

Make The Leap: Shift From Corporate Worker To Entrepreneur

By **Genevia Gee Fulbright, CPA** and **Armando G. Roman, CPA**
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“Spirit Of An Entrepreneur”

Raised in the Grass Valley Area of Oakland, California, the seeds of successful entrepreneurship were firmly planted in Fulbright’s family generations ago. During the 1930’s, Fulbright’s maternal grandmother (for whom she was named) owned and managed a small, prosperous restaurant in Houston, Texas. Fulbright’s paternal grandparents were pioneers in the late 1940’s. They were one of the first families in Acreage Home (a rural section of Houston, Texas) to own a television set. Capitalizing on their new purchase, they started a neighborhood “viewing theatre” several evenings a week that hosted audiences averaging 20 people per sitting. Barbecue, soda pop, cookies and popcorn were sold to patrons while they watched broadcasts. They owned a local convenience store in the community as well.

Fulbright remembers her first “sale” as an entrepreneur; a one-cent book she crafted from construction paper and held together with staples that she sold to a fellow classmate when she was 6 years old. Fulbright earned extra money in high school by offering tutoring lessons and performing light domestic work. After graduating from San Francisco State University, Fulbright (while employed at an Oakland area CPA firm) teamed up with 3 associates to form a tax partnership called FIRSA (“Former IRS Agents”).

Currently, Fulbright is the Vice President and Marketing Director of Fulbright & Fulbright, CPA, PA in Durham, North Carolina.

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