

CHRIS WICHSER  
JAVERS GROUP

**CEO** FILE

## 'Work harder than anyone else.'



Chris Wichser with his wife Krissa, daughter Maggy, and son Liam on a carriage ride in Manhattan.

### PERSONAL INFORMATION

**Name:** Chris Wichser  
**Title:** Founder and president  
**Company:** Javers Group  
**Type of company:** Human resources outsourcing and group benefits company in Berwyn.  
**Number of employees:** 42.  
**Revenue in last fiscal year:** Confidential.  
**Recent project:** Greater Philadelphia Urban Affairs Coalition. Javers group implemented new payroll, human resources, and time and attendance systems for 650 employees.  
**Education:** Rutgers University, BA in political science (1991).  
**First job:** Sold candles door to door at age 8.  
**Little-known fact about you:** I played soccer and rugby in college.  
**Home:** Berwyn.

### BUSINESS PHILOSOPHY

**Essential business philosophy:** Prioritize.  
**Best way to keep a competitive edge:** Outwork 'em!  
**Yardstick of success:** Year-over-year growth exceeding 50 percent.

**Goal yet to be achieved:** Reaching \$50 million in revenue.

### JUDGMENT CALLS

**Best decision:** Taking on significant debt to buy out partners and investors.  
**Worst decision:** Getting into a business line that was outside of our core competencies.  
**Toughest decision:** Hiring is always the toughest.  
**Mentor:** I gain valuable insights from my forum group at Entrepreneurs' Organization.

### TRUE CONFESSIONS

**Word that best describes you:** Motivated.  
**Like best about your job:** That it's not a job — it's fun!  
**Like least about your job:** Being away from home.  
**The most important lesson you've learned:** Hard work makes up for a lot.  
**Life motto:** Work harder than anyone else wants to so you can play harder than anyone else can afford to.  
**Person most interested in meeting:** Richard

Branson because he is an entrepreneurial genius.

**Company you respect most:** ADP because they have mastered the sales process.

**First choice for a new career:** Bartender in the tropics.

**Greatest extravagance:** My wife.

### ET CETERA

**Award/honor most proud of:** No. 1 dad.  
**Most influential book:** Dr. Seuss' "Green Eggs and Ham" — it teaches perseverance.  
**Greatest fear:** My kids getting sick or injured.  
**Favorite movie:** "Animal House," directed by John Landis.  
**Favorite restaurant:** Flemings in Radnor.  
**Favorite vacation spot:** Anywhere warm in February.  
**Favorite room in the house and why:** Kitchen — it's the hub of activity in our house.  
**Favorite way to spend free time:** Playing with my kids.  
**Car you drive:** Ten-speed Schwinn. ■

### POWER CALENDAR



Must-attend events in the week ahead.

#### MONDAY JULY 18

**21st Anniversary Philadelphia Chapter of CFMA Barbara Mostellar Memorial Golf Classic and Dinner.** 10 a.m. to 8 p.m., White Manor Country Club, 831 Providence Road, Malvern. Presented by CFMA. Cost is \$80-\$250, \$900 for four-some. Call 215-393-3144.

#### TUESDAY, JULY 19

**Breakfast Before Business.** 8 to 9:30 a.m., The Evergreens, 309 Bridgeboro Road, Moorestown, N.J. Presented by Burlington County Chamber of Commerce. Free for members, \$10 for nonmembers. Visit [www.bccoc.com](http://www.bccoc.com).

#### WEDNESDAY, JULY 20

**Young Professionals Network.** 6 to 8 p.m., 777 S. Broad St., Philadelphia. Presented by Greater Philadelphia Chamber of Commerce. Free for members, \$20 for nonmembers. Visit [www.greaterphilachamber.com](http://www.greaterphilachamber.com).

#### FRIDAY, JULY 22

**Practical Knowledge Series: Everybody Needs an Angel!** 8:30 a.m. to 11 a.m., 401 Plymouth Meeting Road 1st Floor Conference Room, Plymouth Meeting. Presented by BioStrategy Partners. Cost is \$25 for members, \$50 for nonmembers. Visit [www.biostrategypartners.org](http://www.biostrategypartners.org).

See Networking on page 20 for more.

### MORE INSIDE



**ON THE MOVE**  
Larry McWilliams was promoted from chief operating officer to president and CEO of Keystone Foods. **P18**

**NETWORKING**  
Calendar of events. **P20**