



**Edge over competitors:** Malone is intimately involved in the architectural design of a home, right down to the finishing touches.

**Highlight of her career:** "When our company was named one of America's Best Builders by the National Association of Home Builders and Builder magazine in 2001. "We were the first custom home design/build firm to win."

**"Even though I had been helping out for years before, I felt I needed to learn much more." – Deborah Malone**

## Deborah Malone

President, JP Malone Construction  
Custom home building company  
5 employees | Scottsdale

It was summertime when Deborah Malone was in the contractors' line at The Home Depot to purchase items for her custom home design/build firm. The man in front of her, noticing her suit and heels, assumed she was in the wrong place. "I told him I'm a contractor," she says. "He began to argue with me, and I said, 'Do you have to smell bad to stand in this line?'"

That feistiness, coupled with humility, has served her well since she joined her husband Kevin's firm in 1990 as office coordinator. Determined to learn every aspect of the business from the ground up, she didn't care about titles. "Even though I had been helping out for years before, I felt I needed to learn much more."

She "learned by listening" and by paying close attention to details of the business, which has built 208 custom homes in the Northeast Valley. Malone, 42, was named president in 1996. "Together, the client, Kevin and I design the home," she says. "The result is a wonderful living environment that's not a preconceived plan."