



SARAH H. LENHARD



Age: 39
Title: Managing director, account services
Company: SFGT
Type of company: Marketing
Birthplace: Susquehanna
City of residence: Bryn Mawr
Education: Bucknell University, BA;
 Université de Paris, MA

LEADERSHIP

Achieving early success: I picked a career I'm good at that I really enjoy.

Turning point/defining moment in your career: Leaving a large, publicly traded advertising agency to become a partner in what was a small boutique agency in Manayunk, SFGT, and work alongside Dudley Fitzpatrick.

Motivating colleagues: Running a small business means you wear a lot of hats. The range of duties in any given week is incredible. And because I'm not afraid to roll up my sleeves and tackle them — the good, the bad and the ugly — I think I motivate my colleagues by the passion I have for the business and my drive to lead by example.

Characteristics of a good leader: Good listener; champion of her team; articulate; persuasive; energized, confident; and not afraid to laugh at herself.

Biggest professional accomplishment: Being nominated to the 2006 Philadelphia Business Journal 40 Under 40, and being ranked as the fastest-growing agency in the Business Journal's 2006 Book of Lists.

Biggest disappointment: Feeling the full effects of the recession in 2002, my partners and I were forced to roll back employee salaries (including ours, of course) with the goal of riding out the economic downturn and preserving the integrity of the firm. (The good news is it worked.)

CAREER

Reasons for choosing your field: I like the convergence of business intelligence and creativity. It's a cool business.

Workplace philosophy: Hire good souls (first) who are talented at what they do (second).

Business strategy: Become an indispensable asset to the chief marketing officer.

COMMUNITY

Community/civic involvement: [no response].

Role in the region: I sit on the board of the American Association of Advertising Agencies.

My primary responsibility as a board member is serving the role of director of the AAAA Institute for Advanced Advertising Studies — a 14-week training program that cultivates the rising stars in our industry from the tri-state region. As a member of the Corporate Leadership Council for the Philadelphia Zoo, I help to raise corporate funds to support the oldest Zoo in America. As a member of the Academy Ball Program Book Committee, I help to raise funds for the restoration of the Academy of Music.

LIFE LESSONS

How you ensure personal growth: My two young daughters teach me so much. When we're together, I'm always working on being a good listener, teacher, friend and parent. And we're constantly discovering new things. So, I grow as they grow.

Best advice you've received: Eight years ago, my husband counseled me not to take the big corporate job at a Fortune 500 company but to go be an entrepreneur at SFGT.

Worst advice you've received: [no response].

Advice to the next generation: Pick a career you'll really enjoy. One that challenges you every day and is filled with interesting people, and that gives you a sense of personal reward when you do it well.

PERSONALITY INSIGHTS

Preferred type of music: Female vocalists: Anna Nalick, Sarah McLachlan, Natalie Merchant, Lizz Wright, Aimee Mann.

Favorite movies: "The Usual Suspects," "Sliding Doors."

How do you unwind: Cooking on late Sunday afternoons — with a good glass of wine at hand; standing doubles tennis match; reading; kid time.

Must-watch TV show: Don't have one (no time with two little girls).

Favorite motto: Life should NOT be a journey to the grave with the intention of arriving safely in an attractive and well-preserved body, but rather to skid in sideways, chocolate in one hand, martini in the other, body thoroughly used up, totally worn out and screaming — "WOO HOO what a ride!" — author unknown.

Car you drive: BMW 5 series.

ERIK E. KOLAR

Age: 39
Title: President and CEO
Company: Patriot Equities
Type of company: Commercial real estate investment and development
Birthplace: Madison, Wis.
City of residence: Chester Springs
Education: University of Delaware, BS in economics

LEADERSHIP

Achieving early success: Growing up at the younger end of eight children, you quickly learn and live by the axiom, "If it is to be, it's up to me."

Turning point/defining moment in your career: Returning home from the first Gulf War, realizing what an incredible opportunity we have in this country to build a great life.

Motivating colleagues: Create a focused, challenging and opportunistic atmosphere. Share the company successes and make everyone visible to the bottom line.

Characteristics of a good leader: Never take yourself too seriously. Set the pace. Establish a simple and clear focus. Hold people accountable. Surround yourself with strong people and let them do their job.

Biggest professional accomplishment: Having great friends in the business and being well respected in the real estate community.

Biggest disappointment: Very few; failing is the learning ground of success.



CAREER

Reasons for choosing your field: I realized it was an industry in which the harder and smarter I worked and the more risks I took, the more financial opportunity I would have. Additionally, I had a chance to develop strong competencies in many different facets of business.

Workplace philosophy: Have fun, focus, work harder than everyone else. Believe in yourself and your business plan. Solve problems for your customers first, and success will follow.

Business strategy: Focus on purchasing real estate from corporations and institutional sellers.

COMMUNITY

Community/civic involvement: Active board member of Salvation Army and the Pennsylvania Economy League.

Role in the region: The Salvation Army is one of the most humble charitable organizations in the country; no frills, all results, operating in the toughest communities with the most efficient distribution of the most precious resources...time, money and hope. At the Economy League, our role is to promote Philadelphia as competitive region.

LIFE LESSONS

How you ensure personal growth: Maintain humility, embrace change, set ambitious goals, learn from others, try to harness this experience by reinventing yourself daily.

Best advice you've received: Pick a passion, don't fear the unknown and be relentless in pursuit of your goals.

Worst advice you've received: Maybe you ought to slow down.

Advice to the next generation: Look for a career, not a job. Fire yourself everyday.

PERSONALITY INSIGHTS

Preferred type of music: Completely eclectic.

Favorite movies: Way too many to mention. Top picks: "Shawshank Redemption," "Cinderella Man," "Saving Private Ryan," "Wall Street," "True Romance," etc...

How you unwind: Go out on a date every Thursday night with my wife and spend as much time as possible at our family home in Stone Harbor, N.J., with our three children.

Must-watch TV show: Discovery Channel.

Favorite motto: "You are only as good as your last deal."

Car you drive: A BMW 745 and a Jeep Wrangler.