

Arnel P. Ringor (Batch 14)

Prior to coming to the Academy of Creating Enterprise, my wife and I were already engaged in a small distribution of Pharmaceutical product with business name ADR Enterprises which was registered in 1998. My short exposure as a Medical Representative and as a District Sales Manager from 1994-2001 gave me and my wife, Arlene an idea to venture in business. Then, I heard of ACE in 2002, from my brother-in-law who was at that time serving as the stake president in Tuguegarao. The two-month or eight weeks experience was incredible . . . character-building experience. It not only gave me motivation to explore other possibilities but awakened our entrepreneurial spirit that gave me and my wife opportunity to simultaneously work on a copy center situated in front of a National High School, beside a State University in Tuguegarao. The copy center was established after ACE Training. Things were a little difficult, finances were not enough, sales were good, but collections are not coming on time. Closing shop was hard to imagine but we have to make a decision.



The break came at a time (2007) when I was working as a Marketing Manager for Sharp digital Copiers with Alejandra Enterprises and at the same time doing some consultancy jobs in two hotels. I was able to close 50-unit sales of desktop computers in a school where I now teach part-time marketing subjects. That was the beginning of City Copier, our former business name being back to business, and then later name changed to **ACES CYBER MARKETING**. As of May 2010, 210 units were already delivered in that school. We were able to put up a show room and a repair shop in October 2008 after the Entrepreneur Academy Award. The money given by the **YAMAGATA GROUP** was indeed a great help. It was also in the following month that we also ventured in custodial and janitorial supplies (**VALIANT ACES ENTERPRISES**) where I am now catering to 2 Facility Managers in Region 2 of The Church of Jesus Christ of Latter-Day Saints. As of April 27, we were able to close an independent contract on Janitorial service with the same client, enabling us to give jobs to 5 people, members in my branch, plus 3 others in our computer shop.

The Rules of Thumb learned at ACE serve as a powerful reminder of proper attitude and practices for success. Among my favorite, *“Start Small, Think Big.”* The Academy gave us a tool and a treasure we can use to expand and help others.



ACE gave me that spring board. Pursuing my education in 2006, in Business Administration major in Marketing became one my greatest accomplishments with my wife after ACE. I teach Marketing subjects of which I pass on the Rules of thumb and teach students how to make a business plan at the International School of Asia and the Pacific/ Medical Colleges of Northern Philippines where my wife work as a full-time clinical Instructor and Human Resource Management Officer.

My wife and I will be forever grateful with Steve & Bette Gibson and to all the staff and donors of the academy and to our existing CEO, Brother Barfuss and to Brother James Fantone. It is also our dream to be one of the contributors of the legacy in the future.