

Meet Terry Vettas, EHE Services

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By Jim Ries and Terry Vettas

Jim Ries of Offit Kurman interviews Terry Vettas, president and owner of EHE Services (Elite Home Entertainment Services). Terry explains that EHE's focus is understanding customers' problems, painting a picture, and creating solutions and relationships rather than simply selling products. EHE handles low-voltage work for residential and commercial clients. They have recently completed restaurant projects in the Havre De Grace area featuring video matrix systems, audio distribution, cameras, and networking. He's proud of the company's growth from working out of a Civic hatchback to running 12 vehicles with multiple employees. Terry is most excited about continued commercial expansion. He also shares a personal surprise: he enjoys cooking at home.