Consummate sales professional was soul of Business Times

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Staff

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There's a term in the newspaper business that signifies the end of a story. It's simply the number 30. Writers have been using it for years.

Today, the number 30 signifies the end of an era at our newspaper, the *Business Times*.

This week, the publication's senior salesperson, Ingrid Doherty, died after a long illness.

She was 59.

Her death coincides with this year's 30th anniversary of our paper – a publication she helped to become a success over the years.

In 1998, Metroland Media Group approached North Island Publications about buying its newspaper, the *Business Times*.

Ron Lenyk, the former publisher of *The Mississauga News*, liked the look of the paper, but more than anything else, the talent and determination of its legendary sales rep, Ingrid Doherty.

Ingrid Doherty

Metroland wanted Doherty and she quickly joined the elite salespeople in our chain.

At the same time, I signed on as the managing editor of the *Business Times* and thus began my long relationship with Ingrid.

She was the consummate professional.

To her, like all great salespeople, no didn't really mean no. She was subtle, but persistent when it came to the art of the sale.

A loving mother and wife away from the office, Doherty loved to network and was a fixture at many social functions. She particularly enjoyed attending Mayor Hazel McCallion's annual gala.

She also enjoyed her annual holidays in the Cayman Islands with her husband, Ian.

The 30th anniversary celebrations at the *Business Times* have been muted by her passing. We have lost the soul of our paper.

Friends and business associates of Ingrid can paid their respects yesterday. The funeral is today at 11 a.m. at Our Lady of Sorrow Church, located at 3055 Bloor St. W. in Toronto. Burial will be at Park Lawn cemetery.

Doherty is survived by her husband Ian, son Christopher and daughter Briane. Donations may be made to the Hospital for Sick Children.

– with files from John Stewart