



*"I believe anything is possible
and nothing is impossible."*

Connie Sparks, President & CEO
Wade Co. Capital

INTRODUCTION

- ❖ My name is Connie Sparks and I am 48 years old.
- ❖ I own my company Wade Co. Capital
- ❖ What my company does:
 - Help entrepreneur's unpack their ideas.
 - Find capital for business owner's.
 - Train business owner's to be better business manager's.
- ❖ My role at Wade Co. Capital is Founder & CEO
 - Every day I work with business owners who need help growing their business and find lenders that will help finance their projects or growth needs.

I was born in California and raised in Los Angeles

MY EARLY YEARS



I was 3 years old



I was 11 years old



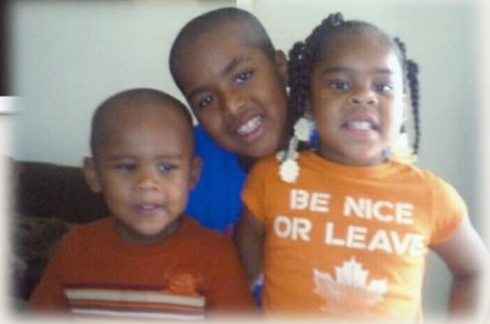
I was 18 years old

A Little About My Family

- I have four daughters and four grandchildren. We do a lot of things together, very supportive of each other, and we like to have fun and vacation time.

MY FAMILY

Tonishia & her children, Marvaughn & MaKayla, Kenyahta, Connikia



MY HIGH SCHOOL



Washington Generals

HIGH SCHOOL

As a HS student I was very shy.

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Here is a picture of me in HS



HIGH SCHOOL

Things that I really liked in High School were:

- Music Class
- Home Economics
- Cheerleading
- Dance
- Hanging with friends



HIGH SCHOOL

Things that felt difficult or challenging for me while I was in High School were:

- History
- Math
- Challenges with learning and retaining information.
- I was picked on because of my size.
- Jealousy from other girls because of my skin color.

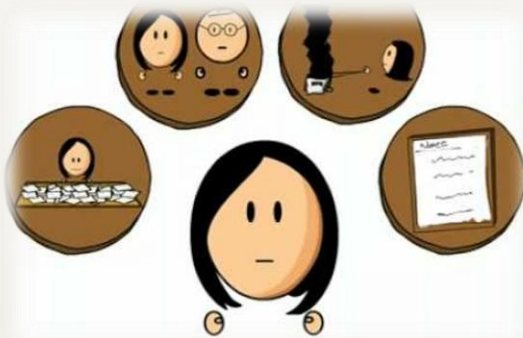
How I overcame my challenges in High School:

- Classes and retention: worked with tutors and teachers.
- Picked on and Jealousy: adopted by a student and teacher.

HIGH SCHOOL

Jobs I worked while I was in High School were:

- 1st job: Answering Service
- 2nd job: McDonalds
- 3rd job: Seamstress



GETTING IN TO COLLEGE

The top few things I did to ensure I got into college were:

- Maintained an acceptable grade point average.
- Stayed out of trouble.
- Participated in college fairs.
- Wrote essays for scholarships.
- Created a plan of action for the job and career I wanted

COLLEGE

I attended Compton College, in Compton, CA, College of the Canyons in Santa Clarita, CA and Under Grad school in Burbank, CA



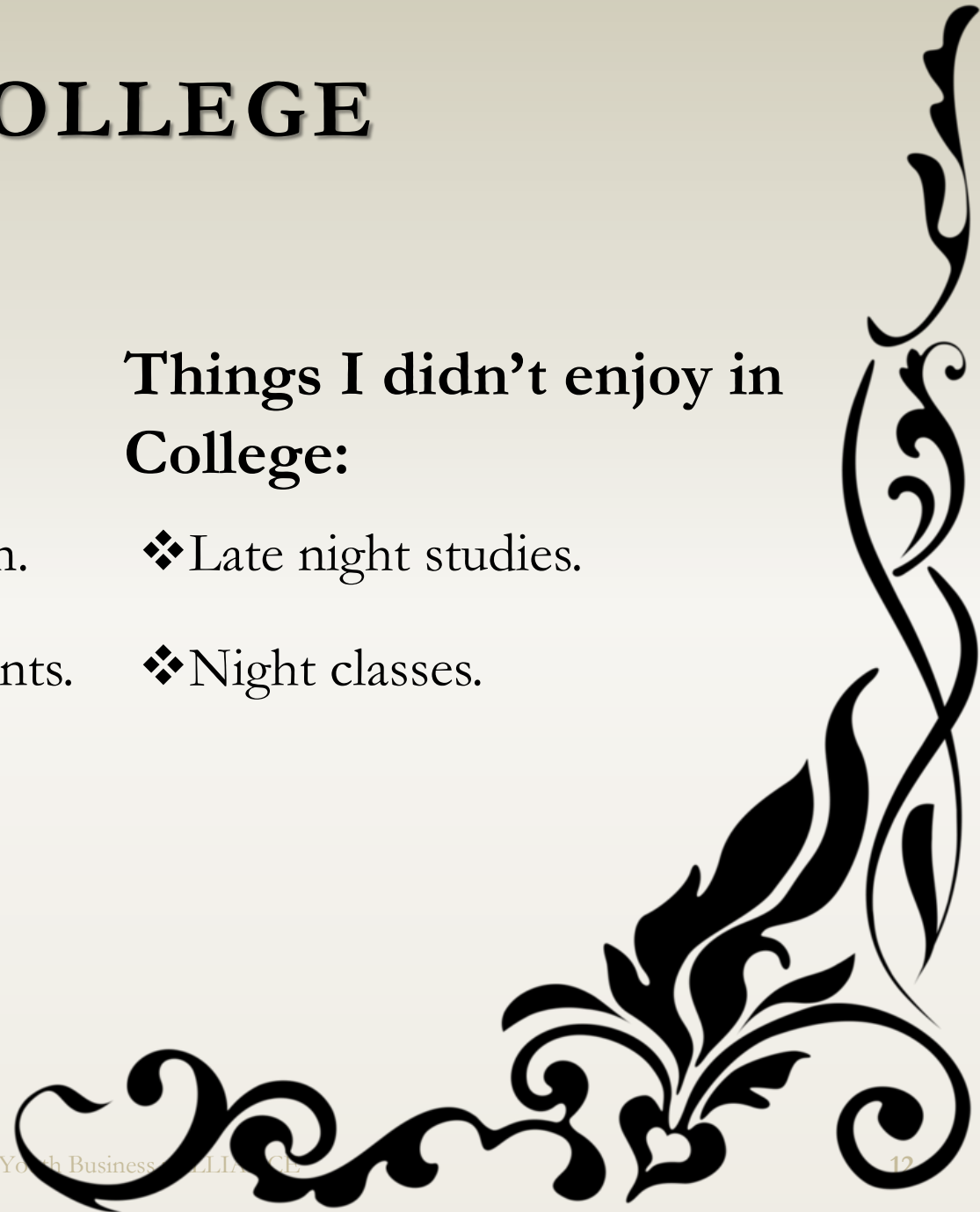
COLLEGE

Things I enjoyed in College:

- ❖ Learning new information.
- ❖ Working with other students.

Things I didn't enjoy in College:

- ❖ Late night studies.
- ❖ Night classes.



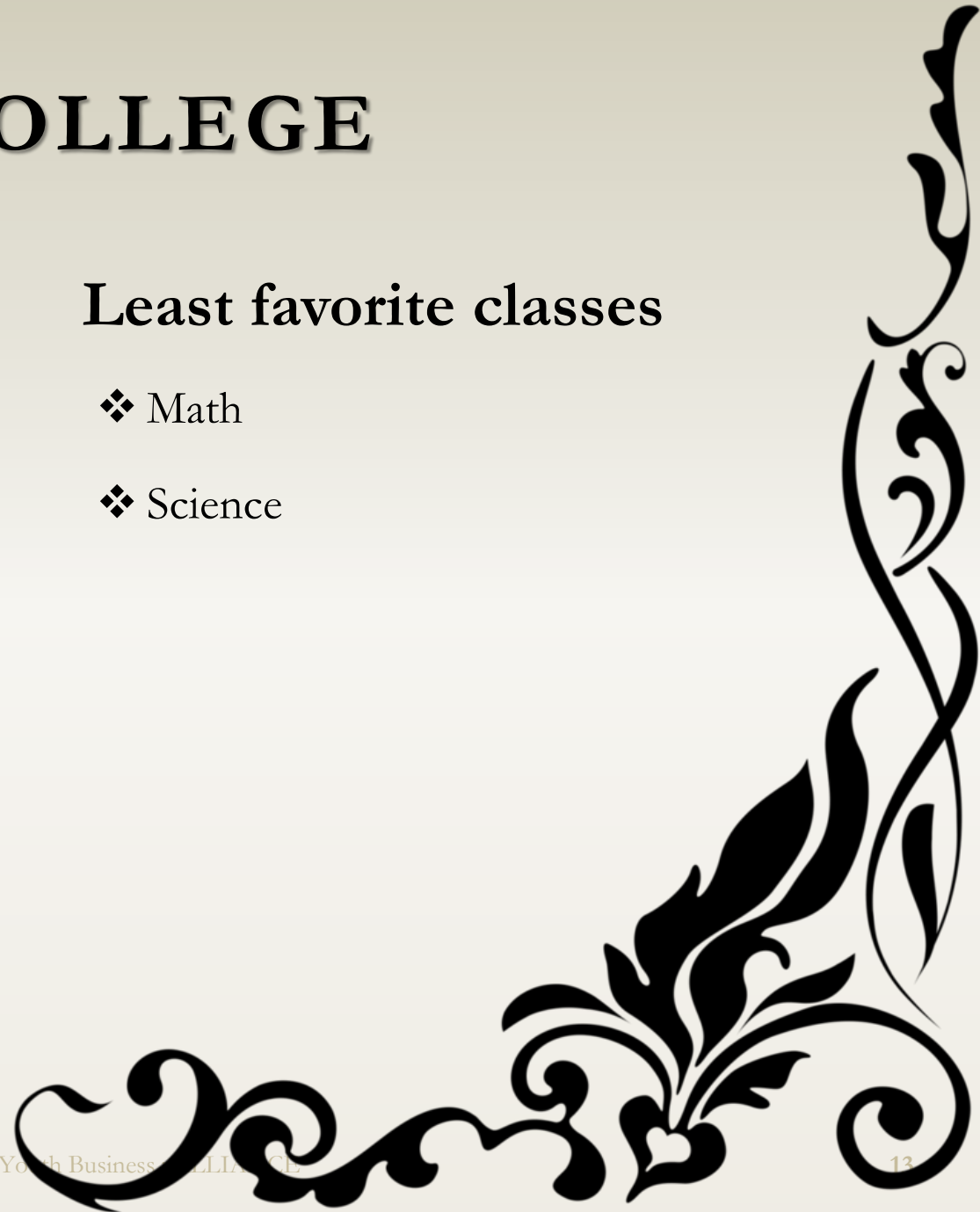
COLLEGE

Favorite classes

- ❖ History
- ❖ Business
- ❖ Golf
- ❖ Music
- ❖ Health
- ❖ Psychology
- ❖ Philosophy
- ❖ Business Law
- ❖ Sociology

Least favorite classes

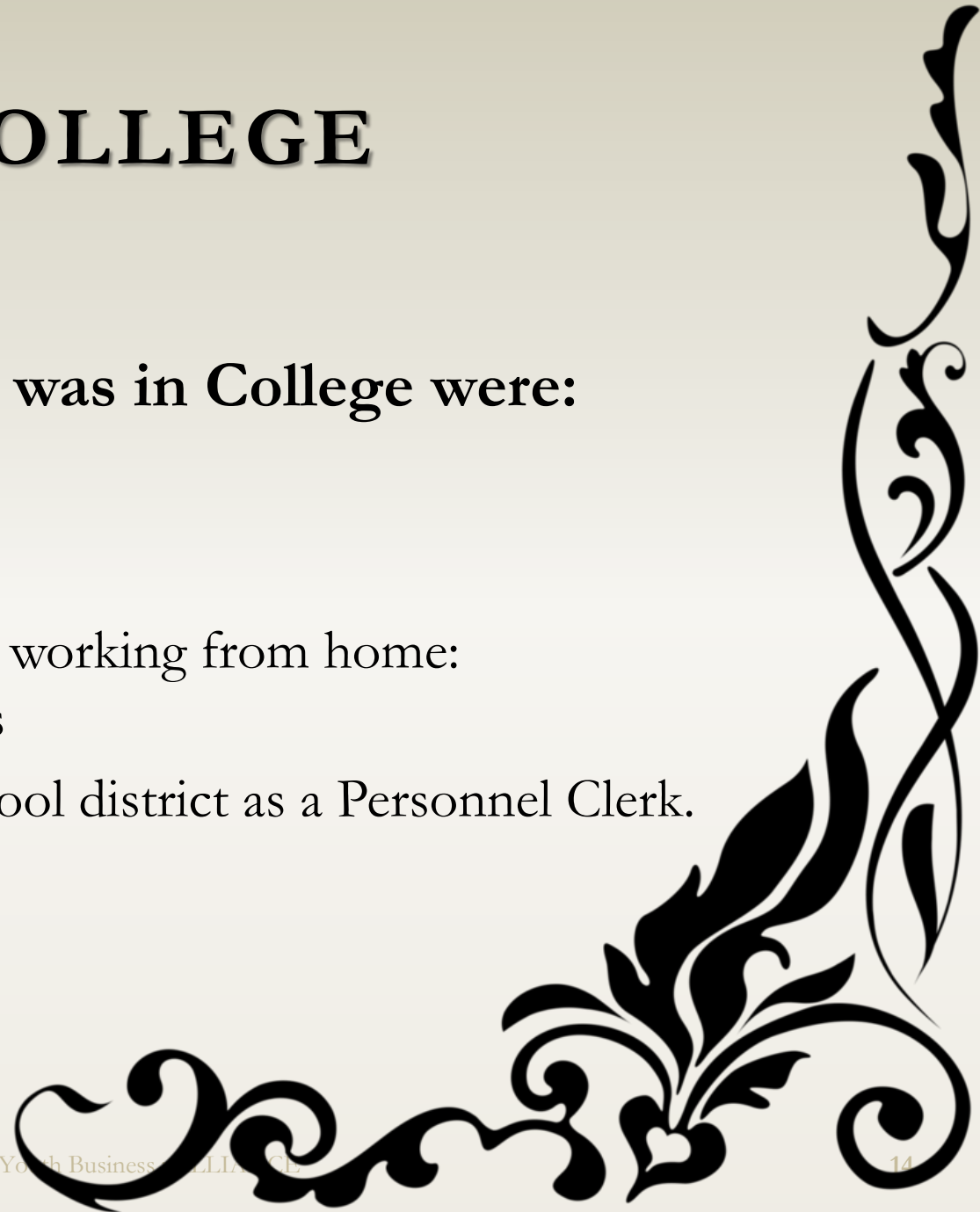
- ❖ Math
- ❖ Science



COLLEGE

Jobs I worked while I was in College were:

- Stay at home mom.
- Started first business working from home:
Designer/Seamstress
- Worked for local school district as a Personnel Clerk.



COLLEGE

Things that felt difficult or challenging for me while I was in College were:

- Single parent raising four small children.
- My mom helped out when she could until kids were in Jr. High.
- Working and going to school.

GETTING A JOB AFTER COLLEGE

The top few things I did to ensure I got a good job after college were:

- I read and learned a lot about the industry I had an interest in.
- Surrounded myself around successful people who would share information with me and make introductions to decision makers.
- Learned how to network with people.
- Joined Toastmasters

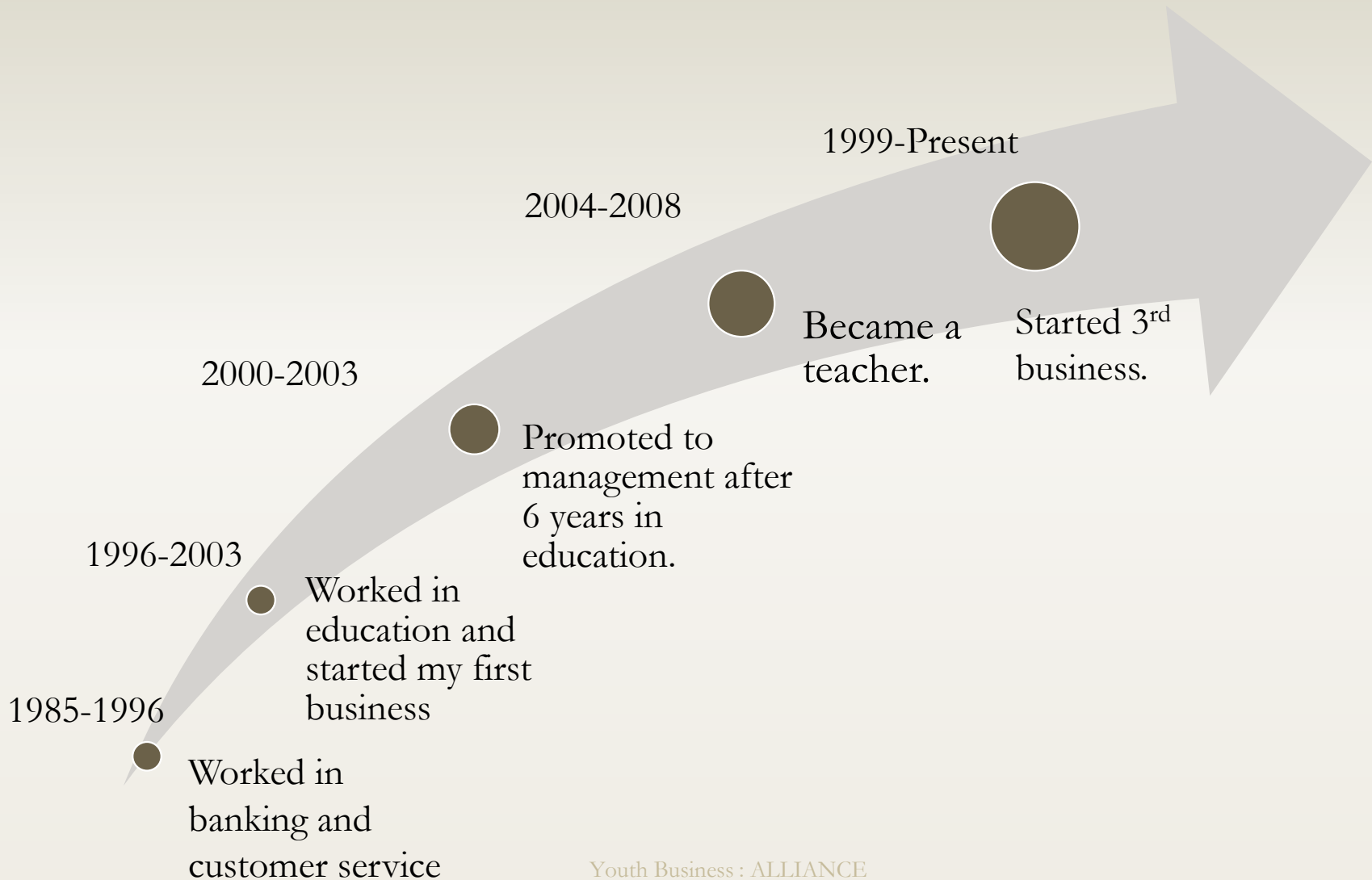
THIS IS MY COMPANY



Every day at my company:

- We work diligently with lending institutions, and utilize our relationships to get businesses the funding they need to grow and support their business.
- I established my company in 1999 as Wade Institute.
- Located in Castaic, CA
- We offer Loan Packaging, Cash Flow Analysis, Technical Assistance, and Business Plan Writing
- I have 3 team members.

MY CAREER PATH



MY CAREER

The first job I had after college was:

- Security Pacific Bank

The worst thing that I have ever had happen to me was:

- Working with a co-worker/friend on a project
 - She stole my ideas and presented it as hers

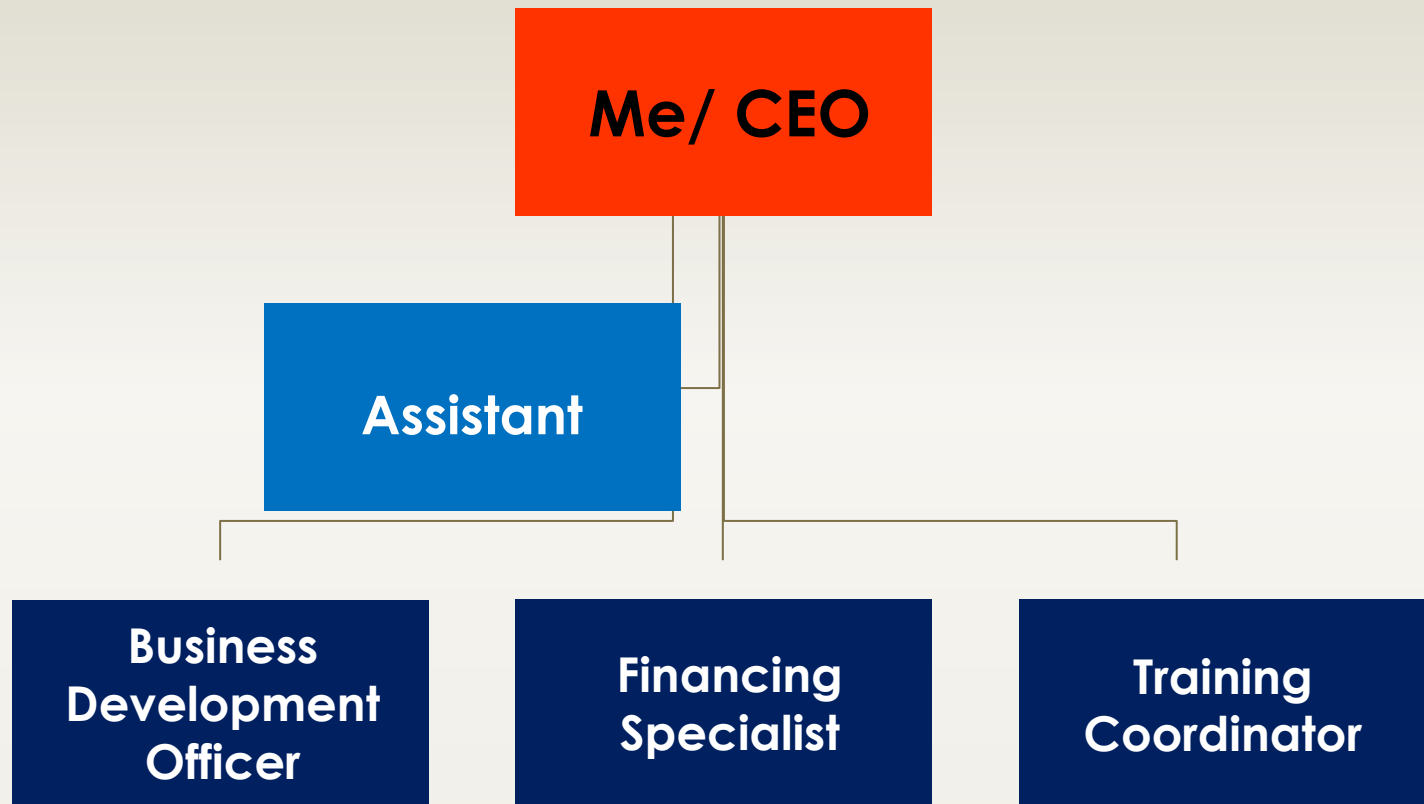
Lesson Learned: Keep my ideas to myself

MY CAREER

Challenges I have had to overcome throughout my career are:

- Learning how to manage people according to their personality
- Patience
- Listening to people
- Think before speaking
- Making split decisions
- Be mindful of other's feelings

MY ORGANIZATION STRUCTURE



MORE THAN JUST WORK

When I am not at work I like to:

- Golf
- Travel
- Reading
- Attend Jazz Concerts
- Going to the movies
- Spending time with grandchildren

DO IT ALL OVER AGAIN?

If I could talk to my high school self, what would I say?

- Take school more serious.
- Focus on school, not boys.
- Listen to teachers who care about me and my future.
- Create a life plan and follow it.



QUESTION AND ANSWER