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Now What Is It That You Do? Willie Paulk and the Art of Economic Development

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An account of Dublin-Laurens County [Georgia] Chamber of Commerce & Development Authority president Willie Paulk's personal and professional development, this book is her answer to the question posed many times by her mother when Willie would comment on her life as an economic developer. It is a story of dedication and hard work, and while Willie tells stories of successes, she also shares disappointments. She oofers fascinating glimpses into her professional life of attracting business and industry to the central and south Georgia communities where she has lived, and into her personal life as well. In addition to being an interesting and lively account of Willie's life and career in Georgia, the book also vividly demonstrates the importance of what Chambers of Commerce and other economic development organizations do for communities and individuals. Its behind-the-scenes stories of economic developers working on successful projects--as well as some they lose--are sure to be of interest to all in the field of economic development.

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