



Kelly Devenish

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Business Advice

Always have a smile on your face when you answer the phone. Don't pretend you know the answer if you don't. Be honest and let them know you will get back to them. Be truthful. Do what you say you're going to do.

Kelly Devenish's "to do" list looks a little bit different than most business executives' lists in town. Sure, he appreciates a good day's work, but his ideal checklist of duties would read something like this:
Hunting with friends? Check. Dinner with my wife? Check.

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Snowmobiling with family? Check. Spending time with the kids? Check.

His love of life permeates everything he does. It's one of the things that helps him be so effective in his role as vice president of sales at Checknet in Provo.

"I enjoy meeting new people," he says. "I see great value in educating merchants on the payment industry — both in collections and credit card processing."

His success comes from an ability to communicate comfortably and clearly with people. He can explain complicated payment principles related to his industry and make it easy for an entrepreneur to understand. Offering great value to his clients being a one-stop shop is something any entrepreneur would appreciate.

"I am the contact for a client," he says. "They have my cell phone number and can call me anytime — even if I'm on the mountain — and I wouldn't want it any other way!"

He takes pride in responding quickly to any customer need and solves problems with his knowledge and positive attitude.

"You should answer every phone call with a smile on your face," Devenish says. "You need to be truthful and helpful and should do it with a good

attitude."

Checknet partners with clients and views itself as an extension of the client's office. That means Checknet treats people the way the client would like them treated.

Devenish is passionate in all he does, whether it's working in his company, helping clients, playing in the mountains or spending time with family.

AT A GLANCE

Age 40 Position VP of Sales

Responsibility Make sure the client is happy and receives the finest service in the industry — while having fun.

Fun Fact He loves being in the mountains — whether he's hunting, fishing, snowmobiling or riding motorcycles.