

# Merry Korn

## **Serial Entrepreneur, Speaker, Author, and Advisor**

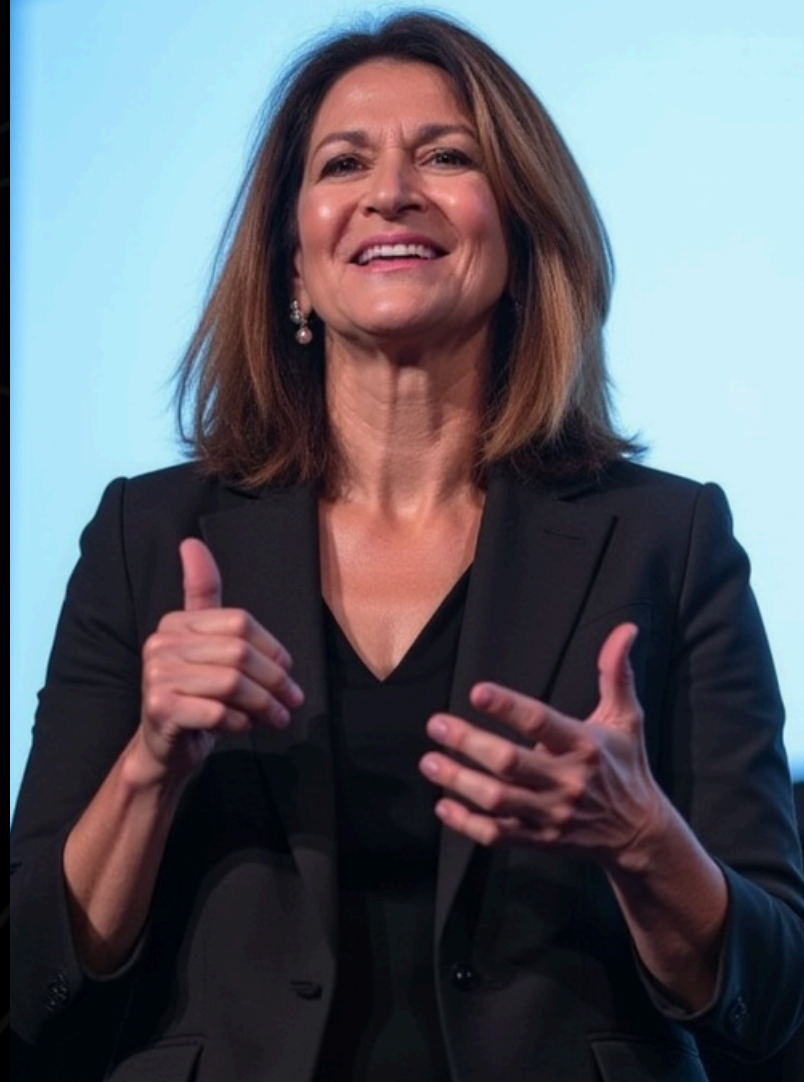
Merry Korn, a transformational leader, has redefined what it means to build a successful, purpose-driven enterprise. As the visionary founder of Pearl Interactive Network, Inc., Merry created one of the largest woman-owned for-profit social enterprises in the nation, proving that exceptional business results and meaningful social impact are not just compatible—they're inseparable.

## **A Track Record of Extraordinary Impact**

Over two decades, Merry pioneered innovation in social entrepreneurship, building **Pearl Interactive Network, inc.** from the ground up into a powerhouse that:

- ✓ Scaled to over **1,300 employees** across **30 states**
- ✓ Delivered **extraordinary customer experiences** to major federal government contractors
- ✓ Maintained exceptional **employee retention** and **satisfaction ratings**
- ✓ Created **thousands of meaningful jobs** for disabled veterans, military spouses, people with disabilities, and those in geographically challenged areas

*Merry Korn*



## **The Philosophy Behind Success**

What sets Merry apart is her revolutionary people-first leadership approach. She didn't just build a national contact center—she created a movement that proved how caring environments, strong employee engagement, and clear career pathways drive both individual transformation and superior business results. **Her unwavering belief that every employee matters not only changed lives but also delivered exceptional outcomes** that earned acclaim in both commercial and federal markets.

## ENTREPRENEURIAL LIFECYCLE SPEAKER SERIES

### Sharing the Blueprint for Transformation

After successfully exiting Pearl Interactive Network, Inc., Merry now dedicates her expertise to helping other business leaders achieve their own transformational breakthroughs. Through her nationally recognized content, speaking engagements, and advisory services, she guides entrepreneurs and executives who are ready to break free from stagnation and build organizations that truly make a difference. **Today, Merry brings her proven strategies, authentic insights, and compelling story of how purpose-driven leadership creates unstoppable business success.**

Please join me in giving a warm welcome to a leader who has shown us all what's possible when we put people first—Merry Korn.

Navigate the complete entrepreneurial lifecycle with our comprehensive speaker series that addresses the fundamental challenges faced at every stage of building a meaningful business. Beginning with "Merry Korn's Journey of Transforming Adversity into Purpose" to segue to "Embracing Courage to Grow Your Business," you'll learn to **overcome the psychological barriers that prevent bold action**, flowing naturally into "From Vision to Execution," which provides practical frameworks to transform entrepreneurial ideas into viable ventures, while "Social Entrepreneurship Start-up" reveals how to build businesses that generate both profits and positive societal impact. Seasoned entrepreneurs will benefit from "Access to Government Contracts," which unlocks stable, lucrative growth opportunities, often overlooked by private businesses. Finally, "Exit Planning" offers strategies for those looking to harvest the value they've built through succession, acquisition, or legacy planning—completing a holistic journey from launching a business to creating lasting impact and financial freedom.



**"Every great dream begins with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."**

Harriet Tubman

# MERRY KORN'S JOURNEY OF TRANSFORMING ADVERSITY INTO PURPOSE: A STORY OF RESILIENCE, PURPOSE, AND SOCIAL IMPACT

As the founder of an acclaimed social enterprise, Merry's business acumen has been recognized through numerous awards and distinctions. But the true measure of her success lies in the lives transformed through her vision—both for her customers and for the employees who might otherwise have been overlooked.

**When Merry Korn takes the stage, your audience will be captivated by a story that spans generations—from the darkest chapters of human history to the triumph of the human spirit and innovative business leadership.**

Merry's story begins before she was born, with her mother's extraordinary act of courage—jumping from a train bound for a death camp during humanity's darkest hour. **This profound legacy of survival against impossible odds is woven into the very fabric of Merry's journey.**

Merry's presentation delivers powerful insights into both personal and professional growth. As a result of this presentation, audiences will:

- Understand how to transform setbacks into springboards for success
- Refine a business model that balances profit with profound social impact
- Create an organization that honors the past while building a better future.

# EMBRACING COURAGE TO GROW YOUR BUSINESS

Are you an entrepreneur whose ambitions remain trapped behind walls of uncertainty? In this transformative workshop, we confront the paralyzing fear that prevents business owners from reaching their full potential. Whether you're hesitating to launch your startup or reluctant to scale your existing business, **fear often serves as the invisible barrier between you and success.**

Through inspiring quotes that speak to entrepreneurial resilience, interactive exercises that challenge limiting beliefs, and guided self-reflection, participants embark on a journey to redefine their relationship with fear. Rather than viewing fear as an obstacle, they'll learn to recognize it as a natural signpost on the path to growth. **Together, we'll craft personalized courage-building strategies** that translate the audiences' business visions into **actionable plans.**

At the session's end participants will:

- Leave equipped with a renewed mindset that replaces doubt with confidence
- Learn practical techniques to transform fear into fuel for progress
- Access innate reservoirs of entrepreneurial courage
- Develop a concrete step-by-step roadmap to navigate challenges while pursuing ambitious business goals.

# FROM VISION TO EXECUTION

This game-changing workshop enables participants to transition their entrepreneurial vision into a thriving business reality.

As a result of this workshop participants will:

- Learn techniques to transform vague ideas into crystal-clear vision
- Learn to test business concepts BEFORE investing their life savings
- Discover funding pathways for the modern entrepreneur
- Walk away with an actionable checklist for immediate implementation.

Participants will develop and refine their approach in real-time, receive feedback on their communication style, and leave with a complete toolkit to implement this powerful strategy immediately.

Participant takeaways include:

- Transform business prospects through helpful exploratory conversations and flowing dialogues
- Strategic question sequences designed to uncover hidden mines of opportunities
- Relationship-building techniques that turn one-time conversations into lasting professional connections
- Templates and scripts customized for various industries and business stages
- Practical methods for documenting and leveraging the insights gathered
- Tracking systems to stay on goal with accomplishments and momentum.

# THE POWER OF INFORMATIONAL INTERVIEWING FOR LAUNCHING OR GROWING YOUR BUSINESS

Unlock doors to hidden opportunities and insider knowledge through the art of informational interviewing. This workshop empowers aspiring entrepreneurs or business owners wanting to **grow their businesses to navigate with confidence** by mastering structured conversations that reveal invaluable insights and business opportunities about prospective industries and companies that traditional sales prospecting or research simply cannot provide.

Through interactive exercises, role-playing scenarios, and personalized coaching, this workshop guides participants through each step of the informational interview process.

**"The entrepreneur always searches for change, responds to it, and exploits it as an opportunity."**

Peter Drucker



# THINK OF THE END GAME FIRST, STRATEGIC EXITS: MAXIMIZING BUSINESS LEGACIES

Participants are presented with a path to navigate the complex journey toward a rewarding business exit with confidence and clarity. **This exclusive workshop, led by successful entrepreneur Merry Korn, brings together business owners contemplating transitions within the next 5-10 years.** Drawing from her own successful exit experience, Merry creates a confidential environment where owners gain practical insights, avoid costly mistakes, and develop personalized exit roadmaps that protect their legacy while maximizing financial returns.

This seminar is a pragmatic, action-oriented workshop where business owners engage in meaningful conversations with peers and experts who have successfully navigated the exit process. **The program cuts through the noise to deliver battle-tested strategies for preparing business owners through an understanding of their options and executing a transition that honors their vision.** Participants leave with a clear understanding of the steps needed to position their company for maximum value and a seamless transition.

Participant takeaways include:

- Real-world exit stories from successful business owners
- Clear mapping of buyers, advisors, legal, and financial factors
- Valuation insights to uncover and strengthen key value drivers
- Strategic capital options beyond traditional funding to boost pre-exit value.
- The value of a confidential peer community of fellow business owners on similar exit trajectories

- Personalized roadmap development with actionable timelines and milestone tracking.

# UNLOCKING GOVERNMENT CONTRACTS: A BREAKTHROUGH WORKSHOP FOR ENTREPRENEURS

This workshop offers business owners a rare opportunity to tap into the stable, lucrative world of government contracting through practical guidance from successful entrepreneurs who have built multi-million-dollar businesses in this space. **This comprehensive workshop demystifies the entire process**—from securing essential certifications like WOSB and SDVOSB to preparing winning proposals—providing participants with insider knowledge on how to identify opportunities specifically earmarked for small businesses, navigate the bidding process, and develop relationships with prime contractors and contracting officers that lead to **consistent revenue streams and sustainable growth.**

Four key takeaways for attendees:

- **Certification Mastery:** Gain clarity on which business certifications (WOSB, SDVOSB) are right and schedules, and how to leverage them to access contracts
- **Insider Bidding Strategies:** Learn proven proposal techniques from entrepreneurs who have successfully secured millions in government business
- **Data-Driven Opportunity Identification:** Receive the latest SBA statistics revealing growing contract opportunities.
- **Complete Action Plan:** Walk away with a concrete roadmap covering positioning, certification, schedules, opportunity identification, proposal development, and relationship building with contracting officers

# SOCIAL ENTREPRENEUR START-UP

Participants will transform their entrepreneurial ambitions into a powerful force for change with our Social Entrepreneurship workshop, where they'll **discover how purpose-driven business models can create both substantial profits and meaningful social impact simultaneously**. Through real-world case studies of thriving social enterprises, they'll learn how embedding social mission into core business strategies creates a compelling market differentiator that resonates deeply with today's conscious consumers, investors, and talent—positioning their venture for both financial success and significant societal contribution in ways traditional businesses simply cannot match.

## Key takeaways:

- **Impact-Driven Business Model:** Develop a practical framework that seamlessly integrates profit generation with measurable social impact, creating a sustainable enterprise that stands out in crowded markets
- **Strategic Vision Blueprint:** Craft a compelling social impact vision that authentically connects business objectives with the specific societal challenges your audience is passionate about addressing
- **Market Positioning Roadmap:** Build a comprehensive strategy to communicate unique value proposition to customers, investors, and partners who increasingly prioritize businesses that deliver both financial returns and positive community outcomes.



MPK Enterprise

## Merry Korn

merrykorn   
merry@mpkenterprise.com   
614 893 6511   
www.FiredtoInspired.com   
mpearlkorn   
186077Firedto 

