Chapter 18

Interview with Theresa Cox, President of Native Nations Procurement Systems, Inc.

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1. Where did you grow up? Do you think that it has any impact on your life’s work?

I grew up in a very small town in Oklahoma. I recall wanting to leave the small town life very early on. By high school it was one of my top priorities. My perspective was that life there was limiting so yes, where I grew up had a significant impact on my life’s work. It made me far more goal oriented and driven to succeed.

2. Where did you go to school? Why there?

I assume you speak of college? I applied, begged for (literally on my knees) and received a full scholarship to a trade school to study Hospitality & Tourism. I did not have the means to attend an accredited college.

3. Have you had any particularly significant mentors in your career?

I have definitely had mentors. I still do. Some of my employees have been and are mentors! A significant mentor came during my first year in the construction business. To me he was like an angel. Upon our first meeting he agreed to loan me $5,000 to purchase insurance for my first foray into the real construction world at Texas Instruments. He became a significant investor for several years and mentored me through how to turn my ‘mom & pop’ company into a larger operation.

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