

Sleep clinic owner says every challenge in business represents an opportunity

BY JENNIFER GOUCHIE-TERRIS

Angela Cummings is giving sleep deprived New Brunswickers the tools they need to get a better night's rest.

The registered respiratory therapist owns and operates two sleep clinics in the province, Sussex Sleep Clinic which she opened in 2013, and KV Sleep Clinic in Rothesay, which she started in 2017.

Treating respiratory illnesses is very rewarding for Cummings, especially diagnosing and treating Obstructive Sleep Apnea (OSA).

"I have seen the improvement that OSA sufferers have with CPAP therapy, both professionally and personally, since I have been on CPAP for years as well," she reveals. "It is possible to change someone's life by improving the quality of their sleep."

Both clinics provide free at-home sleep testing to assess for Obstructive Sleep Apnea and other breathing disorders of sleep.

"Clients come to us for many reasons, but it all boils down to them wanting to

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Business owner**

sleep great, feel amazing during the day, and have the best health that they can," said Cummings.

The Sussex location typically serves clients from Cambridge Narrows, Petfordiac, Salisbury, Sussex, Norton, and Hampton while the KV clinic serves those in Rothesay, Quispamsis, the Kingston area and Saint John.

The clinics are staffed by five full-time and one part-time employees including



Angela Cummings, right, a registered respiratory therapist, operates sleep clinics in Sussex and Rothesay. She's shown here with fellow RRT Monica Mason.

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two registered respiratory therapists, a respiratory therapy student, and medical office administrators. There are endless challenges as a small business owner, but Cummings considers each and every one an opportunity for learning and growth; both professionally and personally.

"My biggest challenge as a business owner was asking for help and accepting input and advice from others," she said. "I thought I had to do it all and figure it all out for myself. This is absolutely not true. Once I realized that other professionals and mentors were willing to help me and had so much more experience, I was able to set my ego aside and soak up their input."

Going into business for herself is the scariest thing she's ever done. But it has also been a very fulfilling experience; making all the risk and hard work worth it. She's thrilled to have been selected by the University of New Brunswick's Wallace McCain Institute for its Entrepreneurial Leaders Program. After

witnessing the personal and professional growth of friends involved with the program, she knew it was something she wanted to be a part of someday.

"I'm super focused on ELP this year, squeezing everything I can out of the experience," said Cummings who was voted Sussex Business Woman of the Year in 2015 and received the Best Sleep Clinic in Sussex Award in 2015, 2016 and 2017.

Born and raised in Sussex, she remains very active in her community. She served as both president and vice-president of the Sussex and District Chamber of Commerce, an organization she joined to meet other business owners.

"The more involved I became, the more I wanted to help Sussex grow and become a destination for visitors and others looking to start businesses."

She currently serves on the board of the Rotary Club of Sussex and is chair of the Rotary District 7810 Literacy Committee.

Small Business Week



Angela Cummings, a registered respiratory therapist and owner of two sleep clinics, assesses client Fraser Green of Sussex Corner.

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