

Note: C12 is about community, which is why we meet in our forums. However, there is a broader community of C12 members throughout North Texas. Look for a series of introductions that you can use to get to know others that share the bonds of C12. - Tom Hawes, Joe Galindo, Mike Gullatt, Tom O'Dwyer, Kevin Pate, Michelle Moore, Andrea Rodarte

Meet Mike Gullatt

Mike and Beth have been married for nearly 42 years, which is a tremendous praise! They live in Plano and have two grown children. Their oldest, Bryce, lives in Frisco and is in Operations for the City of Murphy. Alex, their daughter, and her husband Taylor live in Oklahoma City, where Alex is in hospital administration and Taylor is a Physical Therapist. They have two dachshunds - Pretzel and Butterfinger! They attend Prestonwood Baptist



Church. Mike has been a C12 Chair for three years. His C12 Forums truly cover North Texas as he has members from Wichita Falls to Pottsboro to Blue Ridge and points in between!

What was your professional background before C12?

My career has centered primarily in corporate marketing. I had a small marketing firm before spending the last ten years in energy conservation management. In those ten years, I traveled 90% of the time nationwide, so I got to see some amazing places and work with some incredible people! But honestly, I do not miss being at 35,000 feet each week! Before that, I spent several years in operations management.

How did you come to C12?

I learned about C12 initially through Tom Hawes and then Joe Galindo. That began a 16-week journey of prayer, fasting, and discussion to determine God's will and if He was calling me to start a C12 practice.



What kinds of things prepared you for being a C12?

The list is endless! It's truly amazing to look back on a 40-year career and see how God orchestrated different experiences that have led me to C12. In my career, I started a small business and managed corporate teams, so my perspective on business aligns with both the owner and Key Player. Perhaps most significant is how I have always enjoyed combining my faith in Christ and business. Now I get to work with business owners, presidents, CEOs to be strategic and intentional in moving God's Kingdom in the marketplace!

What do you most enjoy about being a C12 Chair?

That's a difficult question to answer; there are so many blessings. First and foremost, I know this is my calling and an opportunity to do God's work daily. Next, I get to meet and work with some fantastic Christian business leaders, challenging them to understand what it means to be a good steward of the business God has provided them. Finally, I love hearing a business leader's spiritual journey, and what inspired them to start the business they steward!

What are examples of members' spiritual growth I have witnessed?

No doubt it has been watching the C12 members truly understand that God owns the business, and they are blessed to steward it for Him. This means stretching their faith to trust in Him deeper on all decisions. That played out in 2020. Our prayer was that our businesses would not just survive but thrive during the pandemic. Some did, some were more challenged, but to watch them lean into each other, trust the Lord, dive deeper into their relationship with Him was inspiring and unforgettable!

How have you seen C12 affect the businesses of members?

The common theme of the members has been "strategic thinking." Most of my members are entrepreneurs, so they can get in the habit of making decisions on the fly, sometimes without planning and evaluation. Now, they understand the value of strategically planning around the Five Point Alignment and how critical it is to manage those strategic efforts throughout the year. This has improved their businesses through focused initiatives, better communication, better hiring practices, better employee development, etc.

What would you like your legacy to be in C12?

My personal mission statement is "to make decisions daily that have eternal impact." I hope that I inspired my C12 members to change lives for the glory of God through their businesses. After all, when we stand before our Lord, he won't be asking to see our most recent balance sheet! He will ask, "what did you do for my Son?"

