

THE DEBATE: ARE WE STILL A UNION TOWN?

JOHNSTOWN

magazine



Women in Business

**Ghost Hunters —
Into the Unknown**

The Sweet Life

OCTOBER 2005

\$2.95



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Many of Debra Iachini's friends thought she was crazy to leave the security of a full-time job as the office manager for a local physician. After all, she was making a good living and enjoyed a comfortable lifestyle. But with no opportunity for advancement, Iachini felt trapped. So she set out to make it on her own by starting



Debra Iachini, owner of Laurel Highlands Medical Consultants, Inc.

a medical consulting and transcription service 18 years ago.

Iachini made many sacrifices before her dream came true. "My daughter couldn't believe me when I told her that I cancelled the cable TV service," said Iachini. "At the beginning, we cut out everything we didn't absolutely need."

But Iachini reports that things couldn't have worked out better, as Laurel Highlands Medical Consultants, Inc. continues to grow and has recently moved into a new, larger location.

Iachini has suffered from serious health problems since childhood. She has overcome many challenges over the years, which make the challenge of starting her own business pale by comparison. To own her own business is a dream come true. "I knew in my heart what I wanted to do," said Iachini. "I knew I had the smarts and the knowledge. I had to follow my heart. Once you're sure that there's a market for your services, take your knowledge, education and experience and do it," she advised. "Find a mentor

and have someone you can trust to bounce your ideas and plans off of. It's important to find someone who will be honest with you and not just tell you what you want to hear."



Women in Business

by Scot Hartnett

Photography by Wix Pix - Mike Karcher

While Johnstown boasts numerous successful and well-known businessmen, a growing number of women are making a name for themselves in the world of business. Here's a small sampling of Johnstown area women enjoying success in a variety of non-traditional female occupations.

