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FROM THE
EXPERTS

CHRISTY SCANLON
President and COO,
Masterpiece
Design Group

2017 ORLANDO
WOMEN'S CONFERENCE
PREVIEW & PROGRAM



Christy Scanlon

PRESIDENT/COO, MASTERPIECE DESIGN GROUP

Masterpiece Design Group is the true definition of a family business. Coming from two different design career paths, mother-daughter duo Carol Ratliff and Christy Scanlon joined forces in 1999 to form the company.

As president and COO, Christy not only oversees the day-to-day operations of Masterpiece Design Group, but also works closely with her design staff to ensure that quality, beauty and unique designs are always delivered.

Well known throughout the builder and design community, Christy frequently contributes as a speaker on current design trends. Most recently, she has lectured at the Greater Orlando Builders Association (GOBA), Southeast Building Conference (SEBC), and both judged and spoke at the Best in American Living Awards (BALA).

HOW DO YOU MOTIVATE YOURSELF AND STAY MOTIVATED?

Above all, having passion for something motivates me. I have many things in my life that drive me forward, and interior design is one of them. I have learned throughout the years that there is a detail of design in everything around us. Nothing excites me more than being able to teach others.

Outside of work, I am motivated by my family. I have been incredibly blessed to be able to work every day with my husband, Don. Together we have two beautiful children, Jacob, 10, and Rylie, 9. They keep me motivated because, although work is very important to me, the health and success of my family is most important. Last, I am so motivated by my incredible and talented staff. Each and every one of them has brought a unique gift to Masterpiece that has made us the successful company it is today.

IF YOU HAD TO START OVER WHAT WOULD YOU DO DIFFERENTLY?

Thankfully there is not much I would change about the path I've chosen, but if I had to pick one thing, it would be my education. Although my passion was in interior design, I would have combined it with a business degree. I was lucky to have had an "on the

job" education from my father, CEO Adair Ratliff, who has taught me everything I know about running a successful company.

WHAT IS THE BIGGEST CHALLENGE YOU FACE?

The biggest challenge I face is staying ahead of the fluctuations that occur in the building industry. Having been through the roughest

time in our company's life with the 2008 housing recession, I have learned to be aware of the signs of looming financial issues so that I can try to keep one step ahead of what may come.

WHAT ACCOMPLISHMENT ARE YOU MOST PROUD OF?

My mother and I started this company almost 20 years ago out of our living room. To see Masterpiece grow from a four-person design firm to one of the largest design

firms in the Southeast has been beyond a dream come true. Working with our team of talented designers to produce so many amazing projects and happy customers is more than I could ever imagine. Another thing I am proud of is how fortunate I am to have had the opportunity to create this incredible company alongside the people I love and trust the most, my family. My mom and co-founder, Carol Ratliff, my father, Adair Ratliff, as the company financial guru, and my husband, Don Scanlon, who is beside me running the day-to-day operations and procurement division of the company.

HOW DO YOU UNWIND AT THE END OF THE DAY?

Unwind... what's that? No really, being a business owner creates difficulties shutting off at the end of the day. It's rare that I do not have work in my head or answer emails in the evening. I think it's just part of the job. My favorite way to unwind is spending time with my family. Both my children are heavily involved in sports and I love to see them involved and happy. That brings me joy and peace.

