



THE BIG PAYDAY – Additional Character Backgrounds

Waights Carlson McAllister (64) & Martha McAllister (62)

Waights and Martha have always been philanthropic – but there was no strategic process, mostly check-writing to projects that they wished to support.

Martha took her philanthropy to a more active level. With her background as a nurse, had become active in Doctors without Borders. She was instrumental in helping to organize benefits and even made two trips abroad to visit their work. She wished she could have traveled more, but with Waights being tied to the business, her time was limited. She was also active in church functions and helped raise money so that the church could continue to do good work in the community.

Because of the success of the business, they had become very comfortable over the years. They felt like there were very few material possessions that they desired that they didn't already have. They even spoiled their children: paying for Charlotte's rent until her design business takes off, down payment on Lloyd's home when he moved his family from Atlanta, Peter's extensive studies.

When this windfall came, they had an epiphany: what were they going to do with all this money! It's much more than they needed for the remainder of their lifetime. Would they leave it all to the children, grandchildren? What do they wish for their children? They could give it to charity – but how and did they know enough charities to give this amount of money to. Even though this was charity, they wanted a little more control, perhaps more participation.

That's when Martha came up with the idea of the home for children with Down's Syndrome. It seemed to accomplish their desire to participate more, have real impact and control the development of the project. She convinced Waights that they could do this, that even though they did not have exact experience in running an organization like this, they would be able to figure it out – and hire people to help them.

That inspired Waights, he wanted to set up scholarships for the children of his workers. He would create the application process and participate in awarding the scholarships. He wanted to give other families the opportunity to "create their own story" by giving them the gift of education.

Lloyd Jackson McAllister (40)

Lawyer, graduated law from Emory in Atlanta. Undergraduate at UNC. He is Vice President & General Counsel of McAllister Zippers.

He was living in Atlanta with his wife and worked at a local law firm. His father strongly encouraged him to move home and join the family business. As he was not yet a partner, the title and prestige he would have within the family business was interesting to him, he decided to do it. He also felt an obligation as

his father had wanted him to join the business for many years – after all “someday”, it could be him running the operation.

“You’re right I didn’t care about zippers. As we began to outsource our production to Asia, my deals selling our real estate holdings and factory sites made a significant contribution to the bottom line. Even Dad can’t deny that.”

Lloyd believes that he should have been CEO.

Peter McAllister (37)

Peter has a really profound sense of his own value. He is an MD/PhD and has now established himself in the very rarified world of clinical research. His career is really beginning to hit its stride as a doctor/researcher.

Although Peter can be a bit goofy with his siblings, with his colleagues at the hospital and university, he is much more confident. His demeanor on the phone shows this – he is to the point and directive. He is used to making life and death decisions for his patients, and this confidence is also more evident as he volunteers to head the family foundation.

Charlotte Paige McAllister (33)

Charlotte is more business-minded than she appears. Charlotte has her moments of frivolity, but behind it, there is a link to her business plan: making trips to Milan and Premier Vision in Paris to see what other designers are doing, socializing in NY and LA, throwing a lavish birthday party where buyers and other industry insiders were invited -- just part of the *business* of fashion.

Although, Charlotte has been noticed by Women’s Wear Daily as a designer to watch and she is slowly getting more attention, she still has a long way to go to be a firmly established designer. She recognizes that what her business needs is an infusion of cash (growth capital) to help her ramp up her operations to the next level. That would include additional staff, PR, and a bigger workspace which would have a showroom so she would not need to bring her designs to buyers.

Showcased with a small group of up-and-coming designers, Charlotte recently had her first real show at fashion week for the Spring 2008 season. Barneys New York and several boutiques in New York and LA have placed orders. Vogue and Marie Claire magazines have photographed select pieces in their fashion shoots. With her tight delivery schedule, this money from her parents would mean that additional staff would help her fill these orders, if not, she’s got a problem and will have to look elsewhere for funding, and would probably have to squeak by with her operations as is.