



**The Original**

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## Jacquie is Nimble...

*"Jacquie and the Sun team here at Advertising Audit Service practice ongoing, open communication in terms of the SunFund program. Jacquie is very accessible to us, and is involved at every level of the account. She is flexible and understanding, and a pleasure to work with."*

Liz Thomas, Account Supervisor,  
Advertising Audit Service

You can expect me to stay cool while juggling multiple projects and contacts. I have the skills and experience to know when to be flexible and when to be rigid. My expertise makes my relationships with partners stronger, because they know they can trust me to make things right, to be sensitive to their needs, to be adaptable when appropriate, and to keep them in line with Sun's expectations. Ultimately, that kind of guidance makes everyone feel more secure and gives every player more potential for success.

## Jacquie is Quick...

*"Jacquie's not afraid to be the bad guy. She knows we'll push the envelope—it's our job to push the envelope—and she lets us do it. If we go too far, she puts an end to it, but she doesn't hold our pushing against us. If she needs to say no, she does. And she'll take that role off of me and my people. She knows that if we're the bad guy it could upset our partners, and they could go to another CDP. Whenever the answer is no, she's always willing to take the heat."*

Mark Shaffer, Manager Business Development,  
GE Access

I am proud of my analytical skills—my ability to see to the heart of a problem (with a system, a team, or a situation) and see through it to its solution. When something isn't going to work, I will be direct, but I will also make an effort to separate the good intentions and ideas from the result. I try to offer up a creative compromise as quickly as possible, so my answer isn't just "No;" it's "No, but how about...." In this way, I work to communicate my respect for our partners, for Sun, and for our relationship.



## She is the Type the Best Companies Pick!

*“Jacquie is a wonderful person to work with and I am pleased that I have the opportunity to do so. She treats us like a partner rather than just a vendor. This makes the programs we administer more successful. Jacquie knows her channel well and always takes a view on things from all perspectives. She is always willing to improve and advance the programs for all involved. She is well respected by our team for her knowledge and leadership.”*

Lisa Bubnikovich, Business Unit Manager,  
Advertising Audit Service

In my career, I've worked with major players in several industries, and I've learned to use my varied experience as an asset. Because I know many industries from the inside out, I feel I have a broader understanding of appropriate and productive business conduct. I'm not intimidated by working with new people or encountering fresh challenges. And I'm always eager to learn new skills. I understand the goals of the business world, and that knowledge can be translated into any field or situation.

## Jacquie's Supportive...

*“Before I had ever met Jacquie, I thought of her as the RDF cop whose job it was to say ‘no’. After I talked to her, I found how very pro-channel she is—she really guides us on how to get something done. Instead of being an obstacle, she's an ally.... She's on your side—she wants you to be successful and she wants your campaigns to be successful.”*

Bob Weeks, Vice President Marketing,  
AVCOM Technologies, Inc.

I will always promote people and projects I believe in, and I am always dedicated to the common goal of success. That's why each partner I work with and each colleague I encounter trusts me to have his or her projects' best interest at heart. I make it my responsibility to take part in the decision-making process, and I see it as my obligation to take part in making those decisions work, too. I meet with opportunities to be frustrated every day, but I'd rather feel I've accomplished something than complain about how I couldn't. I want to make it easy to solve problems around me, because that breeds solutions.

## A Team Player, Too...

*“Jacquie knows how to make things stay within the guidelines and help us manage the system in the process. She’s accurate and efficient. Call Jacquie on the phone and she says you can’t do it that way, but here’s how you can do it. She’s on all teams. She creates a win-win relationship.”*

Tim Meinhardt, President, US Solutions

One major aspect of my job is bridging teams. Channel marketing can be a volatile field, because the dynamic makes it easy to feel you’ve been put between rivals. I don’t allow doubt or suspicion to enter into my relationships with vendors. I always act with honesty, and I work to do the right thing, because, in the long run, that’s what cultivates confidence and trust. I want to clearly communicate this message to our partners: “Yes, I work for Sun, and now, I work for you, too. What can I do for you? How can I make this relationship your biggest asset?”

## Jacquie Works Hard to Make Work Work for You.

***“If we all did the things we are capable of doing, we would literally astound ourselves.”***

**Thomas A. Edison**

If you chose to work with me, you can be confident that I will offer you a wealth of skills, experience, tenacity, and enthusiasm, and that I will contribute to your success. Let me help you and your team astound yourselves with all that you can do!

