



LIZA CIRLOT LOOSER CEO, THE CIRLOT AGENCY

Liza is the founder and CEO of The Cirlot Agency, a global brand strategy, integrated communications and business development firm with offices in Jackson, MS, and Washington, DC. Over the past 32 years, the firm has grown to represent publicly traded companies and privately held corporations on a national and international basis. It has also become known as one of the top three defense agencies in the nation, having worked in the aerospace and defense industry for over 30 years.

A graduate of Mississippi University for Women and Harvard Business School, Liza has expanded her studies to include several international business studies and special projects. In 2010, Liza was named president of the Mississippi World Trade Center and was awarded the organization's highest honor, the Tozzoli International Business Leadership Award.

As a testament to her international business acumen, Liza's experience includes representation of clients in China, Europe, South America and the Middle East. A career highlight in 1998, Liza was asked by NATO to help devise a communications plan regarding the Bosnian land mine crisis, and worked with Her Majesty's Engineer in England to facilitate the plan.

Liza began her career as an advertising account executive at *The Clarion-Ledger*, the largest daily newspaper in the state of Mississippi. From there, Liza worked for what was then the state's largest advertising agency and spent time in the political arena during the Reagan/Bush era working as Communications Director of the state's Republican Party.

In 1984, Liza established The Cirlot Agency with a mere \$78 tax return check. She received her first words of encouragement when she opened the Agency's first bank account and the bank officer said, "Go get 'em, Tiger!" (Which she's been doing ever since.) Four years later, Liza met and married Rick Looser, a corporate communications specialist, who joined the firm as President/COO.

In early 2016, Liza was named among Mississippi's Top CEO's by *Mississippi Business Journal*, and received the Silver Medal Award from the American Advertising Federation of Jackson, which recognizes men and women who have made outstanding contributions to advertising. Among the Agency's many awards and accolades is the Corporate World Class Supplier Award presented annually by Northrop Grumman Corporation. The Cirlot Agency was one of ten suppliers in the United States who has consistently demonstrated outstanding achievements and support of Northrop Grumman programs.

Additional notoriety includes the prestigious Blue Chip Enterprise Initiative Award, a national competition that recognizes companies that have overcome adversity to enjoy great success. The Cirlot Agency has also been named a Business & Industry Super Achiever, as well as, "Business of the Year" for 2011 by the Greater Jackson Chamber Partnership.

Over the past 32 years, The Cirlot Agency has won over a thousand professional industry awards by such associations as the American Advertising Federation, the Public Relations Society of America, Public Relations Association of Mississippi, the International Association of Business Communicators, the national Telly Awards, and the Association of Marketing and Communication Professionals international Hermes Creative Awards.

By working in the defense industry with several domestic and international defense corporations over 30 years, the Agency has become known as one of the top three defense agencies in the nation. This work includes leading a team of defense industry giants to what became one of the largest defense contracts ever awarded, a testament to the Agency's expertise in global brand strategy, business development and public affairs.

In 2008, The University of Mississippi hired The Cirlot Agency to provide strategic planning, brand development and public relations expertise for the first Presidential Debate of 2008. The Cirlot team was instrumental in supporting over 3,000 national and international journalists present in Oxford for the event, which earned the university the advertising equivalency of \$35 million in positive publicity. Liza served as chief communications strategist.

As a gift to the state of Mississippi, the Agency created a Public Service Campaign entitled, "*Mississippi, Believe It!*"™ The campaign began as an educational tool directed to Mississippi's youth with posters depicting positive aspects about Mississippi and the success of its citizens. The campaign was delivered to every public and private school, as well as every college and university in the state.

The Agency donated over \$500,000 in time and resources to give back to the state in which it was established.

The Campaign has garnered national media exposure, having been featured in such publications as *The New York Times*, *USA Today*, *U.S. News & World Report*, *The Christian Science Monitor*, *The Washington Post*, *The Washington Times* and *The International Herald Tribune*, and on NBC's *Today Show*, National Public Radio, Fox News Radio and numerous talk radio shows across the country. It is estimated that the Campaign has amassed the equivalent of over \$40 million in media exposure and, as it has gone viral, an estimated 120 million people have been exposed to the Campaign.

An active economic development advocate, Liza was named Volunteer of the Year by the Mississippi Economic Development Council (MEDC) in recognition of her significant contributions to economic development and industrial growth within the metro Jackson area. In 1998, Liza set a precedent by serving as the first woman chairman of the board of the MetroJackson Chamber of Commerce – a first in its 116-year history. Repeating this tradition, Liza is also the first woman to be named president of the Mississippi World Trade Center.

Liza is married to Rick Looser and has two children.