

## Mary's Story: Success Through Trusted Partnerships

I was fascinated by the growth in wireless telecommunications and the cable industries in the eighties and nineties. I think it's important to put oneself where the momentum is and where the opportunity to do the most is.

In the process of getting to know the current CEO that I work with, he asked me if I'd be interested in helping him and become the CFO of AAT Communications and there was a lot of risk.

People said why are you starting from scratch? And I think it comes down to believing you have the skills to create the outcome you're looking for, the belief that you have found the right partners to do that with and that is what began my career for a series of companies all in the media and telecom space.

In order to attract capital that's critical for growth, we have to deliver results. We have to do exactly what we said we would do and that is really a key part of our success.

Now I'm the President and Chief Financial Officer of TierPoint. It's been a great run for the last 15 years.

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