

Marcus Thomas Bios





meet Scott



Scott Chapin
Partner, CEO | SChapin@mtllc.com

I'm a tech geek and a lover of data, but it's not all about the data. People are what make a community. Born and raised in a small town in Ohio, I grew up spending a lot of time outdoors with cousins and extended family. Moving to the "big city" (Cleveland), I met my wife at the church we still attend today, and we have raised a daughter and a son in Avon Lake, Ohio. Even as school and jobs have put our broader family in different parts of the country, we always find time to be together, either at my parents' cottage on Lake Erie or in a national park adding to our collection of passport stamps. As an introvert, I balance my people time with my personal time, and when I need a little alone time, I love to build custom LEGO creations – with recent projects like Progressive Field and the Christmas Story leg lamp (@CLEbricks on Instagram). Life is complicated, but I strive to make a difference, one brick at a time.

Five things to know about Scott:

1. Has a degree in computer science and has never taken a marketing class.
2. Visited all 30 MLB ballparks and is close to doing the same with his son.
3. Worked across six unique departments at the agency over 25 years.
4. Has ridden all 18 roller coasters at Cedar Point in a four-hour span (not a good idea).
5. Owns over 250,000 LEGO bricks in his collection, between 800+ sets and dozens of custom creations.



The way to get started is to quit talking and begin doing.

– Walt Disney



meet Jamie



Jamie Venorsky
Partner, Chief Creative Officer | JVenorsky@mtllc.com

As cliché as it sounds, I'm a family guy. A girl dad to Natalie and Olivia. And husband to Michelle for 17 years. And owner of Lola, our 6-month-old Boston terrier. (Although, she's the kids' dog, I just get to feed her and take her to the bathroom.) Any minute I have away from work is spent together with them. We've lived in Chagrin Falls, Ohio, for 12 years now. If you've seen "It's a Wonderful Life," then it would remind you of Bedford Falls. It's also Michelle's favorite movie. Food is a huge area of passion for our family. It's a house rule that we eat dinner together each night, with few exceptions. Years ago, our kids created Good Food. Yum, a pretend restaurant in our home. Today, Nat and Olivia are responsible for preparing one meal each week for the family while on summer break. They collaborate on a recipe and source the necessary ingredients together. Nat does the heavy lifting in the kitchen, and Olivia prefers to handle the front-of-house responsibilities and often pairs a "mocktail" to go along with each meal. I love watching them collaborate and express their creativity. Most of all, I just love being together.

Five things to know about Jamie:

1. One of the creators of the Marcus Thomas Legacy Education Fund.
2. Owns a patent for a piece of technology created for a client campaign.
3. Member of the First Tee Board of Directors.
4. Has a weird connection to the number 24.
5. Pushes his team to break through work by asking "What if?"



I'm not smart enough to know what can't be done.



meet Raphael



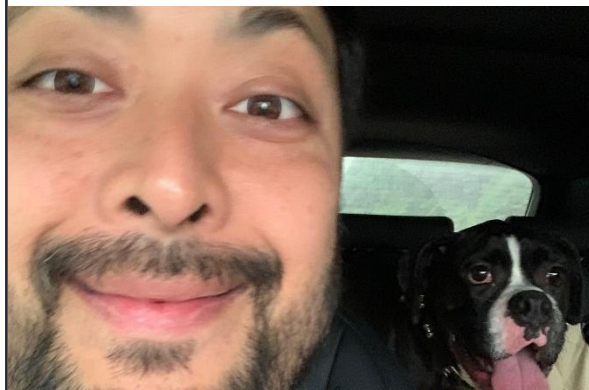
Raphael Rivilla

Partner, Chief Media Officer | RRivilla@mtllc.com

Hi, I am Raphael Rivilla. Outside all things media and technology, my passions include cooking, traveling, making music, and motorcycles (all of which can be seen on my Instagram account). My husband and I own The Rowley Inn, which is a neighborhood restaurant and bar that was recently featured on "Diners, Drive-Ins and Dives." We change the menu all the time and cook dishes with a Cleveland twist. We also have fur babies, usually boxers.

Five things to know about Raphael:

1. Not so closeted DJ, frustrated chef, and conference speaker enthusiast.
2. Is diligent about keeping his team at the top of their game, one reason why Marcus Thomas is one of only 2% of agencies that are Google Premier Partners.
3. Is a futurist who also loves the past.
4. Was recognized by Campaign US as a 40 Over 40 honoree.
5. Is a self-described health nut who loves working out and surfing.



Carpe diem.



meet Heidi



Heidi Modarelli-Frank, APR

Partner, Chief Relationship Officer | HModarelli-Frank@mtllc.com

Hi. I'm Heidi. And I have sneaker addiction. It started with a broken ankle in 2020. Suede. Canvas. Leather. Nike. Puma. Adidas. (Only one limited-edition collectible pair, but I can see a future where that expands.) I'm not fancy. (Maybe that's why I like sneakers.) I despise frivolous kitchen gadgets. All you need is a couple of good knives, a few sturdy pots and pans, a good gas range – and of course a Vitamix blender. It's not that I don't splurge on good quality. (My husband can tell you all about that.) I have a 16-year-old daughter. I love handing down multi-generation, family-favorite recipes – especially those Italian holiday treats.

Five things to know about Heidi:

1. Has media trained nearly 100 physicians and hospital administrators.
2. Believes smart and simple are the hallmarks of the very best ideas.
3. Joined Marcus Thomas in 1992 as PR hire #4. Now leads a team of 30.
4. Authored a children's fairy tale.
5. Excels in mentorship, evident from her team's regularly winning silver and bronze Anvils, REGGIE and Drum awards.



I never dreamed about success. I worked for it.

- Estée Lauder



meet Hutch



Jason Hutchison

Partner, SVP, Management Supervisor, Digital | JHutchison@mtllc.com

You can call me "Hutch." My wife, Beth, and I grew up in the Midwest, and it's still our home. We work hard. Play hard. My wife and I have been the PTA leads, coaches and carpoolers. In our neighborhood, we're the people who always volunteer, because we believe getting involved is how you get things done.



Five things to know about Hutch:

- 1. Believes technology is nothing if it's not in pursuit of a better world.
- 2. Led the development of the ad industry's first livestreaming ad unit.
- 3. A former soccer and volleyball coach; brings a coaching mindset to everything he does.
- 4. Created a digital sampling program for Dexcom across seven countries and nine languages.
- 5. Has an extensive repertoire of dad jokes.



Practice isn't the thing you do once you're good. It's the thing you do that makes you good.
- Malcolm Gladwell



meet Ian



Ian Verschuren

Partner, Chief Technology Officer | IVerschuren@mtllc.com

My approach to work and life is pretty simple: Happiness is the cornerstone of our existence. It transcends the ebb and flow of success and failure, the comings and goings of relationships and projects, whether personal or professional. The steadfast pursuit of happiness for ourselves, our colleagues and our communities propels us all forward. I have had the pleasure of meeting and working with people from all over the world, with different racial, cultural and religious backgrounds, and the universal yearning for happiness is one of the few common threads. So, in all things, choose happiness.

Five things to know about Ian:

- 1. Believes technology is rarely the problem or the solution.
- 2. Has lived in 30 homes in 14 different countries.
- 3. Built his first website in 1993.
- 4. Has scanned and rated 1,470 different wines.
- 5. Co-author of the book Building a Perfect Intranet.



Que Sera, Sera



meet Amber



Amber Zent, APR

Partner, SVP, Social Media | AZent@mtllc.com

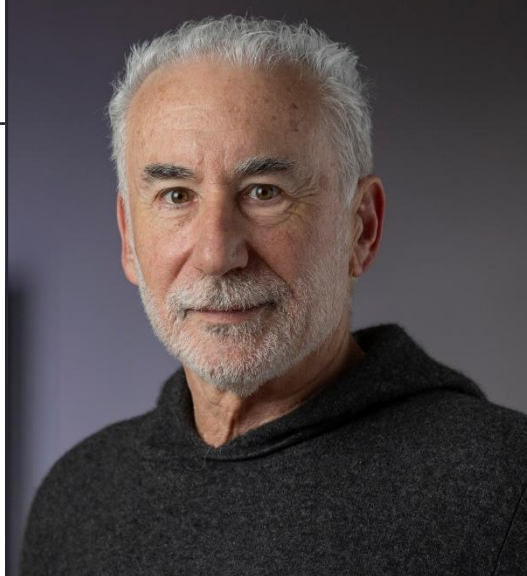
I am an adaptive perfectionist on a quest to balance a full-time career in this crazy world of marketing while raising three young kids and a Russian dwarf hamster that everyone wanted but no one pays attention to. When not at work, I can be found ticking through my many mental lists while driving to basketball, cross country, and lacrosse practices, planning parties for anyone who will let me, researching my next travel destination, trying to keep my Peloton workout streak going, or bouncing between social platforms on my phone (it's part of the job!).

Five things to know about Amber:

1. Lives unapologetically by high standards across her personal and professional lives. Lucky clients!
2. Is energized by women supporting other women and the positive impact of collaboration over competition.
3. Became the youngest partner in Marcus Thomas history when appointed to lead the social media practice in 2016.
4. Sacrificed a burgeoning cake pop business to focus on her true love, marketing.
5. Describes social media as the beautiful blend of strategy, creative, technology, and analytics that allows us to seamlessly connect and engage with our audiences.



meet Jim



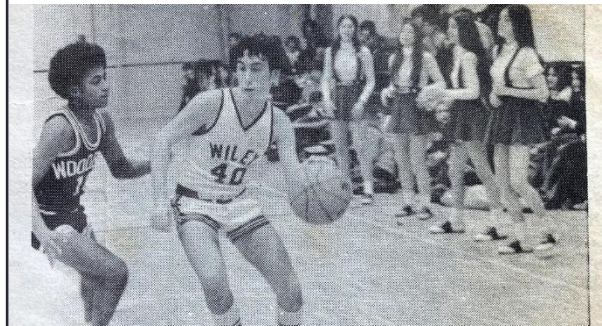
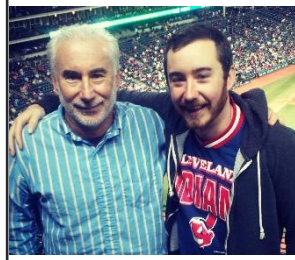
Jim Sollisch

Partner, Executive Creative Director | jsollisch@mtllc.com

I am a relentless optimist and a cranky curmudgeon. I believe that's a good personality mix for making it in this business. I am the most impatient person most of my friends have ever met. I hate waiting in lines or waiting for committees to make decisions. I like to keep moving forward. But being the father of five children has taught me to be patient with people. Relationships are built with grace and time. I don't have a bucket list. There's plenty to do right here. I am happiest when I am working on an idea. I play tennis, not pickleball. Singles. I like keeping score. I believe the two things that make us human are cooking and storytelling.

Five things to know about Jim:

1. He gave a kidney to a former partner at Marcus Thomas.
2. He wrote the first-ever Super Bowl spot for a medtech company.
3. He invented the Chorizo Date Burger.
4. He was a commentator on NPR and writes personal essays for *The New York Times*, *The Wall Street Journal* and *The Washington Post*.
5. He thinks hell would be one never-ending plane ride.



The way we do anything is the way we do everything.

- Martha Beck



If I had more time, I would have written you a shorter letter.