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## MEMBER NETWORKING

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##### Tracy Albert

Managing Director –

*Houlihan Lokey Howard & Zukin*

Founder –

*Business Forums International*

Today, Tracy Albert is a successful managing director with Houlihan Lokey Howard & Zukin, with a Rolodex the size of a phone book, but this wasn't always the case. Read about how Albert's need to develop his own personal network sparked the beginning of one of the country's most elite business-networking organizations. [More...](#)

#### CHIEF EXECUTIVE OFFICER

##### Michael Peloquin

Chief Executive Officer

*Business Forums International*

With an impressive 20 years of experience building scalable information and consumer-based companies and a knack for finding “diamonds in the rough”, Michael Peloquin joined Business Forums International in May 2005. Read about Peloquin's career path, his success as CEO of BFI, and what he plans for the future of the organization. [More...](#)



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##### Jon Rashap – DocuSource

Office Products – Document Management Services

Document management is an integral part of any business operating today, and as one of the fastest-growing private businesses in the U.S., DocuSource is helping clients increase productivity and reduce costs by offering sophisticated software and hardware products. DocuSource President Jon Rashap discusses the various types of products he offers and tells how he recently saved a company \$1.3 million. [More...](#)



##### Stephen “Bo” Wilkins – Nease, Legana, Eden & Culley

Insurance – Employee Benefits/Life/Health/Disability/401(k)

Not everyone is an ideal client for Bo Wilkins, a managing director at Nease, Lagana, Eden & Culley, but that's only because his clients have a minimum of \$20 million in personal net worth. Wilkins, who provides life insurance products for ultra-affluent individuals and families in the area of wealth transfer and estate planning, discusses his firm's high-touch, high-service approach to servicing clients. [More...](#)



##### Greg Pappas – The Parthenon Group

Consulting – Management/Turnaround/Crisis

Greg Pappas and The Parthenon Group have been advising mid-market and global manufacturers since 1991 in areas such as corporate and business unit strategy, M&A/post-merger integration, and profit improvement. Pappas discusses the increase in competition in the marketplace as a result of globalization and tells us what he advises his clients to do to maintain their competitive advantage. [More...](#)

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Jeffrey Hester & Theresa Uhrig

## Children's Hospital of Philadelphia: Close to David Proctor's Heart

When David Proctor found out his wife was pregnant with their third child, the fact that they were having twins wasn't the biggest surprise. The doctors informed the Proctors that one of the twins had a serious heart condition called Hypoplastic Left Heart Syndrome (HLHS).

In HLHS, the left side of the heart – including the aorta, aortic valve, left ventricle and mitral valve – is underdeveloped. Prior to the mid-'80s, children who had this ailment had 100 percent mortality rate within the first week to 10 days of their life. This was not the news the Proctors wanted to hear.

Luckily, Proctor thought to call his friend, a member on the board of trustees at The Children's Hospital of Philadelphia (CHOP). Since its start in 1855 as the nation's first hospital devoted exclusively to caring for children, The Children's Hospital of Philadelphia has been the birthplace for many dramatic firsts in pediatric medicine, including the first to author a book on Hypoplastic Left Heart Syndrome. Today, CHOP is one of the leading pediatric hospitals and research facilities in the world.

"My friend placed a call to CHOP and within 15 minutes I had a call from one of the senior doctors. When I told him what the problem was he said, 'You have to come to CHOP, because we actually have the best guy in the world to treat that problem,'" Proctor says.

This doctor has developed a procedure which shifts the load from the left ventricle to the right ventricle. The heart consists of four chambers. The lower two chambers are the ones that have all the muscle around them, and they're the ones that pump the blood; either to the body or to the lungs. In a healthy heart, the left ventricle is the one that pumps the oxygenated blood to your body. When the procedure is complete, the right ventricle pumps to the body, and the returning blood goes straight into the lung.

This procedure has worked miracles for families like the Proctors, but unfortunately knowledge of its existence is not yet widespread.

While going through this life-changing event, the Proctors encountered a woman facing the exact same situation, but her story had a much rockier start.

"When she was diagnosed with this, her doctor said to her, 'There's no cure for HLHS,' and the only remedy is what they call 'compassionate care,'" Proctor says. "Which means in the first 10 days or week, they'll keep the baby as comfortable as possible, and basically wait until he or she expires."

Fortunately, this woman did some research and ended up at Children's Hospital of Philadelphia.

"I don't care how old you are; if you have a medical problem, you have to do some research and some homework," Proctor explains. "You can't just accept what one place tells you. They may be right, but you have to check."

In addition to realizing the importance of research, Proctor and his wife also learned a valuable lesson about control.

"You learn a lot when you go through an experience like that. One of the things that my wife and I learned was to really understand what you can control and what you can't control," Proctor says. "And what we couldn't control was that we had this problem. What we could control was how we handled it."

Proctor was comforted by the confidence of the doctor performing the procedure. "He told my wife, 'You have to carry these babies to full term. You have to get these babies to be at least 3 kilos. Their aortas have to be at least 4 millimeters in diameter. If you can deliver that to me, I can take care of this problem.'"

On three separate occasions, doctors had to perform open heart surgery on Proctor's daughter. "At that moment, you put your infant child into someone else's hands – you're literally giving over control," Proctor says. "You have to trust and you have to believe that you've made the best decision to have yourself in the best place you can be."

The procedure was a complete success and today, Proctor's daughters are doing very well. In fact, in late November, the Ritz Hotel in Philadelphia, a corporate sponsor of CHOP, hosted their annual tree lighting ceremony, and Proctor's children were selected to turn the lights on. For the kids, it must have been a huge thrill to see all those beautiful lights illuminate the cold Philadelphia night. For Proctor and his wife, the thrill was watching their daughter do it.

The Children's Hospital Foundation is the charitable, tax-exempt organization benefiting The Children's Hospital of Philadelphia. For more information or to make a donation, please visit <http://www.chop.edu/consumer/index.jsp>

*If you want to contact David Proctor about Children's Hospital of Philadelphia, call (610) 962-3780 or e-mail him at [dproctor@windriverholdings.com](mailto:dproctor@windriverholdings.com).*

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in the

COMMUNITY

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What we could control was how we handled it.”