

Member Name: Miriam Bowen

1. How did you get started in the Promotional Products Industry?

I started in Graphic Arts by making print products for my own pet industry company. Then I started offering print products I had developed to other pet industry professionals, including a few promotional products. With my graphic arts skills, I found promotional products less time-consuming and more profitable than print products.

2. How long have you been in this industry?

Hard to determine exactly. I started my dog grooming shop in 1974. Probably started offering products to others in the 80s. Started in the promotional product seriously about 2006.

3. What is your favorite Holiday and why?

As I Christian, I have to say Christmas and all the products available to celebrate the birth of our Lord.

4. What are the key industries you work with?

Because of my (and my husband's) background in the pet industry, we sell a lot to pet-related businesses and non-profits. Other than that, mostly small businesses, because I'm familiar with their struggles.

5. Share a case study of one of your successes (not using your clients name).

I sold a small quantity of medium-size plastic handle bags to a pediatric dentist I had done a few things for. Now his practice has grown and he orders 5,000 of them twice a year, changing the imprint as his practice has grown. He and I are both pleased!

6. What is one of your go to product(s) and why?

Besides inexpensive pens, a product I love to recommend is the BB-20 from Huffermen. The product has a great imprint area, nice quality and options and VERY inexpensive.

7. What do you do when you are not working?

One of my favorite sayings is "I'm never bored." Besides learning new techniques using design software on the computer, I stay active with volunteer activities, including taking my dog to pet therapy appointments, helping the dog group near my home in Utah promote their fund-raising activities, and volunteering at the Utah Shakespeare Festival and attending drama and music events. I also have been working part-time for H&R Block for the last few tax seasons. My husband and I just married four years ago, so maintaining our two households (Arizona and Utah) and spending time together is a priority.

8. What are a couple of fun facts about you that most people don't know?

The fact that my husband and I have only been married four years is always a surprise to people (I'm 70, he's 76). He grew up in the panhandles of Oklahoma and Texas. I was born in Brooklyn, New York and grew up in New Jersey and I don't sound like it! I was a dog groomer and the owner of a dog boarding kennel for 30 years.