
© 2015 Best Version Media. All rights reserved.





By Kathy Mancil

**Together, Jeff and Mindy Beegle** have always had a desire to start their own business. In July of this year, this husband and wife team “took the leap” and founded Dimension Works LLC, a 3D printing sales and services company, which is now open for business at the Power Plant Business Incubator in downtown Ocala.

With a background in computer-aided design and manufacturing, Jeff brings his vast knowledge and experience with product design and research & development into the business while Mindy brings her experience with sales, marketing and product development goods.

The idea behind Dimension Works, they explained, is having the 3D printing equipment on-site to offer clients the service of printing professional-grade parts and/or prototypes from provided design files. But what really sets this innovative company apart is that they offer practical design expertise on provided designs, and they offer complete design services as well. The company also is an authorized dealer of Envision-TEC 3D printers and they provide service on the equipment.

#### SO WHAT EXACTLY DOES THIS MEAN ON THE CLIENT END?

Well, first of all, if you’re not familiar with the technology of 3D printing, it is defined as: a manufacturing process that builds layers to create a three-dimensional solid object from a digital model. In other words, a 3D printer receives digital data from a computer as input, and unlike a traditional printer

that prints the output on paper, it builds a three-dimensional model out of a custom material.

3D printers use a process called additive manufacturing to form (or “print”) physical objects layer by layer until the model is complete. This stereolithography (SLA) is different than subtractive manufacturing, explained Mindy, in which a machine reshapes or removes material from an existing mold. Since 3D printers create models from scratch, they are more efficient and produce less waste than subtractive manufacturing methods. Actually, 3D printing has been possible since the 1980s, noted Jeff, but the technology was used primarily for large scale industrial purposes and only in recent years has become a practical reality on a smaller scale.

Dimension Works makes it possible to have one part or



prototype designed and manufactured in a matter of days, not weeks or months, at a cost that even a small business can afford. Just a few practical applications, said Mindy, would include creating prototype medical devices or aerospace parts, testing consumer packaged goods designs or even building replacement parts for machinery. This means that entrepreneurs and manufacturers can bring new products to market, or have hard-to-find equipment parts replaced faster than ever.

On-site, Dimension Works has a large scale 3D printer as well as a desktop version for smaller items, both of which use a vat of photopolymer resin which is cured by ultra-violet light in layers. "It's professional grade equipment that provides for a smoother finish, higher accuracy and better structural integrity," said Mindy.

Jeff said they use SolidWorks to generate 3D files, or clients can provide their own designs, but because he understands the computer-aided design software, Dimension Works "goes beyond just printing 3D parts for clients." He noted that it's easy to have a part simply oriented the wrong way, so he embraces every opportunity to consult with clients on their designs as needed. In fact, that's perhaps his favorite part of the business.

"What makes this business exciting," he said, "is that we're always creating different parts and sometimes, all we have is an idea to work with, so then you have to come up with an intricate design that works, which can be a challenge. But it's that challenge that I love, and it's always different because once we finish with one project, it's on to something else."

For now, the Beegles are focused on bringing the innovative technology of 3D printing service and sales to Ocala and Marion County, but their ultimate vision is to expand their reach to clients throughout the Southeast.

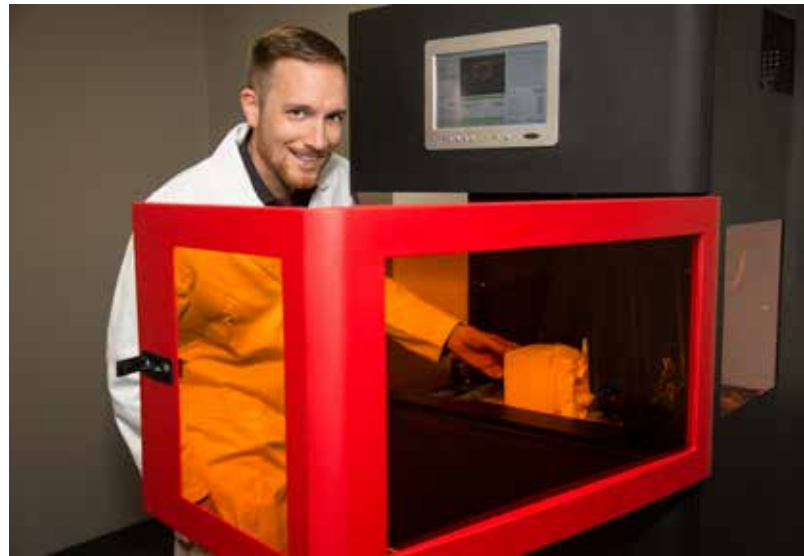
Jeff grew up here in Ocala and Mindy is from Eustis but after she graduated from Florida State University, the Ocala/Marion County area is where the couple decided to call home. They are now "personally and professionally invested" in the area. Jeff and Mindy have two children, ages 5 and 2, and they are active members of First Assembly of God Church. Mindy serves on the board for the Marion County Public Education Foundation, and the family is involved with a couple of area bicycling groups.

To date, Dimension Works has clients in Marion, Alachua and Volusia counties for design and printing work, and Jeff and Mindy are working with customers from Tallahassee to Miami on machine purchases.

"We've actually had more interest in our company than we've anticipated, which of course, is really exciting," said Jeff.

Mindy agreed, noting that she walked away from a 14-year career with Signature Brands to fully invest in Dimension Works. "I'm super-excited with what we've achieved already because I knew I believed in our business plan, but now we're really starting to see other people believe in it, too."

They both credit starting out at the Power Plant Business Incubator as being an invaluable asset for the successful start-up of their business. The Power Plant Business Incubator is a job creation initiative of the City of Ocala, Marion County, and the Ocala/Marion Chamber and Economic Partnership (CEP), which provides resources for early-stage innovative companies as well as office space in its historic two-story building in downtown Ocala. Currently, Dimension Works is







one of 13 resident companies of the Power Plant Incubator. "Not only is this a great location in downtown Ocala," said Mindy, "but the networking and mentoring opportunities available to us here have been amazing." Getting connected with the Small Business Development Council has been a "big help," she added.

"We actually formed our LLC in January, and we knew our product and we had our business plan, but we found that there was a lot that we didn't know about running a business," she said.

"Being here in the Power Plant has not only provided us with great resources for running our business," said Jeff, "but also, the camaraderie of other entrepreneurs who are at the same stage in business as we are, has been a huge help. There's just a lot of support here, so you're not alone."

Kevin Sheilley, President and CEO of the CEP, said that Dimension Works is "a great addition to the diverse portfolio of startup companies located at the Power Plant Business Incubator. The 3D printing industry has a wide array of applications, and we look forward to seeing all that Jeff and Mindy will do to help other businesses speed up their innovation process. We are excited to welcome this new company and industry to Ocala/Marion County as our community continues to grow and prosper."


*For more information about Dimension Works, call (352) 612-0080 or visit [www.dimension.works](http://www.dimension.works)*

*For more information about the Power Plant Business Incubator or the CEP, call (352) 629-8051 or visit [www.OcalaCEP.com](http://www.OcalaCEP.com)*



## Give a Child a Head Start in Literacy!

**Help a child succeed in kindergarten by donating new or gently used books to CDS.**



1601 NE 25th Avenue,  
Suite 900, Ocala, FL 34470  
Phone: (352) 629-0055  
Toll free: 1-800-635-KIDS  
[www.DiscoverCDS.org](http://www.DiscoverCDS.org)



**According to the National Center for Education Statistics, Twenty-six percent of children who were read to three or four times in the last week by a family member recognized all letters of the alphabet. This is compared to 14 percent of children who were read to less frequently.**



**ROZ**  
Cigar Emporium

WALK-IN HUMIDOR | PREMIUM CIGARS  
PIPE TOBACCO | ACCESSORIES

---

WE CARRY THE FINEST CIGARS, INCLUDING:  
PADRON, MONTECRISTO, COHIBA, OLIVA, LA PALINA, ROOM 101 & VIAJE  
.....

LOUNGE SERVING BEER & WINE

---

We carry a great selection of personal humidors, accessories, bulk pipe tobacco and pipe accessories.

**PROUD SPONSOR OF CIGARS FOR WARRIORS**

OPEN 7 DAYS A WEEK  
In the Steeplechase Plaza 8585 SR 200, Unit 16  
Ocala, FL 34481  
(352) 236-3499



## VILLAGES RETIREE USES A LITTLE KNOWN STRATEGY TO WIPE OUT HIS \$1,192 MORTGAGE PAYMENT AND ELIMINATE \$357,600 OF REMAINING FUTURE PAYMENTS OVER THE NEXT 25 YEARS

Submitted by Rob Ziebart, Branch Manager, CMPS • Landmark Mortgage Planners

### THE FIVE MOST COMMON MYTHS ABOUT REVERSE MORTGAGES



With rising taxes and insurance rates, many retirees are finding it difficult to continue paying their mortgage payment every month while on a fixed retirement income.

Most retirees who have lived in their home for several years have built up substantial equity that is just sitting there, trapped. A properly structured reverse mortgage allows seniors to access this equity to wipe out their current mortgage and eliminate the need to have to pay their monthly mortgage payment. This oftentimes equates to a savings of hundreds of thousands of dollars over the life of their loan.

Mr. Jackson is a retiree who lives in his dream home in The Villages, Florida and still owes \$163,000 on the mortgage he took out 5 years ago. He was being forced to consider downsizing because his \$1,192 mortgage payment was becoming increasingly more difficult to pay every single month and he was finding that he had to resort to using his retirement funds to make ends meet.

After coming across a free guide about “The 5 Most Common Myths about Reverse Mortgages” written by Rob Ziebart, a 16 year local mortgage planning specialist, Mr. Jackson decided to set an appointment with Rob and see what options he had.

Rob took the time to thoroughly understand Mr. Jackson’s situation and created a custom plan using a government insured Home Equity Conversion Mortgage that enabled him to redirect his monthly mortgage payment of \$1,192 monthly and \$14,304 per year back into his pocket instead of into his bank’s. The new loan can be paid off without penalty at any time if he ever chooses to sell and also gives Mr. Jackson a line of credit of roughly \$45,000 that can be left to access later or be converted to an additional \$329 per month for life. Best of all, Mr. Jackson was now able to stay in his dream home and have a much more satisfying quality of life. ■

To get your copy of Rob’s free guide titled “The 5 Most Common Myths About Reverse Mortgages” with all the details, just call 1 (866) 300-9569 for a 24 hour Free Recorded Message.



For Your **Free** Guide Call  
Our 24 hr Recorded Message At  
**1-866-300-9569**



EQUAL HOUSING  
OPPORTUNITY  
Branch ID # 1040913

**Rob Ziebart**  
Branch Manager, CMPS  
Certified Mortgage Planner  
NMLS # 305375  
352.875.6907 Mobile  
888.446.6265 Fax



[www.landmarkmortgageplanners.com](http://www.landmarkmortgageplanners.com) | 352.304.5700

# Giving Thanks for Champions, Beacons of Light and Heroes

By: Laura Byrnes, APR, CPRC



**It is November** and the time of year we traditionally turn toward thoughts of thanksgiving. Oh sure, we look forward to the turkey-and-gravy-and-cranberry-and-football-and-pie “Thanksgiving,” but I’m referring to giving thanks for family, friends and colleagues.

I’d like to thank two in particular, Herman Raxon and Carol Donaldson, both colleagues at CareerSource Citrus Levy Marion.

Though we aren’t related, I feel we are part of the same family of workforce professionals striving to help others every day. Friends? I’d like to think so; at least, I count them as such, because these are the kind of folks you want on your team.

But don’t just take my word for it. Recently, they were honored at the sixth annual Florida Workforce Professional Development Summit for providing standout service to customers and co-workers. The summit offers education and training highlighting best practices and information for the direct service and leadership staff of Florida’s workforce system.

Nearly 900 representatives of the 24-area CareerSource Florida network were on hand, as were Gov. Rick Scott, who offered opening remarks; CareerSource Florida CEO and President Chris Hart IV; Jesse Panuccio, executive director of the Florida Department of Economic Opportunity; and Bruce Ferguson, chairman of the Florida Workforce Development Administration.

Herman, who won the Florida Lighthouse Award, is our facilities coordinator, and Carol, job readiness coach, was recognized as one of the state’s 24 Workforce Professional Champions.

Kathleen Woodring, our chief operating officer, explained why we are thankful for these two:

“We are so proud of Herman and Carol and so appreciative of their hard work, dedication and compassion. Both exemplify the true spirit and passion of what we try to do in the workforce system day in and day out.”

Here’s why you can be thankful, too.

We’ve often discussed the importance of hiring the right workforce. When it comes to success, we know that human resources are among business’ most critical operational assets. This certainly applies to those who work directly with the public as well as those whose primary customers are co-workers, providing the behind-the-scenes support needed so that frontline staff can do their jobs effectively.

## ‘Worth his weight in gold’

The Lighthouse Award is presented annually by the Florida Workforce Chairs Alliance (FWCA). It is designed to recognize unsung heroes who typically don’t work in the public eye but

who, Woodring said, “serve as beacons for their co-workers as someone anyone and everyone relies on.”

Herman joined CareerSource CLM in the summer of 2011 and, according to Woodring, “quickly became our indispensable go-to guy.” And that’s saying something, given that he is solely responsible for all facility support throughout a large, three-county region.

His knowledge and abilities include construction and electrical skills which Woodring said has been “worth his weight in gold” in terms of savings.

“He is able to fix just about anything. If he can’t fix something, he provides the expertise to conduct cost comparisons and negotiate price.”

Additionally, he oversees all contracted labor at our three career centers, served as facilities lead on our Brand Transition Team, and implemented a Work Order system introducing time and cost-saving efficiencies.

In nominating him for the statewide honor, Woodring wrote: “Herman loves his job, you can tell. He is always happy and eager to please his co-workers. While Herman excels at his job, it’s what he contributes to the organization outside his job description that makes him the ideal Lighthouse recipient. Quite simply, Herman will jump in and assist wherever and whenever needed.”

## ‘Customer service superstar’

The Workforce Professional Champions Award honors frontline staff who, Woodring said, “serve as role models and inspiration to their peers by sharing their expertise and routinely going above and beyond the demands of their jobs.”

Carol joined our staff in 2011 as a customer service specialist and quickly advanced to her current role as job readiness coach in the Reemployment and Eligibility Assessment (REA) program.

Steven Litzinger, our director of continuous improvement, said that Carol is recognized by customers and colleagues alike as a “customer service superstar, a welcoming and empathetic force, and a true advocate for our workforce system.”

Litzinger said that when job seekers first seek reemployment services, they are often frustrated and seem beaten by tough circumstances, but after working with Carol they “leave full of information and emboldened for a successful job search mission.”

“Carol uses her positive encouragement and upbeat personality combined with her mastery of our services to convert frowns to smiles and hopelessness to optimism,” he said. “She has an undying need to assist customers with compassion; she has the attitude that everyone deserves respect.”

That attitude consistently earns winning praise from customers



who describe Carol as “wonderful,” “understanding,” “helpful,” “thorough,” “friendly” and “professional.”

Doesn't that sound like the kind of staff you want working with you and for you? I started off by saying I am thankful for colleagues like these and you can be as well, because you know you are working with the best in the business. You can be even more thankful that Herman and Carol are representative of the caliber of staff that has helped earn Florida the reputation as a global workforce leader.

### Honoring our heroes

It is fitting that we commemorate Veterans Day during this month for giving thanks. In fact, the second paragraph of the concurrent resolution passed by Congress officially recognizing the end of World War I says exactly that: “it is fitting that the recurring anniversary of this date should be commemorated with thanksgiving and prayer and exercises designed to perpetuate peace through good will and mutual understanding between nations.”

In addition to rightfully showing respect to the men and women who have served, or currently serve, in the United States military, I can think of few better ways to honor our veterans than helping ensure that they are not swept under the rug of economic hardship.

That's why CareerSource Citrus Levy Marion is proud to announce “Paychecks for Patriots,” a special hiring fair held the week of November 9-13 in conjunction with other workforce development regions and in coordination with the Florida Department of Economic Opportunity, the Florida National Guard, the Florida Department of Veteran Affairs.

Paychecks for Patriots is designed to address the employment needs of veterans by matching members of Florida's military and veteran community with employers who value the knowledge, skills and attributes attained during military service.

Our Paychecks for Patriots event is being held in partnership with the Marion County Public Library system and takes place from 10 a.m. to 1 p.m. at the library headquarters, 2720 E. Silver Springs Blvd., in Ocala. There is no charge to participate either as job-seeking veteran or employer.

Just to be clear in terms of who is eligible to attend, the US Department of Labor defines “veterans” as men and women who have served in the US military but who are not currently serving as well as those who are on active duty in the Army, Navy, Air Force, Marines or Coast Guard or who served in the US Merchant Marines in World War II.

If you know someone who is a veteran in need of employment, please help honor their service by letting them know about the Paychecks for Patriots job fair. If you need more information, or have an open position you'd like to fill by hiring a vet, please call us at 352-840-5700, ext. 2260.

*Laura Byrnes, APR, CPRC, communications manager at CareerSource Citrus Levy Marion, is accredited in public relations, a certified public relations counselor and a Florida Certified Workforce Professional. Please contact her at (352) 291-9559, (800) 434-5627, ext. 1234 or lbyrnes@careersourceclm.com.*



*Pictured L-R: CareerSource Citrus Levy Marion CEO Rusty Skinner; Herman Raxon, facilities coordinator and Florida Lighthouse Award recipient; Kathleen Woodring, chief operating officer; Carol Donaldson, career coach and Workforce Professional Champion; and Kevin Cunningham, owner RE/MAX Realty and CareerSource CLM board chairman. Photo taken at the CareerSource CLM quarterly board of directors meeting held on Sept. 30, 2015.*



## TWO BROOMS & a MOP

**LOUISE CHASON**  
**PROFESSIONAL CLEANING**

**Construction**  
**Commercial**  
**Residential**  
**Bonded & Insured**

**FREE ESTIMATES**

**P.O. Box 5415**  
**Salt Springs, FL 32134**

**(352) 362-8437**  
**Cell (352) 207-8671**

# Injured Workers: They Deserve Better

By Daniel L. Hightower, Lawyer



**In addition** to car accident victims, I represent a number of the injured working men and women of Florida. They were hurt while they were working! They weren't panhandling at the bus station. They weren't on unemployment compensation or welfare. They were working, supporting themselves and their family, paying taxes and doing all or most of the things that we admire in America. When they were working, they were respected by their families, friends

and co-workers and they had high self-esteem. Injured workers have the same hopes and dreams that most of us have... providing the basic necessities for their family, educating their children and having a decent quality of life. It's America's promise and it's available to all who work for it.

When you think about it, there are some similarities between people injured at work and people injured in the military service. They were exposed to risks at work and they were injured in the line of duty to their families and their country. And consequently, they deserve good and timely medical treatment and disability benefits to live on while they are out of work, getting better and getting back to work, if possible. And 95% of the injured workers who come to me say: "I didn't want to get hurt, but once I did, I just wanted to get well and get back to work, but..."

Yes, there are a small percentage of workers claiming phony or questionable injuries to take advantage of the system, but we do a grave injustice to the other 95% of genuinely injured workers by painting them with the broad brush of "lazy freeloader" and other such terms that don't apply to them. There are also a small percentage of American men and women in the military service who get Dishonorable Discharges for irresponsible conduct, but we don't stereotype the other 95% of American soldiers with "lazy freeloader" or other derogatory labels. In fact, we hold them in high regard... and we should.

So in the future, when you hear someone snidely remark, "Yeah, he's on Worker's Compensation..." don't jump to any easy, thoughtless conclusions. So was the power company lineman that I represented who lost both his arms in an electrocution accident at work. The good, honest, injured working men and women of Florida deserve better.

*Daniel L. Hightower is a lawyer in Ocala, Florida. In 2010, he was awarded the Preeminent Lawyer AV rating by Martindale-Hubbell Law Directory, the nation's oldest lawyer peer review publication. Mr. Hightower was awarded The Florida Bar President's Pro Bono Service Award in 2011 and was inducted into the Charter Class of the Florida Workers' Compensation Institute Hall of Fame in 2012. He also actively sponsors many youth and charitable events and organizations in Marion County, Florida. Mr. Hightower has been representing and helping victims of car accidents, work accidents and other personal injury and wrongful death cases in Florida since 1976.*

*For more information, please go to [www.danhightower.com](http://www.danhightower.com).*



At **WEBSTER UNIVERSITY** in Ocala, a graduate degree is proof you'll do what it takes to push your career and yourself further. Webster's programs are designed with the flexibility that working adults need. Make your future unlimited, **apply today!**

#### PROGRAMS AVAILABLE

Master of Business Administration (MBA)

Master of Arts (MA):

Counseling

Human Resources Management

Management and Leadership

**NOW ENROLLING FOR SPRING 2016:**

Master of Arts in Human Services

**WEBSTER.EDU/OCALA**  
352-861-9330

**Webster**  
UNIVERSITY







*"If you're Looking for Quality You've Come to The Right Place"*



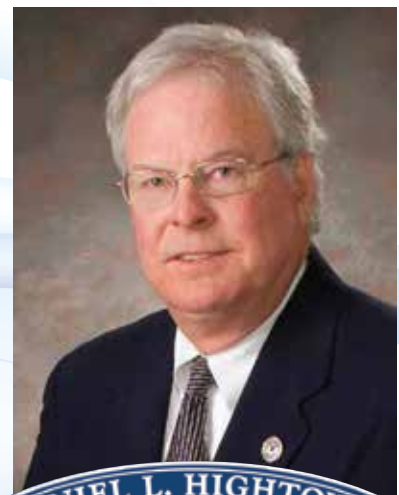
*Homes by Deltona now Building in Summer Crest*

9139 S.E. 48th Court Road | Ocala, FL 34480

**352-350-5263 | Models Open 7 Days a Week**

## Fighting for Accident Victim Justice Since 1976

- Car Accidents
- Work Accidents
- Personal Injury
- Wrongful Death
- Social Security Disability
- Bankruptcy
- Simple Wills & Estate Plans



**7 East Silver Springs Boulevard, Suite 300, Ocala**

**352-629-7777 | 888-LAW-1976 • [www.facebook.com/danhightowerlawyer](http://www.facebook.com/danhightowerlawyer)**



The Hinge

# Hinge

By Chuck Kandt, Class A PGA Golf Professional

**Your lesson tip for the month is hinge.** There are two natural hinge mechanisms in the golf swing, the wrists and the shoulders. Both have a part in providing the platform for increased distance. After taking your grip, hold the club straight out in front of you. See if you can move the shaft of the club to a straight up and down position, creating a 90 degree angle between the shaft and your arms. Then attempt to rotate your shoulders 90 degrees from an address position to the top of your backswing. HINT, the 90 degree angles are the themes here. Incorporate both of those angles into your backswing for added power potential. If you can duplicate those positions on the "follow through" side of the swing, you have the foundation for a sound golf swing. The best way to ensure limited deviations from a simplistic swing technique is to visit your local LPGA or PGA Professional on a regular basis.

Keep it in the short grass...

*Chuck Kandt is the Golf Pro at the Country Club of Ocala. He can be reached at (352) 237-6644, ext. 1.*



The Backswing



The Follow Through

**Need a new Website?**  
**Call Digital Savvy!**

Get amazing website design, and complete internet marketing solutions to grow your business!

Call **352-364-4445** or email [john@digitalsavvy.com](mailto:john@digitalsavvy.com) to schedule a **free consultation!**

See all we have to offer at [www.DigitalSavvy.com](http://www.DigitalSavvy.com)

**SONITROL®**  
 VERIFIED ELECTRONIC SECURITY

**More than just an alarm system**

- Intrusion Alarm
- Access Control
- Video Surveillance
- Fire Alarm Monitoring & Inspection Services

**352-369-6300**  
[www.sonitrolFL.com](http://www.sonitrolFL.com)  
 2500 NW 10th St., #103 • Ocala, FL 34475

**American Cable Services**

Telecommunication expert on data centers, cable TV, phone systems, alarm and close circuit TV system for the business offices in Florida since 2003.

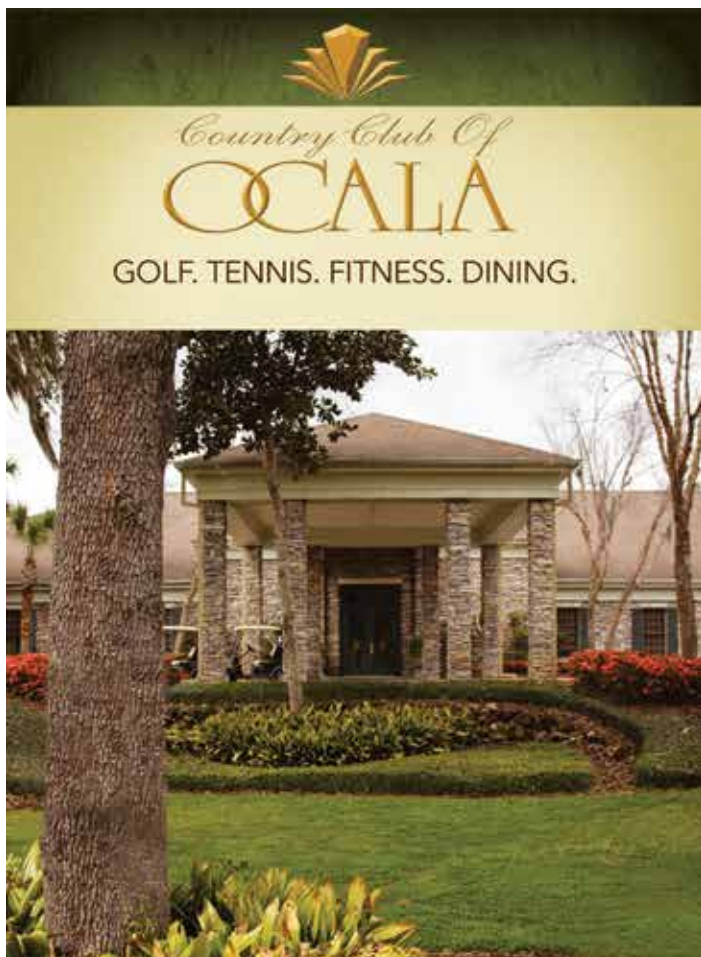
**SERVICES:**

- Total Managed IT Support Services
- Indoor & Outdoor Wireless Networks
- Revenue-Generating Guest Wi-Fi Hotspots
- Structured Cabling and Data Center Setup
- Network Monitoring
- Integrated Smart Home & Business
- Camera Systems

Get a **FREE Wireless Site Survey\*** when you sign up for our Business Elite IT Management. That's a \$129 value!  
 \*Call for details

1137 SW 7th Rd.  
 Ocala, FL 34471  
**(352) 854-9795**  
[americable.us](http://americable.us)





*Meetings and Memberships*

**Corporate Memberships Available.**  
Our private meeting rooms are equipped to fit a wide range of event needs, with the ability to accommodate anywhere from 10 to 300 guests. Let our staff ensure that your event is both professional and efficient.

*Come and Experience.*

DIRECTOR OF MEMBERSHIPS  
(352) 237-6644 Ext 9  
membership@thecountryclubofocala.com

6823 Southeast 12th Circle  
Ocala, Florida 34480  
www.thecountryclubofocala.com

## Your Listing Expert

Let us sell your home or help you find a new one. We have the experience and expertise to offer you a Professional Real Estate Experience, saving you time and frustration.



- Professionalism
- Experience
- Dependability



## The Dora Campbell Team

Listings/Sales/Investment and Property Management

(352) 547-1080 - Office  
(352) 547-1081 - Fax  
dora@doracampbell.com  
www.doracampbell.com

**kw**  
KELLER WILLIAMS  
Keller Williams | Cornerstone Realty

**SPEEDLINE**  
PERFORMANCE

- Early to Late Model Muscle
- Diesel Performance & Fleet Repair
- Performance Parts & Accessories
- Retro Restorations Lsx Swaps
- In-house All Wheel Drive Dyno and Custom Tuning

**FULL AUTOMOTIVE REPAIR**  
Come see our NEW location at:  
**3400 S Pine Ave • Ocala, FL 34471**  
**352-877-3655**  
**speedlineperformancefl@gmail.com**

**GM** **DODGE** **Ford**



## The Debate – Digital vs. VoIP

### Why Digital Prevails

By Dan McCall, Owner/President McCall Technology Group

Communications are a fundamental element of conducting business, and a company's phone system is the first point of contact with its clients. It's no wonder why deciding between digital or VoIP (Voice over Internet Protocol) can be such a daunting task. There are several factors to consider when making that decision – budget, ease of use or employment with other devices and systems in place, your current network infrastructure, and reliability to name a few.

There is no doubt about it, digital systems are less expensive and easier to install, especially if you already have a digital system in place. Converting to a VoIP system normally requires network evaluations and expensive upgrades in local area network (LAN) wiring. When replacing an older digital system with a newer one, the

equipment is exchanged and ready for business.

Plus, applications are now available for digital systems that allow the same mobility as with VoIP solutions.

When it comes to reliability, again, digital phones have the advantage. IP phones are complicated and have a lot more room for error because they rely on the quality of your internet connection. Issues such as IP address conflicts, packet loss, broadcast storms and more, can leave you without connectivity – and without vital communications. Additionally, when issues with IP phones do arise, there is often slower problem resolution due to multiple vendors being involved.



## LOOKING TO SHARE YOUR BUSINESS KNOWLEDGE?



*Where Education Meets Experience!*

Join Marion County's only choice Public High School offering qualified Juniors & Seniors a unique high school experience preparing them for college and careers in the following academies:

- Automotive
- Building Sciences
- Business and Finance
- Culinary Arts and Baking
- Information Technology
- Law and Government
- Robotics, Automation and Design
- Global Logistics

**Share your expertise and connect students to career opportunities!**

1614 E. FORT KING ST.  
OCALA, FL 34471

[www.marion.k12.fl.us/schools/mti](http://www.marion.k12.fl.us/schools/mti)

Contact our Internship  
Coordinator today!

**352.671.4765**



## ENCOURAGE EDUCATE EMPLOY

**Through close relationships with great business partners, students can gain national certifications, career internships and real-world application.**



In addition, now days, digital systems can be just as easily managed as VoIP systems by using a web interface or remote access – they no longer require a technician on-site to make simple changes or troubleshoot minor issues, which aids in keeping your maintenance cost down. There are even vendors such as McCall Technology Group, who deliver the whole communications solution – from cabling, carrier services, and system installation and support. One point of contact for all your needs can be a great advantage and savings when you choose the right one.

*McCall Technology Group is a local area certified Toshiba dealer. Toshiba is rated as one of the top two manufacturers and technology innovators of communication systems in the nation. In addition, McCall Technology Group holds a State Low Voltage License and can provide all types of structured low voltage cabling services. Partnered with over 35 major local dial tone and internet providers - Whatever your business needs are in the communication industry, McCall Technology Group can make it a reality. For more information on services provided, visit [www.mtgflorida.com](http://www.mtgflorida.com) or call (352)369-1600.*



**Real Technology - Real People - Real Solutions**

### SERVICES OFFERED:

- TELEPHONE COMMUNICATIONS
- IT CABLING INTEGRATION
- LOW VOLTAGE STRUCTURED CABLING
- VOICE & DATA
- CAT5E, CAT6E & FIBER
- PAGING AND SURVEILLANCE



**DAN MCCALL, PRESIDENT**

**PHONE: 352-369-1600**

**OCALA, FL 34470**

**[WWW.MTGFLORIDA.COM](http://WWW.MTGFLORIDA.COM)**

State of Florida License No: ES12000773



**Jeannine R Ordway, LUTCF**

415 SE 17th Pl • Ocala, FL

**Call: (352) 861-8500**

**Fax: (352) 861-8333**

[JeannineOrdway@allstate.com](mailto:JeannineOrdway@allstate.com)  
[www.allstate.com/JeannineOrdway](http://www.allstate.com/JeannineOrdway)

## One word that rules your world...**CHANGE.**

Give us a call for  
advice and rates on  
**LIFE INSURANCE** that  
will ensure your loved  
ones are adequately  
covered.





## INTRODUCING ALLURING EXPOSURES BY TAMMY PORTRAIT ARTIST

By Tammy Griffin-Vincent, Certified Master Craftsman

*Tammy Griffin-Vincent is an award winning Certified Master Photographer and the owner of Tammy Portrait Artist. But to her, photography is more than just a job, it's art – a fact evidenced with every single image she creates. Here at Innovation Ocala magazine, we couldn't be more honored to have Tammy's photographic art gracing the cover of each issue. Here, Tammy tells the story behind her Glamour photography...*

Over the course of nearly 25 years, I have photographed people in all walks of life. From maternity sessions to portraiture of newborns and children, to family portraits and photography for executives and all their business and light commercial needs, I've covered them all. One thing that I have learned for sure is that most people feel uncomfortable in front of a camera.

Children are natural and unaware to be that way, but as we get older and start being critical of ourselves, panic sets in when that big lens gets in front of our faces! Then we teach our kids to say 'cheese' and get that fake toothy look that plagues us through adulthood.

As we get older, it gets worse. Our fears can take hold and demolish our self esteem. I was a very shy child growing up and I, too, had that low self esteem that kept me behind the scenes when I wanted to be able to sing and dance on stage, act and be noticed like my gregarious friends. But alas, I instead took a career behind a camera where I could hide and only dream of being confident. I've learned that I'm not the only one.

So many of us don't realize how beautiful or handsome we truly are. Through the years, I've made it my passion to help children, especially pre-teens through high school, to really feel good inside their skin. As my client base has grown up, I've noticed that that during my family sessions, women in particular really have a tough time getting comfortable in front of the camera. I immediately saw myself. So then, I decided to do what most photographers, let alone most people, won't do: I created a project where I had my subjects photograph me. You might remember, my 'Stepping Out of The Way' project from last year. This was epic. I said to myself that I would just let go, be myself and 'let it all hang out.' It was a fun project all around.

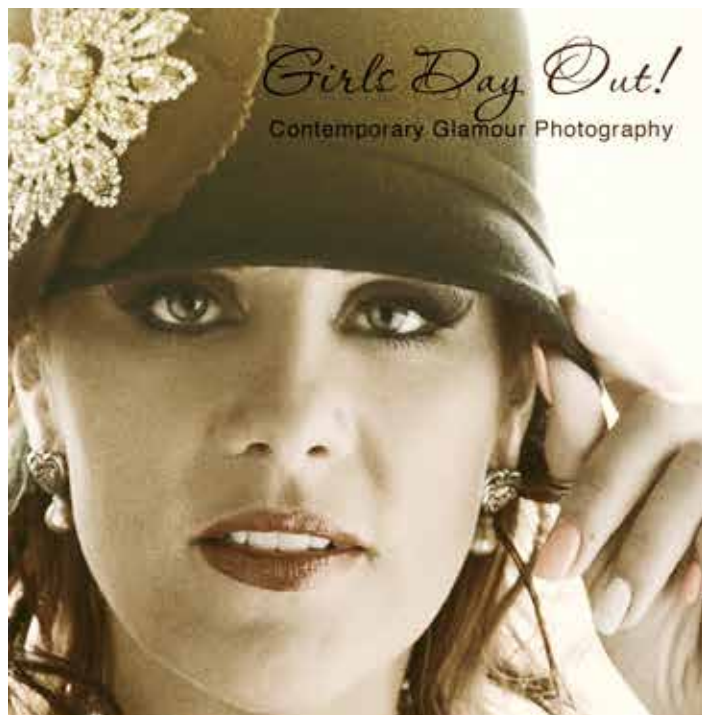
Then, I started to photograph more women and something wonderful happened. Women were relaxing and letting their inner beauty shine. Some would cry when they saw themselves for the first time, realizing they were beautiful. Their spouses were speechless. I realized that because of my own inner growth, I held the confidence that helped these women truly let go and be real. I am now seeing this inner



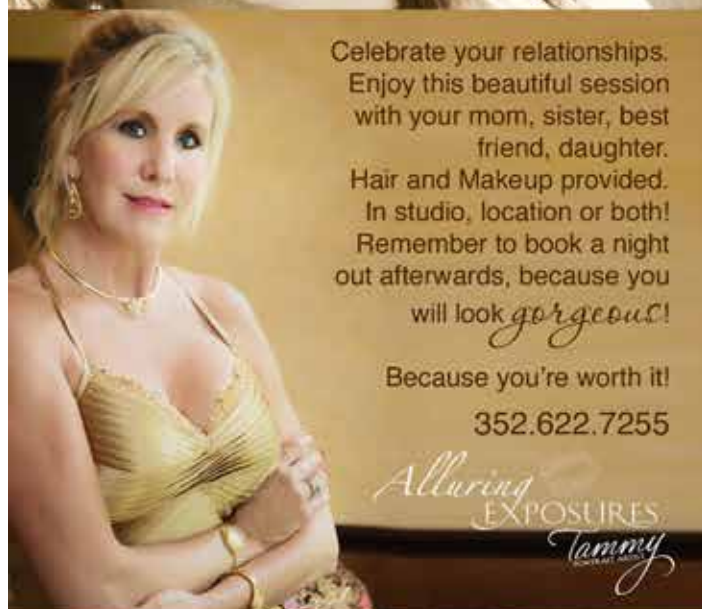


transformation at every session, as high school seniors' whole attitude about themselves has changed. Their parents also have seen the change and so, I bring to their moms an opportunity to do the same. From 15 to 80, it's a new goal of mine 'To bring out the Alluring in women of all ages, so they can see how beautiful they really are and experience themselves through my lens.'

For more information about Tammy Portrait Artist's Alluring Exposures, or for all your professional photography needs, call (352) 622-7255 or visit [www.tammyportraitart.com](http://www.tammyportraitart.com)



*Girls Day Out!*  
Contemporary Glamour Photography



Celebrate your relationships.  
Enjoy this beautiful session  
with your mom, sister, best  
friend, daughter.  
Hair and Makeup provided.  
In studio, location or both!  
Remember to book a night  
out afterwards, because you  
will look *gorgeous*!

Because you're worth it!  
352.622.7255

*Alluring*  
EXPOSURES  
By *Tammy*  
PORTRAIT ARTIST



*Glamour*  
glamour 1 beauty, insurance, dental,  
wedding, child, graduation 2 contemporary  
style, enchantment, inspiration, magic, love

She's beautiful. She's a woman.  
Shelley

*Alluring*  
EXPOSURES  
By *Tammy*  
PORTRAIT ARTIST



# Project Manager Personalities

**FABIAN**  
Business Services

By: Joyce Fabian, MBA, PMP

A good project manager is a valuable asset to an organization. Project management skills are in high demand and many companies are implementing project management training programs to develop these skills internally. But how do you determine which employees would make good project managers? Looking at their project leadership competencies and associated personality traits is a good place to start.

## Project Leadership Competencies

The Project Management Institute (PMI) identifies the following specific project leadership competencies in their Project Manager Competency Framework (PMCD):

- Achievement Orientation
- Concern for Order
- Initiative
- Information Seeking
- Organizational Commitment
- Interpersonal Understanding
- Impact and Influence
- Organizational Awareness
- Teamwork and Cooperation
- Team Leadership
- Analytical Thinking
- Conceptual Thinking
- Flexibility

## Personality Traits

The Meyers-Briggs Type Indicator (MBTI) is commonly used in organizations around the world to help people better understand their personality type. There are eight basic preferences that are used by MBTI to describe a personality type, which include:

Extraversion (E)	Introversion (I)
Sensing (S)	Intuition (N)
Thinking (T)	Feeling (F)
Judgement (J)	Perception (P)

In a PMI publication *Applying Traits Theory of Leadership to Project Management* by Dean R. Gehring, the PMI project leadership competencies are compared to the MBTI personality types and are reflected in Table 1 on next page. (An X in the matrix indicates when an MBTI has a characteristic which supports a project leadership competency.)

As indicated in the total row of Table 1, certain personality types have more personality preferences that align with the project leadership competencies. The results from Gehring's study, which included a questionnaire of 50 worldwide project managers, indicate there are seven MTBI types that support competency for project leadership, with INTJ, ESTJ, and ENTJ types having the most. (It is compelling to note that each of these three predominant types (INTJ, ESTJ, ENTJ) have the Thinking and Judgement preferences.) The seven MBTI personality types that support project leadership competency are highlighted in grey in **Figure 1. pg 21**

The MBTI test can assist companies in assessing personality traits and determining who would be successful in a project manager role. However, it is important to note that this is not a science and does not mean we should rule out individuals solely based on these traits, especially when a project demands very specific skillsets.

Identifying employees with project leadership competencies and associated personality traits can be the first step in developing internal project management skills. Proper project management training and graduated experience can create both a valuable asset for the company and a challenging and rewarding career for the employee.

*Joyce Fabian, MBA, PMP, is a certified Project Management Professional who has managed numerous projects for Fortune 100 companies in the US, Germany and Mexico, and local companies in Florida. She teaches Project Management at the College of Central Florida and is the President and CEO of Fabian Business Services, a Project Management Training and Consulting company. Contact: joyce.fabian@fabianbus.com (352) 449-8252.*





Competency	I S T J	I S F J	I N F J	I N T J	I S T P	I S F P	I N F P	I N T P	E S T P	E S F P	E N F P	E N T P	E S T J	E S F J	E N F J	E N T J
Achievement Orientation	X			X	X	X		X	X			X	X			X
Concern for Order	X	X	X	X									X	X		
Initiative				X	X				X	X	X	X	X		X	X
Information Seeking	X		X	X				X				X				X
Interpersonal Understanding		X	X			X	X			X	X			X	X	
Impact and Influence									X	X						
Organizational Awareness				X				X					X		X	X
Teamwork and Cooperation	X	X	X						X	X	X	X	X	X	X	X
Team Leadership													X		X	X
Analytical Thinking	X			X	X	X			X	X		X	X			X
Conceptual Thinking			X	X			X	X			X	X			X	X
Flexibility					X	X	X				X	X				
Organizational Commitment	X	X	X	X									X	X		
Total	6	4	6	8	4	4	3	4	5	5	5	7	8	4	6	8

**Table 1:** Meyers-Briggs type indicator versus project leadership competencies

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

**Figure 1:** Meyers-Briggs personality types with project leadership traits



**BRIAN EHLERS CONSTRUCTION CO., INC. • GENERAL CONTRACTORS**  
(352) 861-4333 • LIC.# CG C052066

design build  
commercial buildouts  
construction management  
custom homes

**Your partner in construction.**

Brian Ehlers Construction Co., Inc.  
2801 SE 1st Avenue, Suite 402  
Ocala, FL 34471  
(352) 861-4333  
[www.brianehlersconstruction.com](http://www.brianehlersconstruction.com)





# Are we there yet?

By Dr. Asad Qamar

**The goal for diabetes sufferers,** researchers, and doctors has always been to eradicate diabetes, period. Find the cure and give millions of people a brand new outlook on life. According to the American Diabetes Association, almost 30 million American children and adults have the disease. Another 86 million are pre-diabetics, at risk for developing Type 2 diabetes.

Any day now would be a great day for ending this disease. Many doctors and researchers are developing breakthroughs that bring that day ever closer. And, since November is American Diabetes Month, we'd like to celebrate the occasion by shining a light on some of their work....

*Cure Diabetes With A Pill?* Professor John March at Cornell heads a research team hot on the trail of a probiotic pill that uses bacteria from the intestines to “re-wire” cells there into becoming glucose controlling cells. A three-month trial with diabetic rats showed that glucose levels reduced significantly for those subjects given the pill.<sup>1</sup>

*Maybe an Artificial Pancreas?* The pancreas works by sensing glucose levels in the bloodstream and adjusting insulin levels accordingly. Dr. Bruce Bode of Atlanta Diabetes Associates, one of America's top diabetes doctors, is working on what he calls the Artificial Pancreas. Basically a sensor and an insulin pump work together to perform the duties of the pancreas. Says Dr. Bode, “Every minute, it's calculating how much insulin to give. If the glucose is going up, it gives a little more. If the glucose is going down, it gives less...We are hoping to do all of our pivotal trials starting mid-summer this year. We'll finish them by the end of the year, and we're hoping to gain some type of FDA approval in 2016.”<sup>2</sup>

*It Takes Nerves.* Scientists at a Toronto hospital have laid the blame for diabetes on the body's own nervous system. Dr. Hans M. Dosch observed similarities between multiple sclerosis—a central nervous system disease—and diabetes in a research paper in 1999. He noticed an inordinate number of pain neurons around the insulin islets in the pancreas. Suspecting a link, he and Dr. Michael Salter, a pain expert at the Hospital for Sick Children, experimented by dulling those nerves in diabetic mice by injecting capsaicin into the area. According to Dr. Salter, “Mice with diabetes suddenly didn't have diabetes any more.” The pancreas cells began acting like normal, healthy insulin-producing cells. But Salter cautions, many studies have yet to occur and they are likely years from anything that might help human diabetics.<sup>3</sup>

*It All Stems from Stem Cells.* Many studies with stem cells are in progress with several aims: to change stem cells into insulin-producing Beta cells...To produce enough Beta cells to offer a viable solution to the many sufferers of diabetes...And to find a way to protect the Beta cells once they are injected into a diabetic's body. (In diabetes, the patient's body attacks its Beta cells so the only way currently to maintain insulin levels is through injections.) One



study has produced Beta cells from the liver—called the Melligen line—that reverse Type I diabetes in mice. The same researchers are looking at a way to protect those beta cells in vivo using Cell-in-a-Box® technology from Austrianova to test viability.<sup>4</sup> Another team from Harvard has announced that they have, for the first time, been able to produce human insulin-producing beta cells from embryonic stem cells that are equivalent in most every way to normally functioning beta cells—*in the kind of massive quantities needed for cell transplantation and pharmaceutical purposes.*<sup>5</sup>

The list of diabetes breakthroughs goes on with continuous glucose monitors that talk to insulin pumps automatically...Insulin that can be inhaled instead of injected...Blood glucose test strips that can be printed on a patient's own home printer....

Is there a cure yet? Unfortunately, no. But that rosy glow on the horizon just may signal the dawn of a new day for diabetics coming soon. Coming very, very soon.

*Dr. Asad Qamar is chief cardiologist and founder of the Institute of Cardiovascular Excellence.*

1. <http://news.cornell.edu/stories/2015/01/diabetes-rats-treat-eng-engineered-probiotic>
2. <http://www.wsbtv.com/news/news/local/medical-break-through-could-help-millions-diabetes-/nmDYw/>
3. <http://www.healing-diabetes.com/mice-cured-type-1-diabetes-with-capsaicin>
4. <http://www.prnewswire.com/news-releases/major-diabetes-breakthrough-sets-stage-for-human-clinical-trials-300066286.html>
5. <http://hsci.harvard.edu/news/stem-cells-billions-human-insulin-producing-cells>



# Spruce Creek Professional Center

10935 SE 177th Place, Summerfield



The Spruce Creek Professional Center, only minutes from The Villages, is an ideal office location on Hwy 441, with easy access points and ample parking.

Please contact Heather Reyes at 352-245-5090 for more information on space available.



*Heather Reyes*

**352.245.5090**

**352.427.1715 Cell**

**heatherreyes5@hotmail.com**

**www.amerifirstint.com**

First American International, Inc.  
Licensed Real Estate Broker



# Showing this month at The Brick: “InSights”

Local Artists Milly Sheffer and Don Borie Display Their Work at MCA Headquarters

Sponsored by Angie Lewis, StateFarm Agent and MCA Board Chairman

**Each month**, Marion Cultural Alliance presents a new art exhibit at its gallery in downtown Ocala, Brick City Center for the Arts. This month, local artists and MCA members Milly Sheffer and Don Borie will display their paintings from November 6 through 30, in an exhibition they’ve titled “InSights.”

An opening reception will kick-off the art show at “The Brick,” which is located at 23 SW Broadway Street, on Nov. 6, from 6 to 9 p.m. The public is invited to attend and meet the artists at the opening reception, as well as all month long, to view and/or purchase paintings.

Gallery Director Paulette Millhorn said that both Sheffer and Borie are “very fine artists.” She noted that on the second Wednesday of each month, MCA hosts “Bag it at The Brick” at noon. Everyone is invited to bring their lunch (bagged or from an area restaurant) and enjoy a special presentation by various featured cultural arts speakers for roughly an hour. Usually, she said, it’s someone from the symphony orchestra, a ballet company, a story-teller or a featured artist making a presentation. November’s featured speakers (on Nov. 11) will be Sheffer and Borie, who will offer a time for Q & A, and in December, the Marion Ballet Theatre is slated to perform an excerpt from The Nutcracker.



“Misty” by Don Borie



A self portrait of Milly Sheffer



“A Place to Read and Dream”  
by Milly Sheffer



A self portrait of Don Borie



Marion Cultural Alliance is a private 501(C)3 organization funding and supporting the arts and cultural activity in Ocala, Marion County, Florida. Founded in 2001, MCA’s mission is: To be the catalyst and advocate of increased cultural impact in the community, thereby enriching the lives of people through service to member organizations and the general public. MCA supports activities relating to the arts, fine arts, historical and scientific museums, and specific education through grants, advocacy, fundraising and partnerships. For more information, visit [www.mcaocala.com](http://www.mcaocala.com) or call (352) 369-1500.



## WHY ARE YOU STILL IN THE DARK? By Dr. Katarina Mizouni

### A QUEST FOR ANSWERS

It's in mankind's nature to ask questions about our place in the universe. And the possibilities are thrilling. Strange sightings are increasing all around the world with no explanation.

### WHAT ELSE IS OUT THERE?

A team of experts in Ocala, FL, is accumulating photographic evidence of Unidentified Aerial Phenomena (UAP) of unknown origin. The UAP emit light of various colors, exhibit strange behavior that suggest intelligence, and resemble descriptions found in top-secret files declassified with the Freedom of Information Act.

### THE ANSWERS ARE HERE

Led by Theorist Steve Nakonechny and Ph.D. Physicist Katarina Mizouni, the Ocala UAP Affiliation has started a rigorous scientific analysis of the phenomena for publication. State-of-the art technical equipment is allowing us to get closer to the truth, one day at a time, but additional studies are needed.

### EMBARK ON OUR MISSION

Participate in Ocala UAP's scientific study and help us get to the bottom of a worldwide phenomenon that has been amongst us since the dawn of time.



**We are in need of business partners to help us complete our research.**

Interested investor parties may contact Steve Nakonechny for more information at 352.427.3537 or [nako1858@gmail.com](mailto:nako1858@gmail.com).

A presentation date for serious investors will be announced.

Private presentations may be available by appointment.

## CAN YOU IMAGINE : A BRIGHTER FUTURE



### ENDLESS POSSIBILITIES AND UNIQUE OPPORTUNITIES

A quality education can open countless doors, empowering students with the knowledge and tools they need to achieve their goals. With affordable classes, flexible schedules and 19 programs that can be completed in less than a year, CTAE provides the support, guidance and care needed to get on the road to a new and successful career.

**APPLY TODAY FOR A BETTER TOMORROW**



Get the Career and Education You Need.

[CTAE.edu](http://CTAE.edu) : 352.671.7200

1014 SW 7th Rd., Ocala, FL 34471 | [f/MyCTAE](https://www.facebook.com/MyCTAE)





## April J. Adams

Branch Manager, Ameris Bank

### Q: What does Ocala mean to you?

A: Family Friendly Community... My Home... and a great place to raise my family. My grandparents relocated our family to Ocala in 1979. I grew-up here and moved away shortly after I graduated. After living in several places and starting my own family, I moved back to Ocala in 2000, and it's been our home ever since.

I feel it has been a great place to raise my children. Being a part of our community, no matter what you like, there's something for everyone and Ocala has definitely taught my children and I how to give back. I believe that's one of the things I admire most about Ocala – what you do here makes a difference to our local community.

### Q: What most prominent quality makes a successful leader?

A: Being equal to my team. I've never felt in any position that I've held, that I've ever been better than others. I've always been a part of a "Team," working together to reach our goals. I'm always there to help/assist my "Team" no matter what the task is.

### Q: What advice would you give to young professionals?

A: Your character is the most important quality you have, whether it's to your family, friends or colleagues. Be the person you envisioned yourself to become.

### Q: What are you passionate about?

A: My children and assisting others. Once I became a mother, it changed me. It grounded me. I knew at that point in my life that I was now a role model – someone was looking up to me to set a good example. I wanted to become better in whatever I set out to do. I wanted to have attributes and traits that made me a good person to be like. I feel that's why my children & I are so involved throughout the community.

### Q: What do you envision for the future?

A: The future is always so unpredictable. I feel that every day is a blessing and that you should live it to the fullest ability by taking control of your health, being present in any relationship you encounter, whether personal or in business, and I believe in finding happiness in everything that you do.

*April J. Adams is the Branch Manager for Ameris Bank, located at 2601 S.E. Maricamp Road, Ocala, FL 34471. She has two children, a daughter, age 16, and a son, age 12. You may contact her by email at [april.adams@amerisbank.com](mailto:april.adams@amerisbank.com) or by phone at (352) 629-5168. For more information about Ameris Bank, visit [www.amerisbank.com](http://www.amerisbank.com)*



**Helping You Reach More Customers!**

**MARKETING PROS, INC.**

**352-229-2500**

**FLORIDA'S PREMIER MAILING SERVICE!**

**Make Mail Marketing Pros your ONE STOP SOURCE for all your needs:**  
**printing, list services, mailing, printed business supplies and more!**


- Political Campaign Mail
- Full Service Printing
- Direct Mail Consulting
- Business Cards and Letterhead
- Graphic Design
- Booklets and NCR Forms
- Targeted Mailing Lists
- Flyers, Postcards & Envelopes

[info@mailmarketingpros.com](mailto:info@mailmarketingpros.com)  
[www.mailmarketingpros.com](http://www.mailmarketingpros.com)

Are you missing some, or all of your natural teeth?  
 Are you wearing unsightly partials or uncomfortable dentures?

## Discover what dental implants can do for you!

Weldon General & Cosmetic Dentistry is hosting a **FREE** educational seminar on dental implants to help you decide if they might be the right choice to correct and enhance your smile.  
 Dr. Daniel Weldon focuses on dental implant solutions to replace missing or damaged teeth, and will be available to answer your questions during this entertaining presentation.



**Weldon General & Cosmetic Dentistry  
Implant Seminar**

**When**  
Thursday, November 12th at 6:00pm

**Where**  
The CEP (Chamber and Economic Partnership Conference Room)  
310 SE 3rd Street, in downtown Ocala

Refreshments and light hors d'oeuvres will be served.  
Seating is limited, so please RSVP today by calling our office at 352-622-3236.

**We look forward to seeing you there!**

Daniel Weldon, DMD

Se Habla Español | Like us on Facebook

**WELDON** GENERAL & COSMETIC DENTISTRY

**352-622-3236**

Friday Appointments Available | [www.weldondentistry.com](http://www.weldondentistry.com)







# JOB FAIR

# PAYCHECKS *for* PATRIOTS



## DETAILS

**Tuesday, Nov. 10, 2015**

**From 10 a.m. to 1 p.m.**

Marion County Public Library – Headquarters  
2720 E. Silver Springs Blvd., in Ocala

**EMPLOYERS** Hire a hero and hire someone who leads with integrity, knows the meaning of hard work, and works well under pressure.

**NO CHARGE ★ CALL 352.873.7955, EXT. 2260**

CareerSource Citrus Levy Marion is an Equal Opportunity Employer/Program. The phone number listed above may be reached via Florida Relay Service at 711. For accommodations, call 800- 434-5627, ext. 7878 at least three business days in advance.





## An Open Letter to Business & Community Leaders of Marion County...

An automotive dealership where the #1 goal is always putting the customer first is proud to announce the Grand Opening of Central Florida's newest dealership, the all new DeLuca Toyota.

As you may or may not know, USA Today, The Wall Street Journal and numerous other publications has indicated that Toyota sales are experiencing their greatest growth since 2001. What that means for our CEP Partners and local business owners is that right now you can take advantage of never before savings on new and used Toyota cars, trucks and SUVs thousands off MSRP with 0% financing.

You're invited to come see the all new state of the art DeLuca Toyota which includes a deli, coffee bar, nail salon, putting green and so much more! All this so we can accomplish our mission of providing you with an exceptional personal guest experience to make your visit pleasurable and comfortable.

We look forward to seeing you soon at the all new DeLuca Toyota.

"Toyota makes the car, DeLuca makes the difference".

**Frank DeLuca,**  
President/Owner, DeLuca Toyota

*"Serving customers with  
honesty & integrity  
for over 37 years"*



**1719 S.W. COLLEGE RD. (SR 200) • 352-433-4190 • [DelucaToyota.com](http://DelucaToyota.com)**