**One-On-One with Stacy Sacco**

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The Basics: Born Stacy Alan Sacco on Oct. 8, 1955, in Kenosha, Wis., but grew up in Albuquerque since age 10; bachelor's degree in marketing from the University of Arizona and master's degree in business administration from Pepperdine University in Malibu, Calif.; married to Dorothy Stermer since Sept. 10, 2005; no children; pets Marmy, an orange tabby, and Lindy, a tuxedo cat.

Position: Consultant/trainer at WESST's Rio Rancho regional office; adjunct professor of professional selling at the Anderson School of Management's Entrepreneurial Studies Program and occasionally teaches a marketing management class in the MBA program; adjunct professor in Webster University's MBA program and at Central New Mexico Community College; past-president of the New Mexico chapter of the American Management Association; co-founder and annual co-host of the New Mexico MARCOM Mixer (marketing/communications), which attracts several hundred attendees.

What You Didn't Know: "I won a disco dance contest in Kansas City one time."

If each person in the Albuquerque business community were to retrace, person by person, how they met individuals in their list of contacts, it's a good bet many of those lines of connections started at one man — Stacy Sacco.

The guy known for the opening line, "What's your name? Where are you from?" The guy who always has someone he wants to introduce you to. The guy who in his free time sends more than 2,200 people a regular e-mail list of area marketing and advertising job openings — Sacco has been called Albuquerque's networking king. It's a title he'd just as soon dethrone. "I don't want to be the networking king," Sacco says from WESST's central office on Broadway in Downtown Albuquerque. "If I can help somebody find a job without (my having) a title I don't care. I just want to help make that connection. It's about making it better, giving it back better than I got it. It has nothing to do with me though. I don't want that credit."

Sacco would likely not be in a position to receive it either, if he had only been born a little earlier or a little later. "I wanted to be an astrophysicist and be an astronaut, so I studied all that for years. I know pretty much every constellation and all 152 three-magnitude stars and brighter. I can still name them. "At the time, they had just stopped the Apollo program, and then they started the shuttle. But the shuttle was still a discussion. It was way out. So here you are going to college and there is no major anything going on. Hubble was not around. So it was like, that's not a career path. In a different time, I probably would have pursued that or been a math teacher maybe."

Instead, Sacco's stars aligned to put him on the road straight out of high school. Up With People, a global education organization that seeks to unite the world through service and music, interviewed him and others at Eldorado High School during a New Mexico stop in 1972. He would travel one year as a student cast member with more than 150 students representing 35 countries. Another year he toured as a business manager, and in total, he stayed with 136 host families and visiting seven countries.

"We performed in major halls, from an audience of 10,000-plus at a brewery in Belgium, to hospitals, to prisons, to all of the inner-city high schools in L.A., Chicago, Atlanta, Houston.... We sang the National Anthem on ABC-TV at the Indianapolis 500 in 1978.

"In every city, I participated in numerous community service projects, from painting a blind children's housing project in Barcelona, Spain, to cleaning out homes after a flood in Mankato, Minnesota."

After Up With People and college, "everything was an interest in marketing, advertising and all that because it's a creative thing and it's about people," he said, adding that service to others also became paramount. He does a little of both in his current position at WESST. Sacco helps entrepreneurs develop business and marketing plans and get loans, and conducts business consulting and training. He is also a dedicated professor at area universities.

Q: What was your first role with Up With People?
A: I actually played cello the first month with Up With People. But then we realized they didn't really want an orchestra, so then they said, well you dance, so you're gonna dance. ... I was considered a rafter rat. There were about five of us that had done a lot of mountain climbing, so I would go climb up in the rafters and hang ropes 100 feet in the air.
Q: Where did your networking skills come about?
 A: I've thought about that 'cause I get that question a lot. I think it was really Up With People. I was a kid who was an audience member performer, so at the break when they'd send people out in the audience, I'd go out there and dance in the aisle. There were about 50 of us. We weren't on microphone, so we would run out in the audience and talk to people. So, when I first did that — oh my God, oh no, I was freakin' out. I was not comfortable at first 'cause what do you talk to them about? Then actually one of my favorite things to do was find someone in the audience who looked like they weren't having a good time, and I'd go talk to them. What would I normally ask? 'Where are you from?' That's what I still do.
Q: You and your wife are known dancers in the community and are part of the International Folk Dance group. Tell us about that.
A: My favorite dancing really is more the whole Latin series, which is salsa, bachata and all that. Recently we were learning Israeli line dancing. We're learning Hungarian gypsy. We'll do contras, which are English dances. They'll also mix in salsa, bachata and other dances. But it's every Saturday from 7 to 10 p.m. that we go, and there's about 100 people show up, and it's a real community. And every August, we go to August dance camp. That's a weekend of dancing in Socorro.
Q: What about something you do that's just yours?
A: I do a lot of public speaking. And I teach. The teaching becomes something I'm giving back to the community. So I love doing that. In a way you could have me teach and not pay me on some level because those are my kids. I've taught 47 classes over the last 11 years, 12 years, and I've had 1,600 students. No matter where we go, to any restaurant, somewhere, I meet one of my kids. That's what I call them. And I'm just so blessed to be a part of their lives. I have an old saying that I say in my classes right up front: 'You've got to give back better than you got it.'
Q: You are such a positive person. Do you have any regrets or do you ever get down about anything?
A: No, not really. ... I know that I'm 54. If I live till I'm 75, I have 1,062 more weeks as of (the last week of April). I keep track of that. I have 20 more Super Bowl parties to go to. That's it — 1,062 weeks. I have 1,062 more Mondays. Am I going to not enjoy those Mondays? No! Mondays are fabulous! ... You start spinning the numbers of what each of these moments are, you start really putting it into those perspectives — 50 more years times 52 weeks, you've got about 2,500 more Saturdays. Enjoy them. Do something with them. Make them exciting. Don't live a regretful life. At the end of all this, at my 1,062nd week, I don't want to be sitting here, looking back, saying, 'I got all this stuff for me.' Who cares? You're not taking anything with you. So that's why I give back.