

6 Questions...With Glenn Boston

How long have you been a member of SCORE?

I have been a member since 1998...12 years.

What prompted you to join SCORE?

I was aware of SCORE from a member who was a colleague at Digital Equipment and who enjoyed the experience.

Briefly, what is your background?

I spent 25 years at Digital Equipment in various assignments—product marketing, business management and subsidiary management. I retired in 1998 as a vice president.

What about your personal life?

I'm married to Lois (a saint who will have a direct pass to heaven), have two adult children and four grandchildren. We've lived in Bedford for 15 years, the longest of many abodes.

What is it you enjoy about your volunteer work with SCORE?

I enjoy SCORE for both the client challenges and the opportunity for camaraderie with our members. I've made several good friends among the SCORE membership and have a few clients that I have remained in contact for five-plus years.

Any specific "happy endings" for clients you're particularly proud of?

A couple of clients comes to mind who I believe really benefited from SCORE and my help. Laser Advantage, a laser machine shop and system builder in Nashua, spun off from a Massachusetts parent with ambition and no business skills. Today, they have a \$1.5 million business. Focus Physical Therapy was two professionals with the drive to leave a practice to start their own. They were able to meet their business plan after help from Dick Kuhl and me regarding their marketing program and cash flow analysis.