

# A BUSINESS MAN

By Alisha Murphy



ink Dolphin. Hundreds. Puma. Flaucy. Vampire Life. Slow Bucks. Yes, they have it all. Looking for the latest fashion in men's and women's urban wear? That custom leather studded vest you saw online for \$500 is closer than you thought. Heat In The Streets (HITS) has the hottest gear in the area. Located conveniently at 129 Haystreet in Downtown Fayetteville, HITS is on the rise and it's owner-operator Terrance "T-Mac" McNair is just getting started.

McNair has a story unique outlook on life. A familiar face on campus for some, he was here a while back but was forced to leave after some poor decision making.

"I'm from Fayetteville. Went to 71st high school. Played ball and got kicked off the team because my grades weren't up to par", said McNair. How did he over come this short coming? "I got a job", he said smugly.

Smithfield Chicken and BBQ wasn't exactly purchasing Marc Jacobs loafers (he had a pair on during this interview by the way) and soon he began helping a relative sell clothes. Set up in the flea market on Raeford road, the entrepreneurial spirit began to make it's presence.

"I was working at Boston Market and hustling clothes but I was already out the door in my mind. Then my employer called me to the office and fired me. It was like I spoke it into existence. I didn't belong there anyway," McNair said.

With a new 'go hard' attitude, McNair worked at Booth #174 until clientele outgrew the rented space. Only open three days a week for three years, he and his business partner kept their shop at the flea mall until he made a home at The Sky Box on Cliffdale road. Shortly after making the big move his business partner pulled out.

"That's just how it is", said McNair.

A few break-ins and bad investments later McNair was on the look out for a new spot. With a help of his brother Jamal Reynolds, McNair was able to make it past the low points. Soon he ran into his future business partners and owners of Deadmen Ink (DMI).

McNair accredits his father for preparing him for such a large move. "He kept telling me I didn't have enough saved up to start a business. I had 3,000. No. 5,000 still no. Once I hit 10,000 saved I was like I'm ready! He was like still like no, not yet", says McNair. After finding out most people didn't have \$200 saved when they want to become business owner's McNair realized his father was only preparing him for the worse.

"So many people invest money into things and loose it with no recovery room. I just want you to be able to live the lifestyle of

the type of business you want to run".

McNair encourages those interested in excelling to "Chase your dream. At the same time, go the route you want to go. Be your own person. At the end of the day take responsibility for your decisions," he added.

Besides a booming business McNair is currently pursuing a Criminal Justice degree at Fayetteville State University--a back up plan that he understands is essential.

"[Plan B] I want to be a U.S. Marshal or a Probation officer. Business is good, but not economy proof."

What else is in the future for "T-Mac" and H.I.T.S/D.M.I.?

"Franchise. New location coming soon in Pittsburgh, VA and Atlanta, GA is in the works. People used to say I sold fake clothes but I have official contracts from legit venders. Oh yea, we will be selling Marc Jacobs real soon too, stay tuned".

So when you seen a guy in all white and Gucci Loafers, don't be alarmed---it's just a business man.

Follow them on Twitter @HITS\_deadmenink and Instagram at HITSmac.



Terrance "T-Mac" McNair poses in his downtown boutique and Tattoo parlor, Heat In The Street (H.I.T.S.) / Dead Men Ink (D.M.I). Photo courtesy of McNair.