

6:30 p.m. at the Cascades Library, 21030 Whitfield Place.

Robin Suomi, a small-business specialist, will lead participants through the essential steps for successfully starting a small business. Terry Corle, an insurance specialist, will give 21 marketing tips and discuss the types of insurance needed for small businesses. Highlights of the seminar will include taxes, licensing, accounting and record keeping, business plan development, sources of financing, marketing, and insurance.

The seminar is free, but registration is required. Call 703-430-7222 or e-mail sbdc@loudounsbdc.org.

## CONTACT

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"There is also a need [for another veterinarian] in the area," Zeitlin said.

and allowing patients' owners to have documents such as lab results and X-

prevention," Cl  
To provide

# The Profit Partner broadcasts businesses

BY LYNN WOLSTENHOLME  
Times-Mirror Staff Writer

In Studio A of Fairfax Public Access Channel 10 studios one Friday night, Avery Gimble, of Ashburn, and Cheree Warrick, of Fairfax, are broadcasting their dream through their show *The Profit Partner*. The show helps local businesses get their name out in the open by providing insight into their business, and it lets Gimble and Warrick produce and host a TV show.

"We want to help small businesses succeed," said Warrick, the host of *The Profit Partner*, "and through their success, we are successful."

## Details

Begins airing in November;  
Wednesdays at 2 p.m. and  
Thursdays at 5:30 a.m. and  
11:30 p.m. on Fairfax Channel  
10.

All episodes can be seen  
online at  
[innovativevideoprod.blip.tv](http://innovativevideoprod.blip.tv).

Contact Avery Gimble at  
[agimble@innovativevideoprod.com](mailto:agimble@innovativevideoprod.com)  
or 610-563-7329; or  
Cheree Warrick at  
[cheree@theprofitpartner.com](mailto:cheree@theprofitpartner.com)  
or 703-489-4589.

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# Fur nor

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## Profit

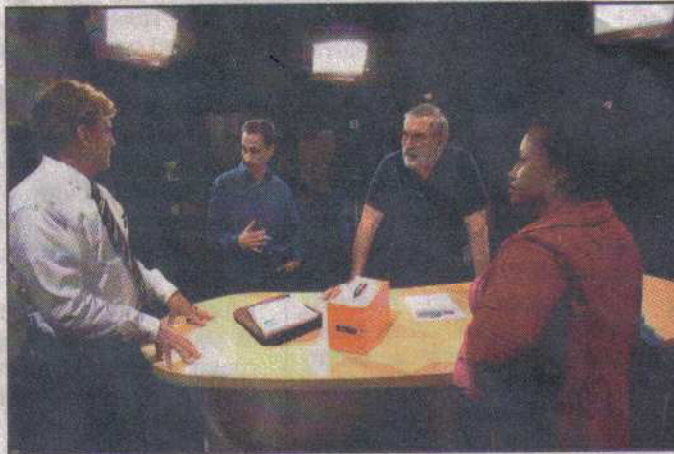
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Gimble, who produces the show, added that making videos has been his dream for a long time. An Oracle database administrator for more than 20 years, Gimble recently put all his focus into making videos through his production company Innovative Video.

"I just wanted something different," he said. "This is what I have my heart in. I really love doing this."

Gimble and Warrick met at a business networking group in Arlington more than two years ago. They initially shot a couple episodes in 2006 and then didn't reconnect until June of this year. So far the two have shot 10 episodes, which will start airing in November.

The tapings Gimble and Warrick were filming on the evening of Oct. 17 featured two local business personalities. The first, Nelly Marquez-Pike, is a Farmers Insurance agent in Sterling who spoke about the need for businesses to have insurance. The second, Randal Miller, is the inventor of the Pegasus Project, a device that allows hospital helicopters to carry and transport human



Times-Mirror Photo/John Boal

**Avery Gimble, second from left, speaks with Randall Miller, left, who is about to describe his invention as a guest on the business show "The Profit Partner" on Fairfax Public Access, while director Jim Girardi and host Cheree Warrick listen.**

organs and blood in a case that monitors both the temperature and location of the organs and blood through FAA and FDA regulation — a process that was never before available.

Right now Gimble said he and Warrick are not making any money on *The Profit Partner*, but they hope to do so soon.

Businesses that are guests on the show do pay a fee for Gimble's editing of the video, and

prices vary depending on what other services they would like, such as video distribution and uploading to video Web sites.

"Once we get more guests, we can be more selective and we hope to move into a commercial studio," he said.

Warrick added that they also would like to see *The Profit Partner* become a multimedia business, also producing a magazine and Internet radio show.