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BUSINESS SPOTLIGHT

Scholarship to Scale: Susan Hunter – Security 101®

By Glenda Lassiter

Today, Susan Hunter is owner of a thriving physical commercial security business that, in its third year, peaked at \$5 million in revenue. Just prior to this venture, she taught math at a community college. Solid analytical and reasoning skills served superbly as she ventured from the classroom to a very different profession. Applying the right formula to a situation is her niche.

Hunter owns and operates Security 101®-Hampton Roads, offering the protection of integrated systems to other businesses and locales. Her Norfolk, Virginia, doors opened in 2013.

"I didn't have any business background at all," Hunter explained. "When I wanted to open a business and (assessed) what it takes, I figured a franchise was what I should consider. There's a lot of things that the franchise brought, so I didn't have to start from scratch."



Susan Hunter



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Security 101®

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