

**David F. Flynt**

Senior Consultant

When the bottom fell out of his thriving fabric sales business, David didn't merely find himself at a crossroads. He faced a blank wall at the end of a dark alley, realizing the only business he knew anything about was gone with the wind. But at the Wyndham PGA event at Sedgefield Country Club, he met two PCC managing directors who said he should consider leveraging his strong relationships and totally change careers.

Now he works with shareholders and key executives of private companies to design succession plans, using personal experience and continuing education to help clients prepare for their own futures.

In his early years, right out of N. C. State University, the Liberty, N. C. native cut his teeth in basic sales with Avondale Mills, turning a \$600K territory into \$7.5MM inside four years. His brother hired him away to join Flynt Fabrics in 1974, and when he left 23 years later, the \$4MM firm stood at \$100MM. His run of success didn't stop there. With only rock-solid relationships as inventory, he created Abel Resources, his own fabric operation that prospered for seven years before the textile bubble floated offshore, forcing him to liquidate in 1997.

Throughout his career, David has immersed himself in family, community and church. He is a rotated elder in the Presbyterian Church, serves on the Greensboro Prison Ministry Board and is active in local sports organizations. He obviously found his way out of the alley – better able and prepared to bring real life experience to his new calling.

*David Flynt offers life insurance through PCC. He is located at 1010 N. Elm St., Greensboro, NC, 27401.*