



Laurie Sayles formed Civility Management Solutions (CivilityMS) in 2012 as a professional consulting services working within both the Government and Commercial space. Currently CivilityMS is providing Project, Program, Financial and Grants Management; Training; Conference Logistics, Call Center and Administrative support working in DoD, NASA, DHS, HHS, VA and DOT, Baltimore County and WSSC. CivilityMS is a certified SBA 8(a), WOSB, EDWOSB and VA verified SDVOSB with an office in HUBZone.

She was introduced to Federal Government Contracting almost 11 years-ago and she immediately realized that this was the ideal business to develop a legacy for herself and others. Laurie has always been an entrepreneur, beginning in her parents' home in Chicago, IL, selling candy to the neighborhood kids, modeling professionally during High School in downtown Chicago, all before joining the United States Marine Corps.

Laurie's seven years' active duty in the Marine Corps increased her leadership, integrity, teamwork and persistence. She was tested as she earned the respect as a Woman, who is African American in a man's world. Her Military Occupational Specialty (MOS) was Maintenance Management and she served in Camp Lejeune, NC; Kaneohe Bay, HI and Cherry Point, NC. Laurie was highly regarded as a Woman Marine and was often called upon by superiors to mentor and train others. The importance of her job is best stated as "A Marine must be properly equipped to function at 110%," as her demanding role was to push mechanics, technicians, armorers, etc., to maintain a 98% equipment readiness at all times.

Laurie has become an outspoken advocate for Veteran's as has served on two U.S. Senate Small Business Committee hearings regarding Veteran Entrepreneurship Training and SBA Reauthorization. She was elected as the first Woman Veteran Officer on the Veteran Entrepreneurship Task Force (VET-Force) Committee and was nominated to become a representative on the SBA Inter-Agency Veteran Task Force. She has been honored to speak on panels for Maryland Legislatures, Department of Veteran Affairs, and attended the 2015 "Joining Forces" Veterans Day Luncheon with Mrs. Michelle Obama and the highest-ranking Veteran of the country, Vice President Joe Biden.

Most recently, CivilityMS participated in a pilot program with Bowie University, BowieBic referred to as an 8(a) accelerator program, for SBA certified 8(a) programs in Prince George's County, MD. Before this, Laurie participated in the pilot program for Baltimore, MD and became a scholar in the Goldman Sach's 10,000 Small Business Program with Babson Entrepreneurship Training at Johns Hopkins University. CivilityMS has received numerous awards during the past seven years of being established. We were selected as 1 of 100 Minority Businesses in the Maryland, DC, and Virginia area, however, the most recent award as a Compassionate Business Leader was due to her advocacy on behalf of Veterans business owners.

Laurie received her BS in Social Science and a Minor in Strategic Management and Entrepreneurship, along with a Business Project Management Certification from University of Maryland University College (UMUC) and has been accepted in UMUC Graduates Program and plans to return for a dual degree. Her advocacy work include 1) VetForce, which fights for policy for Veteran Business owners and 2) Women Impacting Public Policy (WIPP), which fights for policy for Women Owned Businesses.