



## Membership Spotlight

### *Women in Business Networking Member Interview*

*Interview with Gail Frantz, GE Capital Sales Finance*



**WiBN:** What is your position at **GE Capital Sales Finance**?

**Gail:** **Sales Manager**

**WiBN:** What is the one thing that you want our readers to know about **GE Capital Sales Finance**?

**Gail:** **GE Capital Sales Finance offers turn-key financing programs allowing small businesses to offer flexible payment options to their customers. Our program contributes to the growth and sustainability of small business in America.**

**WiBN:** What are some of your personal skills that have helped you become who you are today?

**Gail:** **My work experience has allowed me to capitalize on my strong organizational skills and my passion for operational and sales excellence. I love meeting new people who expose me to the wonderful variety in life.**

**WiBN:** At any time during your life have you had a mentor?

**Gail:** **Informal mentoring is a very important part of my career success. I have been fortunate to work with and for a host of very talented individuals who have been generous with the guidance**

**WiBN:** How can, or how does, networking benefit women in business?

**Gail:** **Networking is key to success in your career and a key element to ensuring a rich and rewarding personal life.**

**WiBN:** What has been your biggest challenge in your position at GE Money?

**Gail:** **Challenges are opportunities....embrace them**

**WiBN:** Are there any fears that you have had to overcome?

**Gail:** **I believe that it is critical to keep your skill sets current with the business changes within any company. This is not a fear, but a promise I made to myself a long time ago. You have to constantly reinvent yourself.**

**WiBN:** What inspires you?

**Gail:** **Challenges and continual learning in everything I do.**

**WiBN:** Share with us how you balance your work life and family life?

**Gail:** **I believe the phrase should really be “work life choice”. There are times when you must prioritize one over the other, but the key is to keep things balanced so that you maintain joy in your life.**

**WiBN:** What is your favorite thing to do in “taking care of you” ?

**Gail:** **I love to travel, enjoy outdoor endeavors, and spend time with friends**

**WiBN:** What leadership skills do you have that you feel contributes to the success of your position with **GE Money**?

**Gail:** **Being able to look around corners....translated: anticipate what is coming before it happens.**

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