

## DRIVING RESULTS, DRIVING GROWTH

Sylvia L. Johnson takes pride in being “results driven.” And her 18 years working for the federal government speak to that. She successfully advised countless businesses on preparing for Federal Drug Administration (FDA) inspections and navigating complicated regulatory hurdles.

With that mentality, she launched her own business JI-Solutions in 2011. Today, her pharmaceutical, medical device, and biotechnology clients come to her with urgent issues. Once again, Sylvia tackles problems and delivers results.

But she is aware that no problem is solved alone. She attributes her growth to the mentors who paved the way. In order to succeed, “you seek the counsel of those who have gone before you,” she says.

### A New Spark

One such advisor, Robert Wallace, CEO of BITHGROUP Technologies in Baltimore, and his vice president, Harry Holt, previously participated in ICCC. And they suggested Sylvia do the same. They believed the program would allow Sylvia to take her company to the next level. They were right.

Sylvia credits ICCC with connecting her to other entrepreneurs who were at the same stage of business growth and experience as she was. “We shared ideas,” she says. “We identified some of the weaknesses I may have had in my company.”

The program rekindled her enthusiasm. She felt a new spark.

“It was an eye opener,” Sylvia says. “One of the ICCC webinars broke it down on a granular level... what real marketing is. I was not expecting to hear I was lacking in that area.”

“The ICCC program nailed it,” she simply put it.

### Connection and Collaboration

At the 2018 National Conference, Sylvia met Yolanda Owens, a fellow participant based in Atlanta. Yolanda was pitching her company, iwi Fresh, as part of the kinder, gentler “Shark Tank”-style pitch competition.



“Yolanda wowed me and the audience,” she says. Knowing JI-Solutions could help iwi Fresh, Sylvia introduced herself to Yolanda.

And that introduction turned into a business partnership. “She’s now one of my clients,” Sylvia says. “We developed a 16-point marketing plan for her.”

*Check out Yolanda’s story on page 36!*



### Giving Back

Since launching eight years ago, JI-Solutions continues growing. And Sylvia continues delivering results.

She has opened a second office in Bowie, Maryland, hiring two additional staff members. By the close of 2019, she estimates her business will grow 130%.

As a business owner whose success is built on the success of her predecessors, Sylvia believes in giving back.

She mentors young woman entrepreneurs. She offers scholarships to students. And she provides support to small businesses by serving on the Prince George's Bi-county Roundtable Committee.

"The collaborative nature of ICCC and the feedback I received are important to pass on to others," Sylvia says. And there's no doubt that she is doing just that.



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