

October 10, 2013

Advertising Media Credit Executives Association

Member of the Month



P. Brent Turner



YEARS EXPERIENCE: 6 at The Boston Globe, 25 in the industry

MY START IN CREDIT: I was a special services clerk at a bank in Aurora, IL handling the AMCEA bank account. AMCEA President Erik Eriksson recruited me from that position to be his assistant credit manager.

THINGS I LIKE ABOUT THE JOB: One of my former staff members called it “the juice”, where you have responsibility for the risk and cash flow of your organization. The challenges in successfully executing these duties while building relationships with your customers keeps you sharp.

PERSON(S) WHO INFLUENCED ME THE MOST (BUSINESS OR NON BUSINESS): My grandfather – Lawrence Luby

WHY : He instilled in me morals, values, and work ethic. As I’ve grown older, I’ve really come to better understand his guidance. I was blessed to have him during the early stages of my career, as he was there to listen to my challenges or frustrations, and to guide me in handling situations.

KEYS TO RUNNING A SUCCESSFUL DEPARTMENT: I feel very strongly about empowering people to succeed. Provide them with responsibility, be accountable, and most of all be fair. Encourage open and honest communication.

MY FAVORITE THINGS:

TV SHOW –ALLTIME A toss-up between “Peter Gunn” and “The West Wing”

MOVIE “Harvey” with Jimmy Stewart

FOOD My late grandmother’s homemade bread roll recipe, fresh out of the oven.

VACATION SPOT Acadia National Park in Bar Harbor, Maine

SPORTS TEAM The Boston Red Sox

TESTIMONIAL I’ve been very fortunate to have known, and been mentored by, many wonderful people, both inside AMCEA and elsewhere in my career. But beyond the mentoring, I’ve developed close friendships which will last a lifetime. I wouldn’t be who I am, both personally and professionally, without the assistance of these wonderful people. Today, there aren’t as many opportunities to foster these relationships, but I would strongly suggest making the effort to forge and develop your network of contacts. You never know where the next opportunity may come, or who will have an answer when you’re feeling on an island.