

Hello, *I'm Kristian-Lamar Robinson!*

"...we take pride in assisting employees to help create a safe, diverse, and prosperous workplace. ." - Founder & CEO, *KI Heavy Construction, LLC*



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How early did you see examples of success?

As early as the first few months of opening.





What would you change about your business journey if you could go back?

Honestly I wouldn't change anything if I can go back.

My business journey has been a learning experience, a growing experience, and that can be looked upon as inspiration to those from the same community.





At what point did you look at your business and consider it a success?

When I could completely step away from my regular 9–5 and depend on the path I created for myself.





What is the position of your business now versus before working with Riverside Center for Innovation?

RCI provided me with the opportunity and information to really scale KI. Providing education, technical support, and experience in the industry.





What is one short-term goal (12 months or less) you have for your business? Why is this goal important to you?

Try to make this something measurable. i.e., Tap into x market, sell x amount of product, service x number of clients, purchase x tools to help increase y capacity.

This makes it easier for folks to support you.

One short term goal would be to make connections with the bigger GC in the area. Create a relationship that could lead to more mentoring opportunities for KI as well other sub contractors





How does your business look different now vs. when you first started?

KI has a better understanding of what it takes to run a business.

Also how important it is to build relationships with other companies.





How do you set your business apart from others in your industry?

It's key that we're focused on being more attentive to our client's needs.

We also take pride in assisting employees to help create a safe, diverse, and prosperous workplace.





What model or fellow entrepreneur do you follow and/or admire, and why?

An Entrepreneur I admire would be Eric Thomas (ET the hip hop preacher).

I admire him because even when all the odds and his situation was against him.

He still believed in his dreams and didn't let his situation dictate the outcome of his success.





What makes a good leader?

A lot of thing can make a good leader.

The most important characteristic of a good leader is to be someone who listens to their audience.





What routines do you follow each day?

Praying

Working out

Spending time with family

Self-Improvement

...in that order





How can we find you and support your business? (Include website and social media links)

- www.kiheavyconstruction.com.
- IG and Facebook: KI Heavy Construction.
- LinkedIn: Kristian-Lamar Robinson

