

# FASTEST-GROWING WOMAN-OWNED BUSINESSES



## Number 10

### The Common Source

**Ann Zdansky**

President and CEO

**On balancing career and family:** “I hire my family! My mother is our receptionist and everyone calls her ‘Grandma.’ My daughter is our chief operations officer. My granddaughter works for us during the summer and school breaks. When my grandmother was alive, she was our ‘chief paper shredder.’ When she worked for us, we had 5 generations of women working at my company. My father and grandfather worked for me off and on, as well as helped build most of the work stations. Over the years I have also hired cousins, nephews and ex-sisters-in-law.

**Heroes:** “My main hero is my husband John. Without his support, I would not have been able to struggle through the lean times, both emotionally and financially. He never questioned my vision or doubted my commitment.”

**The early days:** “I remember when my first client for The Common Source



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**Ann Zdansky, center, with employees – her mother, Lois Sharp, and daughter, Shannon Reed.**

called to tell me we were awarded the job of hosting their litigation on our system. The client asked that I check first to make sure I did not have a conflict of interest before committing to the project. I put them on hold, counted to 10, and then came back to the phone to tell them there wasn’t a conflict, that we were good to go.”

**Cherished mementos:** “I framed my first dollar earned and I still have my very first computer server. It was ‘high tech’ — containing three 9GB drives and a 200 MHz processor, it cost \$18,000 and is the size of a small car. With the advances in technology over the past 11 years, my cellphone has more processor speed and my digital camera has more storage capacity.”

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