

### FOCUS CON2020

Small Business Owners, Entrepreneurs, and Investors gather to enhance their businesses and investments in Houston, Texas.

### MEET THE SPEAKERS

The power players of the 1st FOCUS Business Conference

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**HOSTS THE FIRST** 



### OUR LINE UP Conference Schedule

1:00PM Doors Open

**1:45**PM Main Stage Opens with Guest Welcome by Andy Thibo

**1:45**PM Main Stage Opens with Guest Welcome by Andy Thibo

#### **OPENING INSPIRATION**

by Dr. Erica Montgomery

#### THE INVESTMENT EXPANSION

by Derrick McKinney

#### **CAPITALIZE ON YOU PANEL**

Hosted By Tiara Johnson with Milan Mobley, Marc Coley, and Precious Azuree

#### 3:20pm BREAK TIME

Enjoy a 20-minute Break before the second half of the conference

#### 3:40PM THE POWER OF LEGAL PROTECTION

by Dr. Jonathan Everhart

#### **BALANCING THE BOOKS PANEL**

Hosted By Tiara Johnson with Melanie Wynter, Jeremy Darby, and Jessica Minor

#### THE FUNDING STRUCTURE

by Andy Thibo

#### SPEAKER ON STAGE Q&A

with Derrick McKinney, Andy Thibo, and Jonathan Everhart Moderated by Tiara Johnson

#### **EVENT CLOSING**

with Andy Thibo

#### MAIN STAGE CLOSES

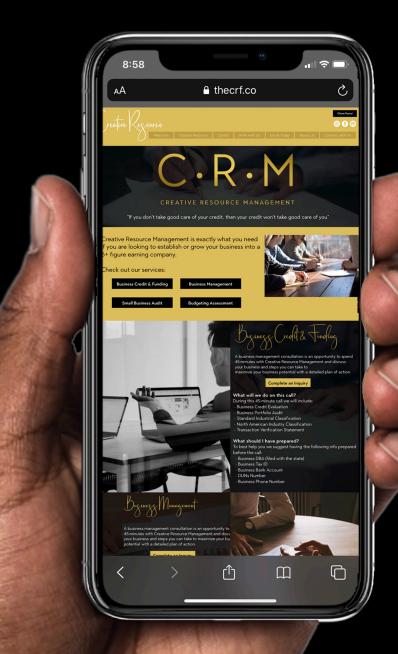
Shop with Vendors and Mingle with Speakers

#### 7:00PM DOORS CLOSE

Thank You for Joining Us and Safe Travels Home!



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### THE FOCAL POINT What is the FOCUS Conference?

We are gathering Small Business Owners, Entrepreneurs, and Investors to spark conversation around the topics they are passionate about from building their business growth to raising money. This conference will hit all the topics for the modern entrepreneur.

At the FOCUS Business Conference you are destined to meet other talented, like-minded men and women, all while learning tips and tricks from some of the best in the business. Attendees get access to a highly curated, impactful one-day program of TED Talks, workshops, and panels, as well as delicious cocktails, food, pop-up shops, photo booths, gift bags, and more.

We plan for our attendees to feel inspired, enhance their business, mix, mingle and manifest new friendships in an amazing and beautiful environment!

The FOCUS Business Conference will take place in 2020 in Houston, Texas. The event hosts 200+ men and women and promises to be fun-filled weekend of inspiration and growth as we provide you the tools needed to manifest your business.



### You're ready. And so are we.



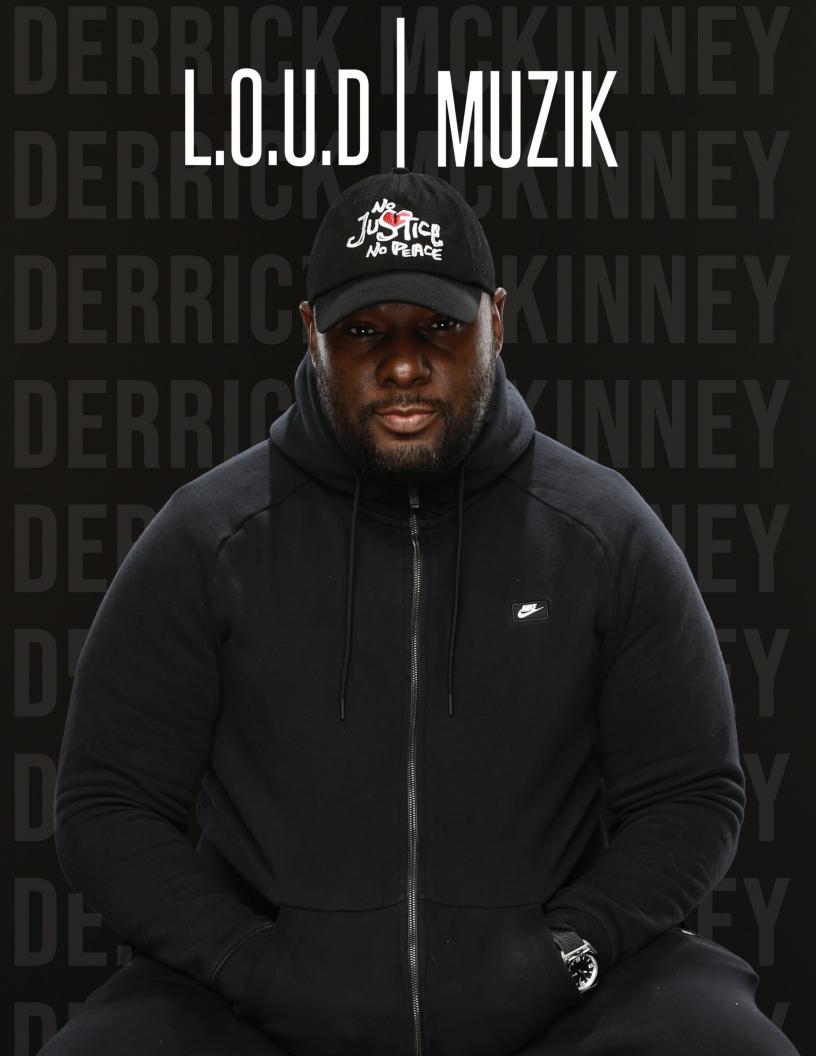
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### THE INNOVATIVE GENIUS with Derrick McKinney

"Persistence. Perfection. Patience. Power. Prioritize your passion. It keeps you sane."

Criss Jami



When you think about a genius a photo of Albert Einstein may pop in your head. You may think of someone with a high IQ, who can do impossible math problems at the speed of light. **Derrick**Thomas-McKinney is literally changing the definition and the game of what it is and takes to be a genius! With over 20 years in the music and fashion industry Derrick has

set trends like the cut up jersey dresses at BET Weekend, curated FUBU partnerships with the infamous Kappa Beach Party, and handled state wide marketing for international rappers. While being a genius in his own right, Derrick has mastered never taking no for an answer. "I'm a firm believer in figuring it out. I'll research I'll dig, I look for things other people aren't looking for" Derrick mentioned in our interview.

#### How do you identify what you do to people who don't know you?

Honestly I don't. I'm a firm believer in the people that need to know [what I do] will know. People will see me doing my job at a high level. I just do my job because I love it. If you don't love the job you're in you won't do it. Even the bad days, I love it. I'd rather you sit back and just watch what I do.

#### How do you balance your creative side with your personal values?

To be honest most of the time when I have an idea of doing something, I just put it together and I do it. I don't put it out for the world to see until it's done. I'm not the one to do the 'I got something big coming' I just do it and when people see it, it's already in motion.

### How do you choose who you do business with?

I can't do business with anyone I can't be personal with. Alot of people say 'it's not personal' and I think that's bull. If we do business together I should be able to trust you. I can't do business and expect you to respect my money and my time and I

don't know you personally.

Instagram @DERRICKMC
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Business Website LOUDMUZIK.COM

Derrick is indeed a genius and a mogul! We can't wait for you to learn more at the FOCUS Business Conference.



### THE SMART SOLUTION with Jonathan Everhart

"Individual commitment to a group effort--that is what makes a team work, a company work, a society work, a civilization work." Vince Lombardi

You may have heard of a triple threat, but Jonathan Everhart is more than that. As a Houston native and multi-disciplined entrepreneur, Jonathan embodies how smart solutions lead to long term profitable businesses. With a background built on family, discipline, and education, Jonathan has built a company that has stretched far beyond the lands of Texas into New York, Dubai, and Hong Kong. Many people wonder how a young Entrepreneur from Houston has scaled a Tech Company from his company into international markets, simply put, a strong core team. "Paying attention to the world we live in, and having people along the way (mentors and more) to guide me." Jonathan mentioned in our interview.



### What made you study such a large range of topics?

Having people, mentors, and advisors to guide

me along the way, who have already gone ahead and been there done that to help guide me in the direction that I already had a business background, so it was important to get a legal background to compliment, then to get a tech background to compliment the skill set and those 2 things mainly because we live in a global economic society and we're competing globally and it's going to be that way now until forever.

### How did you grow your company to meet your goals without social media?

There are certain circles that you have to learn, there are people that are leaders in government leaders in business that do big deals. To meet these people there are certain circles that you have to learn and most of them are outside of social media. You're talking about the real money where different things get done. We had to be in those circles to have those conversations to close those deals. It goes back to the strategy you want to have to meet the goals you want and how much money you want to make.

Jonathan is a forced to be reckoned with and we can't wait for all of the great information he'll be providing at the FOCUS Business Conference.

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### EXECUTION + BRANDING with Tiara Johnson

"Ideas don't make you rich. The correct execution of ideas does."

Felix Dennis



Tiara Larae Johnson is a serial dream chaser, and founder of the TLJ Agency an innovative marketing and branding firm that helps make her clients dream their reality. Working alongside over 500+ brands nationwide, Tiara is a living dream come true.

Celebrating 8 years in entrepreneurship, Tiara has taken her corporate skills and faith under her wings to catapult her to new levels.

"How I've been maintaining is really just through God's grace and praying and word of mouth"

Working with a wide range of clients from authors, hosts, entrepreneurs and more, Tiara is the go to for branding and elevation of your brand and company.

We wish Tiara much success on her goal to build one million dreamers globally and are honored to have her as apart of the FOCUS Business Conference. Tell us who you are and what you do?

My name is Tiara Larae Johnson and I'm the founder of TJL agency. As the CEO I do personal brand management, and image development. I help my clients build their personal brands. I am the middle man for my clients who are looking to gain exposure.

What does an ideal client look like to you? My ideal client would be someone who's not afraid to take risks and really activate God's plan for their life. Somebody that is a career professional that is wanting to build a brand and share their purpose world-wide.

What have you enjoyed about your niche? I enjoy starting something from nothing and making it into something. I have taken party promoter hosts to brand influencers, I've taken authors to speakers, and it's like beating myself at my own game. I love to see how I can get better and create something new.



### THE DOC IS IN with Dr. Erica Montgomery

"Try not to become a person of success, but rather try to become a person of value."

Albert Einstein

#### Tell us who you are and what you do?

I am Dr. Erica Montgomery and our business is Kingdom Growers LLC. We produce entrepreneurs and business owners in the spirit of excellence for about 7 years.

#### What was your driving force in school?

I grew up in poverty and prior to me going to college I had never seen someone go to college and successfully finish. For me going to college, my motivating force was that there was nothing back at home for me. I had in my mind that if I went back without a degree I was going to be the same as everyone else.

#### How are you sharing your knowledge?

As an author, a part of me sitting at home with my daughter and husband is strategy. I'm not just looking at my success, it's important to me to bring other people with me. As an author I want to leave books that are powerful and impactful, but I want to leave strategy in the book that is really clear and to the point.





Dr. Erica D. Montgomery, is a Wife, mom, certified life and business coach, Professor. She is an Author, Mentor, Empowerment Speaker and Licensed Counselor.

As a 2-time graduate from Prairie View A&M University, Dr. Erica holds a BA in communications and a Master's in Business . Erica has also received her Doctorate in Christian Counseling from the Los Angles Institute and is the owner and CEO of Kingdom Business Growers,LLC.

"It's really important to me to connect with my audience and give them something to take away"

With a solid foundation in family, success, and business Dr. Erica raises the bar for all of those around her.

Through 7 captivating best sellers, Erica shares her knowledge and strategy with other business owners and entrepreneurs in the spirit of excellence.

### INTERNATIONAL MANAGEMENT with Melanie Wynter

"The ones who are crazy enough to think they can change the world, are the ones who do." Anonymous



Melanie Wynter is a Certified Business Development Expert who operates in the markets and finance sector. With over 18 years of people management and over 6 years in business development, markets, and finance, and have restructured, floated, brought to market and re-branded over a dozen companies collectively.

As the managing director of St. Elizabeth Sloane & Co Limited, Melanie is a wiz at international management. Working with clients from the Caribbean to West Africa, Melanie has learned the power of market research.

"Look at a real serious problem in a community, and thing of what business you can do to solve that problem"

Melanie teaches that it may not be all about the dollar signs, but about what you want to do with your business and choosing the right model to create their own form of success.

#### Tell us who you are and what you do?

I am Melanie Wynter and I am the managing director at St. Elizabeth Sloane and Co Limited. We specialize in commercializing both intellectual properties and businesses. We are prominently in business development.

### How do you manage clients in other countries?

Because we operate in so many sectors, our success depends on market research, industry research, and knowing what is trending. Alot of times I spend 2 hours of my day just researching markets and industries.

### How do you know a client has reached success?

I work with clients that have been in business many years and are not making tons of money, but they are doing well as far as cash flow, doing things in the community. It depends on the organization because private firms are more about performance and profit margins where others are about the community. Each company defines their own success.



### I AM TIARA, THE DREAM COACH, I HELP PEOPLE TURN THEIR DREAMS INTO REALITY.



### MASTERING THE DREAM with Precious Azurée

"When you stop chasing the wrong things, you give the right things a chance to catch you." Lolly Daskal



Over the past decade, Precious Azuree has built and supported personal brands, companies and nonprofits in the industries of fashion, entertainment, tech and social justice with their brand identity, business/team development, PR/Marketing campaigns, brand activations and internal/external communications strategy across the nation.

After working with over 100 creatives and entrepreneurs, she's identified that the most common obstacle they all faced circled back to true alignment, purpose and intention.

"Quote Here"

Precious is a mogul of her own and with strong ties to family and a full throttle drive for success we see Precious as the major game changer. From transforming clients to building her company she is the muscle behind many brands.

We can't wait to see Precious at the first FOCUS Business Conference.

Tell us who you are and what you do? I am Precious Azuree and I am a high performance coach and brand strategist based in Houston, Texas. My superpower is gaining people's trust. I love to lead with love and grace.

How comfortable are you with change? Growing up we moved around alot and I would be annoyed to have to reset and make new friends, but I learned how to pivot and adapt. At 16 when my mother was incarcerated and my dad distanced himself, that was a moment that awoke my greatness. Life changes and things happen, but I have mastered the pivot to make the best of it.



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Houston may be known as a hub for Entrepreneurs, but Andy Thibo is about to change the entire course of action in the city. Born and raised in Houston, means hustle runs through Andy's blood by nature.

As a single mother of two young boys, her inspiration to help others centers around making sure they have the best while learning to master their own fates.

"I was rejected for my first home when my oldest was young. I refused to accept no as the final decision. I went to the library and researched about credit, home ownership, and within months I changed my situation."

Bouncing back from rejection, the loss of a mother and her brother, having a child young never stopped Andy. Many may see the larger than life personality that keeps it past 100, but to understand her is to know that pain can break you or make you, either is your choice.

### **CONTACT JUST ASK ANDY**

Instagram @JUSTASK\_ANDY
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Business Website THECRF.CO
Personal Website ANDYTHIBO.COM











#### The answer is never no, it's not right now"

Andy has defied the odds and now she is helping others do the same. As a credit and wealth strategist, CEO of over 8 companies and brands, and mother Andy has learned that for every moment of rejection, you can have more than you ever expected. All you need is FOCUS.

The birth of the first FOCUS Business Conference was born out of sheer determination to do something different that what she had been to. While Andy has attended many conferences and seminars, she left inspired, but still felt something was missing. In creating her very first conference, he goal was to dig beyond the surface and really see what entrepreneurs needed to make sure they could succeed.

"Once we remove the inspiration and fluff, what are we left with? Where are the steps that we can take to hit that million, billion, and trillion mark? That's what FOCUS is, that's what FOCUS means to me"

We are proud to have our CEO and Founder to step on stage as our keynote and showcase her story and provide everyone with a new outlook to master entrepreneurship.



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### LET THE PROPHECY BUILD with Marc Coley

"What's the point of being alive if you don't at least try to do something remarkable."

Anonymous



Marc Coley is the Founder of The Marc Coley Business Academy. The Marc Coley Business Academy seeks to marry the world of spiritual and business development. Marc is passionate about helping entrepreneurs gain clarity and insight into growing in their personal and business life.

#### "Quote"

While many entrepreneurs seek to build, Marc seeks to share and grow. Using his academy to teach and his prophetic skills to inspire, Marc is a partner in the game for any entrepreneur looking to scale and harness greatness.

From mastering discipline in the service to not accepting no, Marc's story or perseverance is one for the history books.

We are excited to see his growth and how his academy changes the course of entrepreneurship for the future! Welcome to FOCUS!

#### Tell us who you are and what you do?

I am Marc Coley, 31 years old, navy veteran, and I have been an entrepreneur since 2008. My first business was a Christian clothing line. I have mastered seeing the vision for what a small business or entrepreneur can be and helping them achieve that vision.

### How did the Navy help you transition into entrepreneurship?

Well actually I was in business before the Navy and the Navy helped me build that capital I needed to make my clothing line successful. The Navy helped me have more liquid funds as well as provide a way to help me grow my company.

#### How did you find what you were good at?

I have always been a person to know my strengths. I like working with people so they can see more of what they are capable of. When you can't afford the most expensive you can still do something to move in the right direction. Don't stop!



### ROAD TO RICHES with Jessica Minor

"Life is not about finding yourself. Life is about creating yourself."

Lolly Daskal

#### Tell us who you are and what you do?

I am Jessica, everybody knows me as Jay Rich, and I am a trucker. I have been trucking for 2 and half years. I transitioned from corporate America to building my own empire.

#### What is your super power?

My super power is being a lady trucker. I was able to learn a completely new industry and then build on top of that. I have learned to build my own corporate America within my business.

### How important is making your dreams a reality?

For me the importance is that I want to be a leading example in my sons life. To give him a strong understanding of life and business so he knows someone close to him can do it so can he. I took a leap of faith so I could accomplish more things. While I had to sacrafice during the shift, I'm happy I did so now I can do everything I set out to accomplish.





Jessica Minor aka "Jay Rich" is the first lady of trucking! After a 10 year career as a Supply chain analysts in the oil and gas industry she decided it was time to own my own Corporate America and step out on faith!!

After working hard to obtain her CDL, she is now the owner and operator that's currently building her multi-millionaire fleet.

"To Lie and tell you this journey has been smooth sailing for me I'll be an imposter!"

Not afraid to back down and face defeat Jessica proves that while trucking may not be easy, it's the road she's chosen to build her empire.

Jessica's story of resilience and mindfulness can awake the beast in any entrepreneur. While her story reminds you of tough times, your heart is also warmed by her commitment to her son and success. We can't wait to learn more at the FOCUS Business Conference.

### BEYOND THE INSPIRATION with Jeremy Darby

"Innovation distinguishes between a leader and a follower."

Steve Jobs



Jeremy "Pop" Darby is an intellectual property strategist, social influencer, community activist, serial entrepreneur, & fin tech specialist working to create a digital economy so under served communities can have a better life experience and more access to capital.

As the CEO and Founder of Unity is Wealth, Jeremy is the mater mind behind building and crafting new opportunities for the community.

#### "Quote Here"

Jeremy is a man for the community, built by the community. With a strong mind and dedicated spirit. From his book collection to workshops Jeremy shows that the work is necessary to build the dream.

You can expect to hear more and transform your thinking with Jeremy at the first FOCUS Business Conference.

Tell us who you are and what you do? I am Jeremy Darby and I am a master of taking the old proverbs and putting them into technology and creating systems for our community.

### How have you created a new reality in the community?

I have created a doorway for technology to merge with my roots. By teaching and helping the community understand how to take everyone's role, we are about to create a new normal that we all can enjoy. If we all had a million dollars what would we do with it? We have to teach so we can have the plan to make that million double and triple.

#### Why do you enjoy learning history?

History removes the mystery. If you understand where you come from, and can master who you are, you can then prepare for want to become. I wanted to see how empires and nations were built so I can build one to stand the test of time.





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### YOUR BOSSIEST FRIEND with Milan Mobley

"Only put off until tomorrow what you are willing to die having left undone."

Pablo Picasso



Milan P. Mobley is a Serial Entrepreneur, Publicist, and Public Speaker. She is the CEO of U Management Public Relations Agency, Founder, and Creator of the EntrepreneuHERs Brunch, host of Your Bossiest Friend Podcast, and owner of Thee Milan Mobley Brand.

Milan is also known as the millennial powerhouse! At the age of twenty-one, Milan started her journey into Entrepreneurship, and by the age of twenty- five she's become a three-time business owner. As a public speaker, she's been honored to speak on conferences and panels across the country.

"No matter how the industry changes, I know that I have skills that are unmatched."

Milan is a woman wearing many hats and has made it her priority to be an inspiration and resource to others. With her booming career and social media you can expect to pick up many gems at the FOCUS Business Conference to maximize your press potential. Tell us who you are and what you do? I am Thee Milan Mobley, the founder and CEO of U Management PR and the founder of the EntrepreneuHERs brunch. Using my platform, the Bossiest Friend, I have a personal brand and podcast that centers around being the modern entrepreneur.

What are misconceptions about publicist? As a publicist, that's a hue misconception. We're not your manager, booking agent, or assistant. My job is to get you press and help you grow your audience by connecting with the public. Both manager and Publicist is key, but we serve very different roles.

How do you balance so much at once? What is balance? Sometimes it feels like I am all over the place, but I am organized. Things happen you get swamped, but task managers and a great team help you see the vision even when it's tough. I don't believe in giving up so everything will get done.



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