If your life was a reality TV show, what would it be?



"FOR BETTER OR WORSE"

The show would focus on the benefits and challenges and struggles of a family-owned business. The challenges would be represented by opportunities and risks of decisions that are made that directly affect business and family because the two are so interrelated when you own a family business. The prize for winning would be a two-week

Alaskan cruise, and you would win the game by demonstrating the ability to meet the challenges of work while still realizing at the end of the day that you do it all for your family.

Jill E.M. Kusic, 37

President, NRA Group LLC Harrisburg, Dauphin County

This Widener School of Law graduate began her career as a lobbyist for the Pennsylvania Manufacturers Association in 1992, responsible for state and federal issues affecting manufacturers. She specialized in environmental issues and organized an environmental remediation seminar for more than 300 participants.

She then moved on to Pugliese Associates, where she represented 20 clients as a lobbyist before the state General Assembly, Governor's Office and administrative agencies. Her clients included the paper industry and food processors, and she represented them on issues related to workers' compensation and electric deregulation.

From 1997 to 2005 she was manager of government policy for Columbia Gas of Pennsylvania and Maryland Inc., representing the utility's interests before state government and regulatory agencies.

In 2005, she spearheaded the acquisition of two national recovery companies — National Recovery Agency, founded in 1976, and Credit Plus Solutions Group, founded in 1922. In the transition, all of the NRA employees and about 85 percent of CPSG's employees were retained at the new entity, and the business now supports more than 100 employees across four states.

NRA's staff consists of highly trained and motivated revenue recovery specialists trained in clients' industry and company backgrounds. The company uses extensive computerized databases and sophisticated telephony systems to maximize recovery efforts. Gross revenues are expected to hit \$30 million this year.

NRA is heavily involved in the community, serving as corporate sponsor of the Jake Gittlen Foundation for Cancer Research. The company also participates in the Adopt-a-Highway program, the Central Pennsylvania Food Bank and the Central Pennsylvania Blood Bank.