

EXECUTIVE PROFILE**'Move on if the deal is not closing'****J. Anthony "Tony" Hollingsworth**President and CEO,
Anesthesia Business Solutions Inc.

Education: Master of science in hospital and health care administration, University of Alabama at Birmingham; bachelor of business administration, Belmont University

Essential business philosophy: "Do unto others as you would have them do unto you."

How does your company stay competitive? We put the needs of our clients first and make sure that our services will add value to the client's business.

What issue or trend does your industry currently face? The health care industry continues to face a number of challenges related to access, quality and cost. We believe the industry is over-regulated, which impacts the entire health care delivery system, especially the cost.

Yardstick for success: Positive and productive rela-

tionships with clients and associates

Goal yet to be achieved personally: Getting a Ph. D.

What is the key to being successful in business? Know your clients, understand what they need and exceed their expectations.

Best decision: Professionally: starting my own company. Personally: marrying Ann.

Worst decision: Missing an opportunity to buy property in the heart of Belle Meade

Toughest decision: Turning down a really good job offer in another state

Who has been a mentor and why? Dr. Bradley Smith. He was a leader and visionary in establishing anesthesiology as a valued and respected medical specialty and because he honors his commitments and because of his overwhelming generosity.

Word that best describes you: Optimistic

Most important business lesson learned: To move on if the deal is not closing

Hardest lesson learned professionally: That otherwise responsible adults will lie to you

Person most interested in meeting and why: I'd like to meet Rudy Giuliani because of his success in leading New York City's response to Sept. 11, 2001.

First choice of a new career: Public policy analyst

What do you like most about Nashville? Its "Southernness," its emphasis on education and the balance and diversity of its population.

Favorite restaurant: Pancake Pantry

Favorite vacation spot: San Destin, Fla.

How long is your commute? I work out of my home.

What are your hobbies? Cleaning out the garage



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Heavy load: San Destin fan Tony Hollingsworth says the health care industry is burdened with too many regulations.

What charities do you support? Vanderbilt Children's Hospital

What's in your briefcase? Reading material, information on prospective clients, PDA, breath mints

Anesthesia Business Solu-

tions Inc. provides management services to physicians primarily through billing and collection services. The Nashville office is located at 230 Burlington Place, Nashville 37215. The phone number is 615-463-2300.