

Iorillo Insights

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Inside this issue:

Tenerife, Canary Islands	1
Other Trips & Visits	1
Career Updates	2
Family & Holiday Wishes	2

Feliz Navidad, de los viajeros de mundo!

Translation? "Merry Christmas, from the world travelers!"

This year's "big trip" in June sent the Iorillo's to the Spanish island of Tenerife in the Canary Islands, approximately



60 miles off the coast of West Africa. Beginning with a ~24 hour flight schedule, their first week was spent on the North end of the island in Puerto de la Cruz, near the island's capitol of Santa Cruz, with the second week spent on the South end in Adeje before returning for the ~36 hour trek home.

The tropical, North end of the island was a bit more traditional and native, with lots to do, while the desert landscape of the South was much more tourist-oriented and populated with travelers from the UK, who have brought with them lots of English customs and culture. While both areas were nice, the North definitely had a more native

charm, with a mix between Spanish and African ethnicity.

The couple spent their time relaxing on the black sandy beaches, slipping-n-sliding at the water park, touring the local zoo, taking in a show, and enjoying the local food and shopping.

They even took a cable car ride to the top of the volcanic Mount Teide, took their first (and last) camel ride, and saw a couple of pretty amazing dolphin shows.

Overall, a great time with lots of sun, relaxation and way too much food (as is usual for any vacation with Johnny!)

Other Trips & Visits

The Iorillo's managed to slip in some smaller, but notable trips or visits throughout the year. Several of John's life-long friends visited in January, staying with the couple and attending the Fiesta Bowl to watch Ohio State upset Miami in double overtime—quite a game!

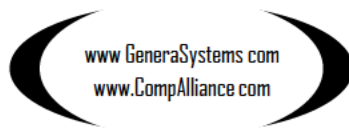
John made a quick trip to Cleveland for his godson's confirmation in May, where he was able to enjoy a brief visit with family and friends. He also spent his birthday in July in Las Vegas with two of his buddies gambling, eating, and seeing Fleetwood Mac in concert!

Heather's Father and wife enjoyed Arizona's fall weather, spending a fair amount of the visit hiking and doing household projects (which were much appreciated!). Heather's Mother and husband visited over Thanksgiving, enjoying the holiday weather and traditional



"Festival of Food, Fatigue and Football".

As always, you are welcome to come visit at any time. We have room and great weather, so plan your trips and pack your bags!



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Career Updates

John began 2003 with a fork in his career path as his previous employer, Human Dynamics Corporation, found itself in wind-down mode.

As a result, John and four guys whom he has worked with at various companies and throughout his career decided to go out on their own to create **The Genera Group**, which consists of two subsidiaries: **Genera Systems**, a developer and provider of technology services and applications, and **CompAlliance**, a service provider to California employers utilizing Health Care Organizations ("HCOs") to control their workers' compensation costs. The companies have had substantial success, including an exclusive agreement with Blue Cross Blue Shield in California. Having his own business is a lot of



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work and risk, and keeps Johnny and "the guys" pretty busy, but it's nice to control his own destiny.

Heather reached her three-year anniversary as CFO at IntelliCommunities September. However, just as that happened and a major project there wrapped-up, various circumstances lead to a decision to move on to "bigger and better things". With no time to even think about what those things might be, Heather got a consulting opportunity in October that has now extended and will likely continue through most of 2004's first quarter. It's been a lot of work as well, but keeps her out of trouble and occupied while Johnny is busy.

Family & Holiday Wishes

The Arizona extended "BIB Family" (Black, Iorillo, Beckermann) grew once again this year with the addition of Ellie Danielle Beckermann in March, making the total "kid count" five, which we're assured is the "final" count (?). We have to include all the dogs to get an even male to female ratio, but is there ever REALLY a time when the women aren't in charge anyway? Particularly given the number of "princesses" we now have (Johnny included)!

The cul-de-saq is generally bustling with activity between all the bikes, scooters, motor-



ized vehicles, and random toys scattered about and, of course, holidays are always more fun watching all the explosive energy that can be generated by excessive amounts of sugar!

Well, we hope this finds you each well and enjoying the holiday season. Wishing you and yours the very best into the new year!

Love, Johnny, Heather & Max

