

chamber profile: translating membership into success



- Guillermo Toruno, Project Manager, Brigitta Toruno, Owner & CEO UNO Translations and Communications, LLC unotranslations.com

“If it weren’t for the Chamber, I would just be cold calling businesses, trying to get my foot in the door.”

Based in Washington, DC, UNO Translations and Communications provides translations and interpretations in over 150 different languages. Their clients include large governmental offices, financial institutions and health care providers, among others.

UNO is represented in the Piedmont Triad by Guillermo Toruno, the son of the company’s founder. Guillermo came to the area because his wife got a job here, and his job at UNO lets him work from any location. But he quickly saw the potential to grow the business in Winston-Salem as well. “The growth in diversity and those who need what we do is growing rapidly,” he says.

To do that, Guillermo turned to the Chamber. It was a natural choice. “Being new to the area and having no network at all, I knew the Chamber was the first place to go to make new connections.”

Guillermo joined in 2015. He is now actively involved in one of the Chamber referral groups. “I’ve been lucky in getting so many kind referrals and leads and introductions. It’s been really good for my business, and I can’t emphasize enough that if it wasn’t for the Chamber I would just be cold calling businesses, trying to get my foot in the door. The Chamber has helped me meet good people for business, for getting to know the area, and for just making friends in general.”

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chamber profile: building better futures



- Tammy Watson Owner, TAMCO Construction Site Management Real Estate Broker, Wilkinson Real Estate ERA tammywatson.wilkinsonera.com

“Through the Chamber, I’ve connected with industry experts, who I’ve collaborated with and learned from to generate ideas that molded my real estate and construction company.”

Twenty years ago Tammy Watson had a bad experience with a real estate agent. Thinking she could do better, she decided to become a real estate agent herself. She went to school, got her license, started working part-time and “went from part-time to full-time, full-time to owning my own company, selling my company and now being a real estate agent who’s opened a construction company.”

Her construction company is TAMCO Construction Site Management. It’s unique because she primarily hires former offenders. And they don’t just work, Tammy says. They also attend leadership development classes to “teach them about behavioral patterns and understand how their past behavior and choices got them into trouble in the first place. I believe everyone is capable of change; some people just need a little guidance and support to change their lives from the inside out. We want to focus on these individuals to improve their lives and prevent their children from following in their parent’s footsteps. That is where my passion is.

That passion is why Tammy is excited about the Chamber’s Think Outside The Box program, which encourages employers to consider hiring former offenders. It’s one of many things she likes about the Chamber. A long time member, she’s been an Ambassador and served on the Board of Directors. She says being a member has “brought me a lot of exposure and helped me build great relationships within the community.” But the benefit goes beyond just making connections. “Through the Chamber, I’ve connected with industry experts, who I’ve collaborated with and learned from to generate ideas that molded my real estate and construction company.”

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