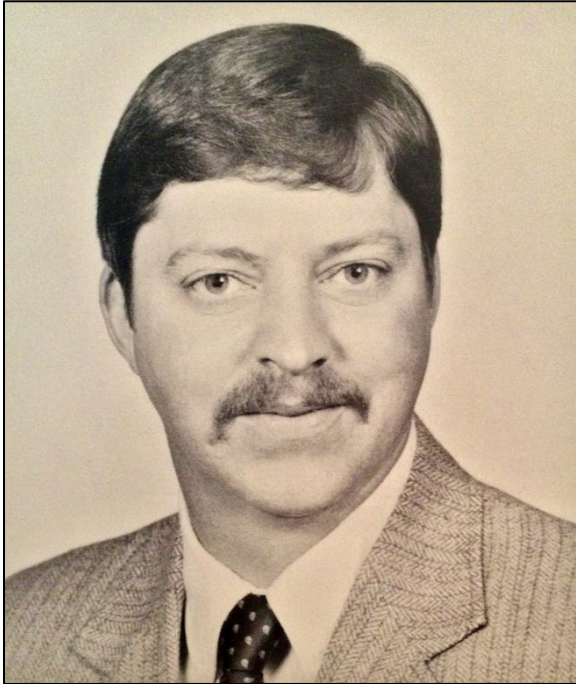


1982 - TOP HAT WINNER PORTFOLIO



RONALD "RON" L. HUTCHINS

Richmond Branch
South East Region

Wife: Joan (Homemaker)

Children: Elizabeth (21)
Rebecca (18)
Ronald Jr. (15)

Vita: High School Degree:
seven years with
Honeywell

Address: 100 Country Lodge Rd.
Waynesboro, VA 22980

Interests: Woodcraft and golf

Sales Achievements:

Ron was VIP in each quarter and SOQ in the Second Quarter of 1981 and 1982. "It is a great privilege to be one of the few selected as a Top Hat Award winner," says Ron. But, he adds, it helps to have the support of your management and a fine service department "which we have in Richmond. If a salesman listens to his customer and then meets his needs, then that salesman will be successful," says Ron.



Becky began her career with Hutchins & Hutchins in 1988, and by 2000 assumed the role of President and CEO. Her years of experience and proven leadership have resulted in sustained growth and success for the company. 2020 presented her with new life and career opportunities. She confidently turned over the company reins to Jay & Brooke Stotlar and is presently taking on the role of Vice-President of Strategy. She is proud to have represented her company at its highest level, and now with her new role, will continue to seek out opportunities for expansion. She states, "I can't imagine doing anything else!" She has kept her father's legacy alive and matured Hutchins & Hutchins into the thriving business it is today.