



MANAGEMENT BIOS

James W. Hornyak and **Laura T. Leggett** founded BtoB Connect and lead it today as Vice President and President, respectively. They also own their own thriving businesses built on the BtoB Connect system.

James W. Hornyak, Executive Vice President/CFO

James W. Hornyak is a successful entrepreneur who owns a multinational videoconferencing / telecommunications business. He has been involved in networking groups for 20 years and understands clearly where they fail and how they succeed.

As testimony to the power of networking, Mr. Hornyak has built his entire videoconference business on personal referrals, not even utilizing a website or brochure to this day! His impressive list of clients include The Timken Company, Smithers Oasis, Delphi Packard, Gallo Displays, Forum Health Network and various multi-national manufacturers. His sales pipeline swelled from under \$100,000 to almost one million dollars within three years using B to B Connect's unique referral system. Prior to starting his videoconferencing company, Mr. Hornyak specialized in audio/video production and spent time selling AV services. He holds a Bachelor of Science in Photography from Kent State University and resides in Kent, Ohio with his wife Barbara.

Laura T. Leggett, President

Laura Leggett brings 17 years of business experience to *B-to-B Connect*. She is President and co-owner of a telecommunications firm called *DataVoice Connect* (www.DataVoiceConnect.com), which specializes in Voice Over IP telephony and helps companies large and small connect to the world cost-effectively. The company has doubled sales each of the last three years, attributed primarily to applying the BtoB Connect system.

Laura works for the client to develop customized solutions using a variety of telecommunication vendors. She is not restricted to any one vendor and is paid by the vendor/supplier not the client.

Prior to entering the telecom industry, Laura spent 7 years in commercial marketing for Rockwell Automation and then served as an Account Manager for Bristol-Myers Squibb in the pharmaceutical industry.

Laura holds a Bachelor of Science in Journalism from Scripps School of Journalism at Ohio University. She resides in Chardon, Ohio with her husband Gary and their two daughters.