

Photos by  
Martin Boling

# Young Professionals

Owning a business or helping make one a success are ways we can contribute to a thriving community. In this special section, you'll meet 11 young professionals, all under 40, who are using their talents to help make Bloomington a great place to live and work.

## Kristi Gibbs

### Century 21 Scheetz, Realtor

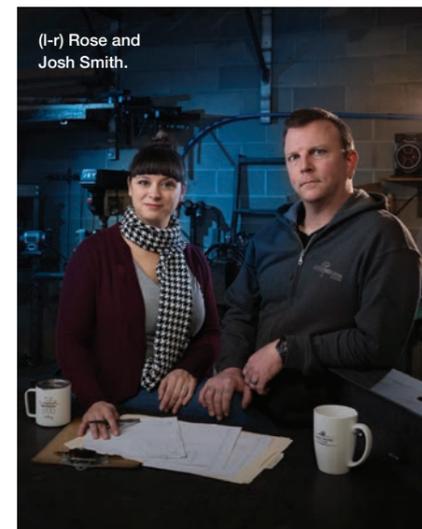
Century 21 Scheetz Realtor Kristi Gibbs has a simple motto: "Kristi is Key." She started her business four years ago because she saw a need for agents who are dedicated to their clients, communicate well, and strive to provide the best service possible. In that time, she has learned to balance running her business, which has grown every year, with raising her two children, ages 7 and 9. "For young professionals out there, it's a lot of bouncing back and forth between being the mom and helping out with the family and work priorities," Gibbs, 39, says. "You need to be able to shift between those."

The Indiana native has a passion for real estate and wants to be an advocate who provides homebuyers and sellers with the highest level of service. "I want people to know I will represent their needs and wants with creative thinking and persistence without unneeded stresses on them," says Gibbs, who holds a bachelor's in economics from DePauw University. "I want people to say, 'Kristi made it an easy process, and it wasn't as stressful as it may have been in the past.'"

"I believe communication is key in any relationship," she adds, "and as your Realtor, I will be easy to reach." Contact Gibbs at [kristigibbsrealty.com](http://kristigibbsrealty.com) or 812-606-9790.



Kristi Gibbs.

(l-r) Rose and  
Josh Smith.

## Clutch Fabrication

Josh & Rose Smith, Owners

Josh Smith has been a builder his whole life. However, it wasn't until he and his wife, Rose, sought guidance from the Indiana Small Business Development Center at Ivy Tech Community College-Bloomington that they spun his interest into building a better business, Clutch Fabrication and Design. Though the name implies an automotive business, Smith says it refers to his interest in photography. "The definition of clutch is to grab and hold," he explains. "We build things that hold people's attention."

Working in metal, wood, glass, and reclaimed materials, Smith creates quality products—from architectural elements to commercial steel fabrication—and credits his wife for the business' growth. "I like the way Rose and I work well together," he says. "There's so much negative around working with friends and family, but it's possible to do. It just needs communication and trust in each other."

Rose says her involvement was born out of necessity, lack of time, and her interest in the business details. "We are opposites in so many ways," she says, explaining that Josh often credits her for the business moving forward. "We generally divide and conquer to work with our strengths. Where he lacks interest and finds difficulty are areas that I thrive in. We make a good team." For information, visit [clutchfab.com](http://clutchfab.com).

## CarminParker, P.C.

Lynn Keller & Daniel Cyr, Associate Attorneys

Sitting around a small conference table in the red-themed law offices of CarminParker, P.C., associate attorneys Lynn Keller and Daniel Cyr can't stop praising their bosses—Michael Carmin and Angela Parker.

"They're genuinely good people," says Keller, who grew up in Bloomington, went to California Western School of Law, and returned home with her husband, Shawn, to work in the prosecutor's office for seven years. "I got the opportunity to work at CarminParker and I jumped at the chance to do that, because of the expertise of Angela and Mike. The opportunity to have them as mentors is invaluable. My number one goal is to learn as much as possible from them, and then put my own little spin on it." Keller adds that even though law isn't typically thought of as a creative profession, Carmin and Parker use creativity in their practice. "They find creative solutions to successfully resolve clients' problems," she says. "It's fun to think outside the box."

Cyr adds that the partners are especially efficient with time and have made thoughtful policy decisions for the firm. "They make all the right decisions," he says. Having worked internships in eight law offices prior to CarminParker, Cyr is confident that this is the perfect place for him. "I would send my friends here, and I don't know I can say

that about anywhere else." Cyr came to Bloomington to attend the Maurer School of Law at Indiana University. After living in the area for six years and connecting with a church community, he and his wife, Audrey, decided to settle down in Ellettsville. "One of the things that's most exciting about being at this firm is we get a good view of Bloomington," he says, explaining that the community is a nice combination of big city with a small-town feel. "It's a good place to live and a really good place to work."

As Keller and Cyr reflect on their experience, they have advice for other young professionals. "The work environment makes all the difference," Keller says. "It's a healthy environment here and that allows us to be healthy in our personal lives and to evolve as professionals. I'd push other people not to settle for anything less than that." Agreeing that a positive workplace is important, Cyr encourages young people to be curious. "Wherever you are, there are plenty of opportunities," he adds.

CarminParker represents clients in commercial and residential real estate; title and closing services; business law and consulting; and transactional, employment, and contract matters; as well as litigation and alternative dispute resolution. For information, visit [carminparkerpc.com](http://carminparkerpc.com).

(l-r) Daniel Cyr and  
Lynn Keller.

## Elan Salon

Alison McGlothlin, Owner

An internet search for the word “elan” shows both its definition—energy, style, enthusiasm—and Elan Salon. To know Elan Salon owner Alison McGlothlin, that isn’t a surprise. With a degree in criminal justice from Indiana University, McGlothlin, 36, first went into social work. “But I always knew I wanted to do hair,” she says. “I was the girl who did all my friends’ hair for the prom!”

McGlothlin joined Elan after getting her cosmetology license in 2010. Last fall, she and her husband, Andy, bought the salon when the previous owners retired or moved on. Soon, Elan will move from the third floor of Fountain Square Mall to street level, adding both space and stylists. “It really feels like they are passing Elan on to the next generation, and we’re excited to take an already-great thing into the next era,” McGlothlin says.

The key to Elan’s success, she explains, is focusing on “consistently good hair and a good experience,” adding that some clients started there as children and have stayed beyond college. “One of the special things about Elan Salon is that we have talented long-term stylists. With the high quality of service and friendliness people experience, we have long-term clients as well,” McGlothlin says. “It has a familial feel here.” Learn more at [elansalombloomington.com](http://elansalombloomington.com).



Alison McGlothlin.



## Simpson Acupuncture

David Simpson, Owner

What a real pain in the butt. That’s what David Simpson thought when a sudden diagnosis of ulcerative colitis invaded his already-packed school schedule. Worse still, the words “chronic” and “incurable” came attached, along with steroids and a pillbox. However, as the Vermont native prepared to move to Japan for research and study, he learned he wouldn’t have access to his prescribed medications, so on a whim he turned to acupuncture for relief. The acupuncturist not only cured the problem, but also revealed Simpson’s misdiagnosis, explaining that while rowing on his college crew team, he had developed a musculoskeletal sports injury masquerading as colitis.

Happy to be cured, Simpson didn’t think much more about the incident until years later when he encountered acupuncture and herbal medicine for a second time, not as a remedy, but as a calling. This time, however, it came within a cultural context as he lived and worked in Japan. “Being immersed in Japanese society and a new way of thinking made it easier for me to wrap my mind around the theory of acupuncture,” Simpson says. That motivated him to return to the U.S. and complete a master’s program in acupuncture and herbal medicine in New York City.

After maintaining a successful and busy practice in New York for eight years,

Simpson moved to Bloomington when his wife, Futaba Niekawa, took a job at Indiana University. Though his location has changed, his specialty in pain has not. “Pain is so big and so individual,” Simpson says. “Most times, when a patient comes to see me, I’m the end of the road. I hear all their stories.” Those are stories similar to his own from college. “I was in pain and no one believed me.”

By addressing their pain, Simpson is able to help people see immediate and lasting results. “You can fix pain pretty quickly and people feel validated,” he says, adding that many times, after addressing one issue, another may pop up—and then another—until he unravels the timeline of the original injury.

Simpson practices *kan bing*, meaning the physician and patient stand equal when looking at a problem. Treatment begins with a conversation about the patient’s medical history. Simpson then examines the patient and empathically listens to fully understand what’s going on. “Acupuncture feels slightly different for everyone,” he explains. “Acupuncture is a physical medicine, but with that said, patients often don’t feel the needle itself but feel what the needle is doing. This is often described as a gentle heaviness or pressure, like a very tiny hug.” For information, visit [simpsonacupuncture.com](http://simpsonacupuncture.com).

## Kyle Ellison

District Sales Coordinator, Aflac

Kyle Ellison was 16 when his stepfather was diagnosed with cancer. Although his parents had health insurance to cover the medical bills, they still paid massive travel expenses—about \$100,000— from personal savings. Ellison feels fortunate his family got through the ordeal without experiencing financial ruin or bankruptcy. That experience motivates Ellison in leading a team of like-minded professionals as a district sales coordinator and independent associate representing Aflac, a supplemental insurance paid directly to the policyholder.

It’s also a driving force behind his desire to educate people about how Aflac can fill gaps in their current coverage with local service from the Fortune 500 company. “I want to help people better understand the coverage they have,” he says. “Many individuals are unclear about how the gaps can contribute to financial instability.” That includes helping business owners develop robust packages to attract and retain quality employees. Ellison believes strongly in helping people avoid financial difficulties after experiencing an injury or illness.

Ellison also enjoys helping the motivated individuals on his team fulfill their purpose through teaching others about the coverages they have. “I’d love for more people to know if they have a passion for helping and educating others,” he says. “This is a great place to do that.” For information, call 812-269-8583 or visit [www.aflac.com/agents/kyle\\_ellison.aspx](http://www.aflac.com/agents/kyle_ellison.aspx).



Kyle Ellison.



## Inject & Rewind

Dr. Beatriz Sanchez, Owner

As a pathologist and blood bank medical director, Dr. Beatriz Sanchez was already working her dream job when she decided to pursue a side venture, Inject & Rewind. “I still love what I do, but I also wanted to try something a little different,” she says. “Even if you love something, there’s nothing wrong with trying something new.”

Through Inject & Rewind, Dr. Sanchez offers cosmetic injections, hyaluronic acid fillers, and platelet-rich plasma facials. She says her career as a pathologist helped her view beauty as an art form, with a keen eye for detail and precision. That, in turn, helps her determine where wrinkles are forming and where to inject for the most dramatic results.

Dr. Sanchez says her mother taught her to have the self-confidence to try new ventures, and she encourages other women to do the same. “Follow what you want to do—whether that’s open a business or go to school or get your dream job—you should strive for it,” Dr. Sanchez says. “Don’t be afraid to pursue what you love. Then, tap into the resources available to you and work hard to pursue those dreams.” She emphasizes, though, “It’s okay to fail in work and life, as long as you learn to keep going.” For more information, visit [injectrewind.com](http://injectrewind.com).

## Bloomington Massage & Bodyworks

Angela Huxford and Carmela Senior-Euhl, Owners

After working together for many years, massage therapists Angela Huxford and Carmela Senior-Euhl plunged into business ownership in 2017 and purchased Bloomington Massage & Bodyworks, which originally opened in 1997 as Therapeutic Massage. “The focus of the practice has always been on therapeutic massage with personalized approaches for each client,” Huxford says. “We have some clients who have been seeing us for more than a decade.”

Both Huxford and Senior-Euhl graduated from Indiana University, but took different paths after college. Huxford moved to Chicago to work for a nonprofit organization before eventually choosing to pursue massage, her true passion. “Therapeutic massage is an addictive line of work because people openly thank you for bringing them relief,” she says. Senior-Euhl worked at IU for five years before deciding instead to help people in a more direct way. “When I began practicing massage, I knew I had found my calling,” Senior-Euhl says. “I was helping people feel better and experience more joy in their life.”

The partners began an office expansion in January. “It’s the boldest move we’ve made so far after two years of consistent growth,” says Huxford. Senior-Euhl adds, “We’re always striving to offer more therapeutic options and will be adding more exciting things to our menu with this expansion.” For more information, visit [bloomingtonbodyworks.com](http://bloomingtonbodyworks.com).



(l-r) Carmela Senior-Euhl and Angela Huxford