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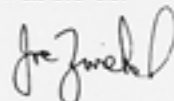
40 UNDER FORTY

A time to honor the spirit of achievers

You are now reading the *Hartford Business Journal's* third annual 40 under Forty issue. It is a celebration of young business leaders who have not only had great success in business at an early age, but have given back money, energy and time to the causes they believe will improve the communities where we work and live.

We think you'll agree our winners are special people. They are confronted by the same life challenges facing the rest of us — business complications, young families, limited energy. Yet despite all, they manage to achieve and to do so at a high level.

To this year's winners, we say congratulations. To this year's three outside judges — all executive board members of the Junior Achievement of North Central Connecticut — we offer our sincere thanks for a superb job. We also offer a special thanks to JA's president, David Eustis. To our readers, we hope reading this issue is as motivating for you as compiling it was for us.



Joe Zwiebel, Publisher, *Hartford Business Journal*

NANCY WATERMAN

Age: 32

Company: Owner of Network-IT LLC

Hometown: Middletown

Job History: Registrar/information specialist for the Connecticut Alcohol and Drug Abuse Commission's Institute of Addictions in Middletown from 1991 to 1993; PC specialists for Cartyle Johnson Machine Co., Manchester, 1993-1994; systems administrator for Value Health Management in Avon, 1994-1995; network manager for EGS Electrical Group in Farmington from 1995 to 1999, and on March 15, 1999 opened her own business, Network-IT, a PC/network services company.

Education: Associate's degree in business administration, Middlesex Community College with high honors, 1992; associate's degree in accounting; Middlesex Community College, 1993; and bachelor's degree in finance, *magna cum laude*, Central Connecticut State University, 1995.

Accomplishments: The world, according to Nancy Waterman, offers much — particularly the opportunity to change the situation you were born in, and reared in. She feels, "Just being where I am in life today is a huge accomplishment. Growing up I knew there was no money for college. I was a young mother working at near minimum wage. I knew I had to do something to make life better for my family. I applied for a loan and went to business school. That enabled me to get an office job where there were college tuition benefits. I immediately enrolled in college."



To see Nancy Waterman's success today — at the young age of 32 — is to see the vast distance she has traveled from her humble beginnings, through her struggle to get educated and to get a career started.

Waterman grew up in a low-income, single-parent home, with her mother working two jobs to support her and her sister. Nancy in turn became both a mother at the youthful age of 15 and a high school dropout. However, she was born with grit.

From 1992 to 1995 she achieved two associates degrees and a bachelor degree while — at the same time — began to steadily advance into responsible positions in the IT field. Earlier this year, she opened Network-IT LLC.

What was the toughest decision you made in your professional life?

My toughest decision was this year — when I was at a crossroad deciding what to do with my career. I was not happy with what was going on at the company where I worked, yet I had made it to a very responsible and well-paying position. After much soul-searching, I decided to take the plunge and leave my job.

What is the best single piece of advice you can pass on to others?

Believe in yourself. Period.

Where will your business life be five years into the new millennium?

My business is changing constantly. I am continually reading to keep up with the advances in the industry. Five years is an eternity in computers and networking. The way we look at networking may be completely different in five years.