

# Get to Know Stu Gillham

## Q: Tell us about how your relationship with Vaco began.

**A:** I met the boys (Jerry Bostelman, Brian Waller, and Jay Hollomon) back in 1999 when they were working with a competitor. I was the Division Controller for a company in Middle Tennessee and they wanted us to move. My wife Teresa and I had a 6-year-old and a 2-year-old daughter, we were members of a great church, had great friends and didn't want to move. Teresa and I prayed about the move and we decided that we were not going to move. I completed that job on a Friday and the following Monday I had an appointment with a Vaco competitor. I met Jerry on that Monday - he was in his mid 20's (just a kid). I knew nothing

about consulting/contracting and was very emotional and concerned about the decision we had made, not knowing how long it would take to find work. I broke down in Jerry's office and cried. He didn't flinch. He reassured me that he would find me a job. The following Monday, I started my first consulting project at Peterbilt in Madison and honestly, I haven't looked back. I eventually met Brian and Jay doing different projects for a competitor. I ended up taking a full-time job and when the company was sold in March of 2003, I reached out to the boys. It just so happened that they had started a new company called Vaco. Teresa and I decided that there was no such thing as job security so we jumped in with both feet and decided to do consulting full time for Vaco which turned out to be a great decision.

## Q: How has consulting with Vaco impacted your professional journey?

**A:** I've been a Vaco consultant since 2003 and the biggest impact is that consulting has given me the opportunity to develop my accounting skills and work with many outstanding companies in different areas of accounting in a relatively short period of time. I love to learn and grow and I never would have had the chance to see so many different aspects of accounting in such a short period of time if I would have taken a more traditional path in my career. Another benefit of consulting with Vaco is networking. I've been blessed to work with some of the best companies in Middle Tennessee and therefore have met some of the finest people in the accounting field. They are awesome financial people but more importantly, they are great people that I continue to stay in touch with. They are great resources for my professional career and have become great friends and associates. It's amazing the number of times I get a call asking about my availability for one of their projects, asking my opinion on an accounting subject, checking on me and my family and also calling to harass me about a sporting event. I have been blessed with the wonderful people I've met during my consulting career with Vaco.

## Q: What is your favorite part about being a Vaco consultant?

**A:** Vaco has become part of my family. The wonderful people at Vaco that I have the opportunity to work with are amazing and fun. The work environment that the boys have built within Vaco is amazing. The entrepreneurial spirit at Vaco is awesome and everyone is focused on the client. As a consultant who interacts with the client every day, Vaco allows me to do whatever it takes to make the client successful and having that freedom is empowering and just breeds the Vaco spirit. We Rock!!!

## Q: What is one of your favorite memories while consulting at Vaco?

**A:** There have been so many great memories in my 16 years with Vaco so it's hard to say which is my favorite. If I had to sum it up though, it would be building the awesome camaraderie with many clients I've had the opportunity to work with and working with the great people at Vaco.

## Q: What opportunities has consulting opened up for your personal life?

**A:** As I mentioned before, the biggest benefits of working for Vaco are the outstanding people that I get to work with, all the fantastic companies and people I get to meet, and the satisfaction of successfully completing projects. It is very rewarding. Also, financially Vaco's pay and benefits are the best in the industry. 🙌

