

The Top of the Top 1995



The women who run the five largest woman-owned businesses in New Mexico continue to be an interesting mix. Three of the seven women were born in New Mexico. Some have limited formal education and others have master's degrees and law degrees. Only one woman is married, and four have children. The businesses are a computer company, a travel company, an automobile dealership, a financial planning partnership, and an oil and gas distributor.

We hope you find inspiration from these successful women.

The Top of the Top include:

Teresa McBride
Susan De Maggio and Jo Summers
Sandra L. Corless and Kathleen Winslow
Judi Friday
Dorothy W. Queen

TERESA McBRIDE

Teresa McBride

President, CEO, McBride and Associates, Inc.
Supplier of computer hardware, software, and services

Born: September 8, 1961

Place: Grants, NM

Education: Nothing formal

Personal: One son

Last book read: *Hindsight*

Last movie seen: "Ace Ventura"

Heroines: Her mother and her grandmothers. "Because of their compassion, commitment, and their openness."

Teresa McBride first paid job was working in her father's restaurant when she was 6 or 7 years old. She founded McBride and Associates in 1986 when she was 25 years old. McBride believes she is best at strategy in terms of her business and she loves the working with people—her clients as well as her employees.

*"Education is a lifelong process.
I continue to read, and learn, and
pick up subjects I'm interested in."*



SUSAN DE MAGGIO & JO SUMMERS

Susan de Maggio

Executive Vice-President, Rio Grande Travel Center, Inc.

Born: August 24, 1947

Place: La Porte, Indiana

Education: Some college. Many travel classes, CTC

Last book read: Cuckoos Egg

Last movie seen: Like Water for Chocolate

Heroine: Her mother “who has all the qualities I most admire—kindness, patience, inner strength, and supportiveness.”

Susan De Maggio’s first paid job was keypunching for a manufacturing company.

De Maggio joined Rio Grande Travel in 1976 when she was 24 years old. She loves the people she works with and the dynamic nature of the industry. She believes she is best at numbers and contracts.

De Maggio wants to stay ahead of the changes in her industry and to take advantage of each opportunity that comes her way. As for the future, De Maggio says, “With travel industry, who knows?”

Jo Summers

Vice-President—Finance, Rio Grande Travel Centers, Inc.

Born: March 17, 1948

Place: New York City

Education: 2 1/2 years Queens College, NY; College of Santa Fe

Personal: 1 son, 1 daughter

Last book read: The Client

Last movie seen: Immortal Beloved

Heroine: Her mother-“In spite of it all, she keeps on smiling.”

Jo Summers’ first paid job was as a sales clerk at Macy’s in Queens, New York where she grew up. And from there, she moved to New Mexico. She joined Rio Grande Travel in 1978 when she was 30 years old. She loves the challenge of adapting to constant change, which is typical of the travel industry.

**Her goals are to “finish
college before my children.
Be ready for anything.”**



SANDRA L. CORLESS & KATHLEEN WINSLOW

Sandra L. Corless

Partner, Corless, Winslow & Associates

Born: November 10, 1949

Place: Pratt, Kansas

Education: BS, U of Minnesota; MA, UNM—Interpersonal Communicatio

Last book read: Ben and Jerry, The Inside Scoop

Last movie seen: Four Weddings and a Funeral

Sandra Corless's first paid job was working in her grandmother's hardware store, when she was 6 or 7 years old. Her grandmother was the greatest business influence of her whole life. "I watched her run her own business and she made me a part of it from early on."

She believes she's best at "being a visionary. I look to the future and know about change and how to take advantage of change." And she loves the process of the business working to develop individual solutions for clients. She's always trying to figure out ways to get more return for her clients. "A real challenge for me still in my own profession is dealing with information overload. It's a challenge we need to attack-to find new and interesting ways to manage that information and communicate it to clients."

Corless believes you have to know what you want and how to hang on to it. "We have learned how to hand on to what's important... We could be more successful money-wise, but I would have to give us what satisfies me."

"One piece of advice I want to share with women-Think big. Most women don't do that. They don't think big enough to realize their full potential."

Katheleen Winslow

Partner, Corless, Winslow & Associates

Born: September 13, 1947

Place: Bremerton, Washington

Education: BS, UNM; JD, UNM

Last book read: Reasonable Creatures

Last movie seen: Boys on the Side

Heroines: Barbara Jordan and Shirley Chisholm because of their outspoken-ness, intelligence, compassion, and doggedness.

"I love the freedom I have to do my business the way I think should be done," says Kathleen Winslow. "I best at helping people get to where they want to be financially. The combination of financial, legal, and listening skills give me that. In particular, lots of people may have investments in good places... but overall, there may be gaps."

Winslow's first paid jobs were ironing clothes and mowing lawns when she was 12 years old.

In terms of personal goals, Winslow responded "I'm pretty much happy as a clam... I want to get back into scuba diving... And this is not really a goal, but I would like to be able to do more with The Women's Foundation-more than I do now."

"... working with women and girls and helping to build up their confidence so they can move ahead on their own."



JUDI FRIDAY

Judi Friday

Secretary Treasurer and General Manager, Friday Motors, Inc.

Born: December 14, 1941

Place: Albuquerque, NM

Education: 1 1/2 years at UNM

Personal: Husband, Larry, and three daughters

Last book read: The Celestine Prophecy

Last movie seen: "I don't remember, it was so long ago."

Heroines: Her father and her husband

"My whole family is my role model," says Judi Friday. "But, my father and my husband [stand out]. My father is such a fabulous influence in the automobile industry. But my husband taught me everything I know and gave me the opportunity to learn the car business."

It's a business she loves—from going to work every day to interacting with the public and her employees. "I really want that customer to come back. Our reputation is very important. I want people to like my company."

"I hope I'm best at managing people," Friday says. "It gives me the most enjoyment—but, I still have a lot to learn there."

Her first paid job was at National Car Rental when she was 17 years old. And it was where she met her husband.

So, what's next?

**"I'm really so happy
with my life right now.
I'm not a goal oriented person.
I just take it one day at a time."**



DOROTHY W. QUEEN

Dorothy W. Queen
President, Queen Oil & Gas Co., Inc.

Born: January 23, 1948

Place: Carlsbad, NM

Education: BS Biology, NMSU (Las Cruces); Med Tech, Texas Tech (Lubbock)

Personal: 1 son

Last book read: If Wishes Were Horses

Last movie seen: Grumpy Old Men

Hero: Her deceased husband, Bill. "He was an unusual individual. I learned from him, he was excellent at business, he had no enemies."

Dorothy Queen's first paid job was at Dairy Queen. "I was underage, they kept me in the back room and I made ice cream cones and hamburgers. I probably got paid 45 cents an hour."

Queen loves making a good deal, and it seems that's what she's best at, too. "I asked everybody, and they said negotiating the best deal—whether it's real estate, a car wash, or buying a cow," Queen says.

Her goals are to attain "peace of mind, with myself—going on and living a happy life—stopping and smelling the roses." And to that end, she has begun keeping a notebook in which she jots down important things that happen every day, to end the day on a happy note.

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