

## Jonathan Sample Interview Notes

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Age: 49???

Sincere, Passionate, Thoughtful, Professional, Very smart, Engaging, Leader, Experienced, Insightful

Grew up in a small town in Michigan. Family was part of an “uninspiring” Presbyterian church. Great grandfather had started a company making pumps for oil and gas (and later, nuclear) industries, so he grew up in a 4<sup>th</sup> generation family business. Father traveled the world. His aunt and uncle led him to Christ during a summer with them in California. Got involved in a prayer breakfast when he returned home, but “I basically grew by myself in the faith.”

Went to Penn State University of Michigan as a Sociology major but changed to Business and Finance. Joined a fraternity, which was a “great experience” (meeting people from all over the country and from all walks of life). Coming from a tiny town in MI, he was “blown away” by the diversity of the people there.

Thought he wanted to be a teacher, but his father convinced him to “try business” first. Continued on to get his MBA (from Vanderbilt). Planned to go into the family business, but instead took an “entry-level” job with ABC in NYC.

At the same time, he came to realize that “there was no way in the world” that the family business was going to survive in the rapidly changing world of energy. Helped convince his father that it was time to sell the business, which sold quickly.

Decided to move to Phoenix. “I was convinced, at the age of 27, that I was going to get tons of offers from companies, given my Vandy MBA and my large corporate experience.” Wrong. “God really humbled me during this time” with 4½ months of unemployment.

Finally landed a job at Motorola through some friends he had gotten to know while in NYC and moved to Boston, their headquarters.

Motorola was “hemorrhaging cash” during this time and started a restructuring process that really never stopped during his 11 years there. Had a dozen different bosses during his first 2 years. First two years were a particularly challenging time. “All I could do was honor God and lay everything at His feet.” Through it all, his career there continued on an upward trajectory.

Finally “found my home” at Motorola leading their North American sales, which ultimately grew from \$70 million to \$200 million.

Since he spoke fluent Spanish (which he had learned at home growing up through his Guatemalan mother), he was asked to reorganize their businesses in Latin America—which he spent three years doing—then back to Boston to lead their entire Consumer Products division.

An old college friend approached with a startup idea that would combine his love of international travel, his business experience and his Hispanic heritage, so they started a new energy company based in Mexico City serving Central and South America.

His friend and partner got very sick—which placed “great stress on both [him] and the company—but he was “finally able to navigate through it successfully

“I began to feel a real sense of calling to ministry during this time.” Had been deeply involved in church leadership while in Boston and that church was also “doing great work in Mexico.” He ultimately negotiated a buyout with his investors and took a role leading a nonprofit ministry

working in the same regions as his business, which was “in many ways, the best decision [he] ever made.

Feels his work there is now coming to a close. “I’m a builder, not a maintainer.”

### **Why GLN?**

- Loves how the seminar brings in great leadership speakers each year (not just great *Christian* leadership speakers).
- Sees a tremendous opportunity to impact both the Church and the next generation of leaders.
- Opportunity to broaden his impact from a region to globally.
- Always asking, “God, is this you?”. Believes this could be.
- Through his work as an advisor there, feels he understands the culture and what steps are needed in order to reinvigorate and grow its base.
- Excited that this could be a very good fit with his life’s passion... again, to work not just regionally, but globally.

### **Thoughts on ProScan results?**

- “A pretty accurate description.”
- “I do, however, consider myself a little more introverted than the survey describes. Also, my initial read of the results seems to afford me a level of adaptability that I may not always live up to. Once a healthy plan is conceived and vetted, my focused nature leans toward holding onto the plan and doesn’t always adapt easily to changes in plans. I need ‘better’ or ‘smarter’ plans in order to change. ‘Different’ alone is not always enough for me.