

# Biz-y Body

## Path To Success Formed By Local Entrepreneurs

By Rick Murphy

East Hampton's Chris Hall has been ahead of the curve for a long time when it comes to business know-how. He's formed six businesses over the years, built them up, and sold each one off for a tidy profit. So when he says his newest venture, Path To Success, "can bring an established business to the next level," believe it.

Formed with Mary Ann Cleary of Cutchogue, the company is multi-functional: public relations, marketing, web design, fundraising and consulting.

Cleary's background as a sales executive for The Limited Inc. and J. Crew in Manhattan, gave her a perspective she brings to the newest venture. She has managerial experience in human resources and is also an experienced fundraiser.

She tired of the corporate world "and decided to become a full time mom" on the North Fork. Path To Success allows her the best of both worlds.

"We're looking for clients from Manhattan to Montauk," Hall said. "We prefer face-to-face contact."

Locals may recall Hall was an Internet visionary — he started Peconic Online back in 1993. "I had sold my previous business, and I was kind of semi-retired," Hall read an article about a Sag Harbor man, Ray Sanchez, who "had a couple modems in his apartment." Hall agreed to get involved, and while Sanchez handled the technical aspects — "Ray is a genius" — Hall found clients, including Bridgehampton National and Suffolk County banks. In typical Hall style, the business was eventually sold for a huge profit. "We developed an online reservation system for the Hampton Jitney before the airlines had one," he recalled proudly.

Cleary and Hall both send their children to private schools, and both have lent their business expertise to further the educational opportunities offered.

Hall, was "behind the PR effort" for Stella Maris in Sag Harbor. "Our population has grown from 147 to 210. We've created a fully funded music and sports program," he noted. Best of all, the school ranks in the top six percent of the nation academically.



Independent / James J. Mackin

Mary Ann Cleary and Chris Hall created Path To Success, helping businesses succeed.

Cleary has taken the same approach to her child's school, Our Lady of Mercy, in Cutchogue.

"I am so proud of the fundraising work that we have done at Our Lady of Mercy. Our success is a testament to the dedication of the parents, faculty, administration, and most of all the children," she said. "The tradition of excellence in education will continue for generations to come. We are on the upswing. The pas-

sion is second to none," she added.

Hall's passion is music, and he's managed to combine his business expertise in that arena as well. He is also cofounder of Mixed Bag Radio, and he serves as executive producer and part-time host. The popular feature is a fixture of XM satellite radio, proving once again Hall can identify the next big thing before most of the rest of us.

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## Strictly Business

By Andrew Lenoir

Deadline for submissions is Friday at noon. Fax them to (631) 324-2351 or e-mail to news@indyastend.com.

### Allstate All-Star

The Riverhead branch of the Allstate Insurance Company would like to announce that Financial Specialist Colin Tooker has received the Allstate Regional Champion Gold Level award. The award recognizes Mr. Tooker's successful 2007 year and his dedication to customer service. "It's a tremendous honor to earn Regional Champion Gold Level," said Mr. Tooker. "My commitment is to serve customers and I am pleased that the company has acknowledged my efforts."

### Director for the Doctors

The Peconic Bay Medical Center has appointed John A. Sciarone as the new Director Of Plant Operations. Mr. Sciarone is no stranger to this sort of work, having recently worked as the department director at the ATRIA assisted living facility in Great Neck and in a similar capacity at the Garden Care Center, a 140-bed skilled nursing facility in Franklin Square. He also served as the director of facilities at Jefferson's Ferry Retirement Community in Port Jefferson and as a plant operations engineer at Stony Brook University. Mr. Sciarone has expressed his enthusiasm at this new opportunity.

### Radio Star Revived

On Labor Day, WLIU 88.3 FM will air a special one hour episode of its public



Ulster Savings Bank recently announced the addition of Bob Vadala as a Mortgage Consultant at its Riverhead location.

radio travel series "Liner Notes," titled "Sand Still in My Shoes" at 3 p.m. Following the usual formula, host Paul Holdengraber will moderate round-table deliberations aboard Cunard Line's Queen Mary 2. As the weekend mood is discussed, one segment will feature a portrait of the Hamptons with flamboyant ad-man and local restaurateur Jerry Della Femina, who recounts how he and Martha Stewart were both crowded out of his own restaurant and wound up cooking a better dinner at home. Other program guests include Dr. Oliver Sacks and Frank McCourt.

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