

# Michael E. Jalbert

**B**ASED IN IRVING, EFJ, INC. IS A LEADER IN SECURE digital wireless telecommunications. These aren't your run-of-the-mill walkie-talkies. EFJ's advanced wireless voice and data solutions are developed to support homeland security, defense, and public service industries to help prevent communications breakdowns similar to what first responders to the World Trade Center experienced on 9/11, and to protect the privacy of sensitive communications. This year, EFJ was named the sixth-fastest-growing small public company by *Fortune Small Business* and ranked no. 22 on *BusinessWeek's* Hot Growth Companies list. Despite a three-year increase in profits of 152 percent, the company Michael Jalbert has run since 1999 has even more room to grow as demand continues to climb.

**Age:** 61

**Title/Company:**  
Chairman, president &  
CEO/EFJ, Inc.

**Tenure:** 7 years

**What was your first job?**  
Park monitor at 14 for  
the Parks and  
Playground program in  
my hometown.

**What was your worst job?**  
I have never had a bad job.

**If you couldn't say "the  
people I work with," what  
would you say is the best  
part of your job?** Helping  
to protect lives.

**What's the worst part?**  
Trying to outpace  
technology.



**On weekends, where would  
people find you?** Playing  
golf, out to dinner, or with  
my grandchild.

**What books are currently on  
your nightstand?** *The Lexus  
and the Olive Tree*, *The  
World is Flat*, and *The Five  
Dysfunctions of a Team*.

**What's your favorite TV  
show?** *Jeopardy*.

**What three Web sites do you  
visit most frequently?**  
[www.jewelsintime.com](http://www.jewelsintime.com),

[www.feelgoodwatches.com](http://www.feelgoodwatches.com),  
[www.edmunds.com](http://www.edmunds.com).

**What's your most recent  
major purchase?** BMW M5.

**What's your biggest regret?**  
Not spending more time  
with my children when they  
were growing up.

**What do you consider to be  
your biggest weakness?**  
Never being satisfied.

**What's the best advice  
anyone ever told you?** Don't  
sweat the small stuff. **D**

## LIGHTNING ROUND

CEOs are known for making quick decisions. We made it easy by limiting their options to two. Here are Jalbert's picks:

<u>Poker</u>		Slots
Salted		<u>Honey-roasted</u>
<u>Ocean</u>		Lake
Cheese		<u>Pepperoni</u>
Good news first		<u>Bad news first</u>
<u>Godfather I</u>		<u>Godfather II</u>

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