



**John Corliss**

# John Corliss, 39

COO, Defender Direct

**J**ohn Corliss and Defender president (and 20-under-40 alum) Dave Lindsay worked together in the 1990s. They'd fallen out of touch, but when he was mulling a move, Corliss called Lindsay. "He talked me into coming out to Indianapolis," Corliss says. "I started here in January of 2006."

The largest ADT dealer in the country, Defender has grown to 1,500 employees in 11 years. "We recruit a lot of young people in installation and sales," he says. Defender has extensive training programs that encourage career growth through personal growth (see accompanying story, page 1).

It's an approach Corliss believes should be adopted by more companies who want to not only attract young people, but keep them as employees. "Many people have been here since day one," he observes.

Corliss doubts he'll ever "quit working" but when he does, he says he'd like to be remembered as a teacher. "I'd like people to say, 'I learned a lot from John. He was able to teach me some things that made me be better person, helped me provide for my family, and help other people.'"

—Martha Entwistle