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Walker Engineering

By Brian Sodoma, Special Publications writer

As a native Las Vegas, Jody Walker Belsick has seen firsthand the evolution of her city's hyper-speed culture. But the 35-year-old business owner's style tends more toward the slow and methodical, a pace that has paid dividends and brought satisfaction to her and her staff at Walker Engineering LLC.

Belsick, an outdoors enthusiast who has climbed two of the world's seven great summits — Mount Kilimanjaro in Africa and Mount Elbrus in Russia — took naturally to the male-dominated engineering world.

"There's no real big story about why I became an engineer. I just like math and science. So I geared my studies toward that," she said while showing an almost indifference to being a woman in the field. She asserts the engineering world has a sense of camaraderie. "We're all in it together. We try to help each other out, in general."

After graduating from UNLV's Howard Hughes School of Engineering in 1997, Belsick landed her first valley civil engineering job with the Keith Companies. After picking up some valuable experience, she considered a shift in her career and was accepted into the Peace Corps. But when a colleague recommended her to work on the 25-acre, 444,000-square-foot Rainbow Sunset Pavilion, she saw it as a once in a lifetime opportunity.

"I'm in this now, and I plan to do this forever," Belsick said about her decision to go into business instead of pursuing the Peace Corps.

Starting as a two-person company with one client, Walker Engineering has grown to a staff of 12 with three licensed engineers since it began operations in 2003. Revenues have increased by 250 percent since 2004, and the company was profitable in its first year. Other notable projects for the firm include: North Las Vegas' CDW Industrial Park and Spencer Crossings in Henderson, an office and retail mixed-use site. Belsick hopes to land more mixed-use projects in the future while also steering her firm into public sector work as well.

For now, focusing on the current workload and finding quality staff remain priorities. "When we first started, getting the right people was a real challenge for us. One of the smartest things we did was not hire just to hire," Belsick explained. "We turned down work and kept the staff at a certain level where we could provide quality service. ... For us, it's about steady growth with the right people. We're not looking to have 50 people in five years," she added.

While growing the firm is a priority, Belsick also plans on traveling and making sure her employees take vacations.



"I believe strongly that travel really helps to maintain perspective. As a business owner, I encourage everyone to take vacations as I believe they are important to keep from getting burned out. ... I maintain that philosophy for myself as well," Belsick explained.

As her firm grows and the opportunity to delegate more duties surfaces, Belsick sees herself working with local engineering societies in a mentor role for local youth.

"A lot of kids need our help. I've been fortunate in my life, and I just want to be able to give back," she added.



with Jody Walker Belsick

What was your first job, and why did you leave?

The Keith Companies, a civil engineering firm was a good starting point in my career. I left to change my career direction and joined the Peace Corps program. At that time, I was approached to do civil engineering work for the 30-acre Sunset Pavilion project, a once in a life-time opportunity.

What was your best business decision?

In today's economy, I would have to say the decision to grow the company slowly with the right people. During the first few years of operation, it was very difficult to find qualified people to join our team. We made the decision to only take on projects that matched our staff level instead of hiring people that weren't really qualified for the positions we needed.

Who is your mentor and why?

Although it is cliché, I would have to say my biggest mentors are my mother and father. It is amazing what you can accomplish in life with the love and support of your family. My father is one of the smartest men I know, and he has taught me over the years the importance of education and accountability and what good things come from your hard work.



WorldDoc Inc.

By Liz Gamble, Contributing writer

With a formal business plan in hand, Dr. Rahul Singal and 14 other physicians founded WorldDoc in 2001.

This year, with a three-year sales growth of 487.9 percent, the company was ranked No. 31 on *Inc.*'s Top 100 Companies in the Health Industry list. And, for the second consecutive year, WorldDoc is included in the magazine's annual ranking of the 5,000 fastest growing private companies in America.

Accounting partially for WorldDoc's success, according to Singal, the company's president and CEO, is the consumerism of health care. While the company's direct customers of its consumer care management systems are health plans, third-party administrators and large employers, the end users of its Web-based Interactive Consumer Health Tools, such as MyHealth 24/7, are the individual members of those plans.

"MyHealth 24/7 gives individuals a tool that empowers them to take control of their health," said Singal.

A patient portal, MyHealth 24/7 provides patients with secure, personalized health information, including a personal

health record for storing data, an interactive self-triage symptom evaluator, health assessment tools and a medical library.

"Statistics have shown that among member participants, there has been a 30-percent decrease in unnecessary physician office visits and a 50-percent decrease in unwarranted emergency room visits, significantly reducing the cost of health care delivery," said Singal.

Working synergistically with MyHealth 24/7, WorldDoc integrates an individual's health risk assessment with his or her medical and pharmacy claims, laboratory testing results, medical care provider data and self-administered medical testing results to provide a comprehensive care management solution that includes personalized medical goals, care gap identification and communication about suggested treatments.

With a comprehensive picture of a patient's health including personal wellness objectives, WorldDoc provides patients' physicians with secure access to patient information, such as lab and test results, medication histories, allergies, vital signs, inputs/outputs, schedules and other vital clinical information, through desktop and



mobile applications.

WorldDoc has contracts nationwide and has grown from 22 employees in 2005 to a projected 62 by the year's end.

With an operating strategy that includes extending products and markets through partnerships and joint ventures, and to pursuing new markets and distribution channels for its core product, "We anticipate the possibility of capturing \$3 million of a \$50 million marketplace," added Singal.



with Dr. Rahul Singal

What was your first job, and why did you leave it?

My first job was as a paperboy. It was there that I learned the value of customer service. The better the service, the higher my tips. I outgrew the paper route, eventually graduating from Stanford University School of Medicine. Immediately before becoming a founding partner of WorldDoc, I was the vice president and medical director for Southwest Medical Associates, a publicly traded managed care organization under the umbrella of Sierra Health Services.

What was your best business decision?

Choosing the right business partners and creating WorldDoc's business platform on acute care, preventative health and chronic conditions.

Who is your mentor and why?

I've been blessed with a variety of mentors including Sig Rogich, who is WorldDoc's chairman, Jerry Reeves, a WorldDoc co-founder, and Dave Wheeler, who showed me how to create a win-win business model.