

## JERRY COVELLA

Formerly an award-winning journalist and manager for Gannett, an internationally known media company, Jerry has parlayed his formal education and work experiences in communication, business management and finance to become a successful entrepreneur who has launched numerous successful businesses in the past two decades. His personal insight into business management, team building and client relations – and his strong support of Brian Tracy's teachings – provides a common and powerful thread between him and his Focal Point clients. As someone who is committed to seeing everyone experience the thrill of personal and business success, Jerry has an insatiable passion for helping fellow business leaders and owners, and a keen knowledge of winning business concepts. As your business coach, Jerry has a wide range of solid business skills to draw upon to best assist you in building a clear path to higher levels of achievement.

Jerry spent more than two decades in the newspaper business as a reporter and editor. During this time, he personally received national recognition for his investigative reporting and was a key player in his team's winning more than 100 regional, state and national awards. After leaving the newspaper business in 1995, Jerry's entrepreneurial spirit provided the platform to launch numerous successful businesses; in marketing and public relations, publishing, the personal care business and in business and family counseling. He is also an accomplished public speaker who has shared his insights across New Jersey on various topics. It is this broad-based knowledge through his own experiences that he brings to each and every one of his clients.

Jerry is a graduate of Glassboro State College/Rowan University in New Jersey with a degree in communications and post-graduate studies in Business Management and Finance. A strong advocate of volunteerism, he has supported numerous non-profit organizations over the years, including the Jaycees, the American Red Cross, The American Cancer Society, and Big Brothers/Big Sisters. Jerry has also served on the Executive Boards of The Safety Net Foundation, its mission to prevent child abuse and neglect, The Ellison School, a private school in Vineland, NJ, he currently serves as Chairman of The Future Stars Foundation, providing scholarships and grants to deserving students and educators, and he also enjoys board/committee positions on the Greater Millville Chamber of Commerce, The Greater Vineland Chamber of Commerce and is a member of the Chamber of Commerce of Southern New Jersey. He has also cherished more than 20 years of coaching, mentoring grammar school and high school athletes in soccer, basketball and lacrosse. He resides in Vineland, New Jersey with his wife Deanne and is a proud father to Nicole and Caitlyn.