

Jonathan H. Bari

Age: 37

Title & Company: Chairman, The Constitutional Walking Tour of Philadelphia & President, Bari Consulting Group

Type of Company: The Constitutional is an educational organization that provides walking tours of the Independence National Historical Park area including sites such as the Liberty Bell, Independence Hall and the National Constitution Center.

Bari Consulting Group is a boutique firm which: 1) provides expert witness and consulting services on various subject matters including: digital identity, online identification & authentication, online privacy & security, Internet & Web strategies and Internet applications; 2) delivers management consulting services to firms across a wide range of industries including; and 3) invests in and develops various entrepreneurial ventures.

Birthplace: Philadelphia

City of Residence: Philadelphia

Education: MBA, Columbia Business School; BA, University of Pennsylvania; High School; The William Penn Charter School

LEADERSHIP

Achieving early success: Starting my first business, Sparkle Like New, a car cleaning business, when I was 16 years old.

Turning point/defining moment in your career: I was fortunate to get in on the ground floor of the Internet revolution in 1996 when I was hired to be part of the small launch team of what has evolved into Comcast High-Speed Internet. At that time, we had a market trial with just 48 homes in Lower Merion connected to a broadband network, Comcast@Home (in Q1, 2005, Comcast HSI had more than 7 million monthly subscribers). In 1997, I was offered a position at Time Warner's Road Runner High Speed Online, which also has grown into one of the nation's largest broadband ISPs. By leveraging my experiences in the cable business, I then parlayed that into two entrepreneurial technology start-ups (MoreCom and Catavault) before I started Bari Consulting Group and The Constitutional Walking Tour.

Motivating Colleagues: My wife, Leslie Bari, who is Director of Account Development for the Lodging Industry at American Express and who co-founded The Constitutional Walking Tour with me - Leslie has helped make all my entrepreneurial ventures possible.

Scott Elkins, President of UAS, a growing family-owned business in the security alarm services industry, who is a tireless leader and successful entrepreneur.

Characteristics of a good leader: Analytical, Communicative, Creative, Passionate, Risk Taker and Tenacious.

Biggest professional accomplishment: Attaining success in the private sector which has enabled me to give something back to the community.

Biggest disappointment: Not becoming a professional tennis player. But seriously, not becoming an entrepreneur sooner in my career.

CAREER

Reasons for choosing your field: My consulting career today is a combination of my prior professional experiences, my marketing forte and my passion for technology and entrepreneurship.

Workplace philosophy: Research the opportunity, create a plan, maintain your integrity, be passionate, and communicate.

Business Strategy: It never hurts to ask since if you don't ask, you may not capitalize on an opportunity. Be tenacious, stay focused, don't give up, and sell, sell, sell.

COMMUNITY

Community/civic involvement: Serving as Chairman of The Constitutional Walking Tour of Philadelphia.

Working on community partnerships for The Constitutional Walking Tour with the National Constitution Center and Sunoco Welcome America!.

Role in the region: Teaching as an Adjunct Professor of Strategic Planning at Temple University's Fox School of Business. Judging panel, Temple University's Business Innovation Competition (New Business Plan). Advisory Board of Solution Media, a software and Web site development firm. Lecturing at The Wharton School's "Leadership in the Business World" summer institute.



LIFE LESSONS

Mentors: 1) My father, Sid Bari, who taught me the importance of a sense of humor and always approaching new situations with a positive attitude; 2) Steve Foxman, Esq., from Eckert Seamans, who always provides the best counsel on a wide range of business issues, including serving on the Board of The Constitutional; & 3) Benjamin Franklin who serves as an inspiration to me based on his successes as a very accomplished author, diplomat, inventor, philanthropist, political pundit, printer, statesman and scientist.

Best advice you've received: Carpe Diem!

Worst advice you've received: Don't worry about it.

Advice to the next generation: Don't ever give up on your dreams, even in the face of adversity. If you are not willing to risk failing, then you will never attain the pinnacle of success.

PERSONALITY INSIGHTS

Preferred type of music: Classic Rock and Top 40

Favorite movies: *A Fish Called Wanda*, *Rat Race*, *The Godfather*, *The Towering Inferno*

Favorite vacation spot: Sydney, Australia

Must-watch TV show: *Seinfeld* and *The West Wing*

Favorite restaurant: La Viola

What kind of car do you drive? German