**Drew Cameron**

In over four decades in the industry, Drew has worked in all facets of running a residential contracting business. He now helps contractors create healthier businesses, better outcomes, and happier and more fulfilling lives. Drew is a renowned author, educator, coach, consultant, inspirational/educational/“irritational”/transformational speaker, software developer, industry philanthropist, a Board member, a Foundation Board Trustee, and a Contractor University Founder and Faculty member, Resident Expert of Contractor Connect for Electric & Gas Industries Association; an International Consultant Award Winner; and president of the Cameron Family Memorial Foundation. Contact Drew @ 1-888-621-7888 ext. 700 dcameron@egia.org.

**Insight as to how and why Flow Odyssey came to be:**

“A Heart Attack Taught Me There Had To Be A Better Way.” ~ Drew Cameron

I grew up watching my father almost work himself to death.

As the child of a father who operated an HVAC business, I got a front-row seat to the struggles, headaches, and heartaches that come with running one’s own operation. Growing up in the business with my siblings, we saw the challenges my father endured; The long hours, the missed family dinners, the relationships lost, all in support of wanting to best help his customers while also building a life for the family he loved.

From a young age, I developed a complete understanding of working in every facet of and running a residential services business — I developed a passion for sales, management, marketing, and the core competencies of operations, administration, leadership, financial management, and pricing. But what I fell in love with wasn’t the running of an HVAC contracting business — it was the process of helping companies and co-workers improve their lives and maximize personal and professional performance. And so after years in the family business, working for the utility company that acquired our company and later a national HVAC consolidator, I started my own successful consulting and sales training and coaching firm.

Even while working to help others improve their lives, I was following in my father’s footsteps — working long hours, neglecting my health, sacrificing personal relationships, all with a focus on sprinting to the next opportunity. That was until my heart stopped and I was shocked back to life 5 times after almost dropping dead of a heart attack and sudden cardiac arrest on the first day of a family vacation in 2019.

As I was in recovery, reflecting on my situation, my father’s heart attack at age 59 in 1994, the loss of my younger brother at 38 in 2006 and older brother at 55 in 2018, it dawned on me that my own experience was emblematic of the contractors I worked with. They, too, were endlessly working themselves to the bone, sprinting from opportunity to opportunity without stopping to truly reflect on whom they wanted to be and what matters most to them, and doing the same for the co-workers.

It was then that I began to see that the work we do shouldn’t be a sprint at all. It should be a marathon. A journey. If you will, an odyssey where business owners and co-workers should focus on learning how to stay in the flow of life and discover how to be profitable while also developing healthier lives and better businesses that lead to happier outcomes. Build a business that is omni-beneficial.

It’s why we renamed our business Flow Odyssey and why we do the work that we do the way we do it.