



**"I FEEL INCREDIBLY LUCKY TO HAVE BUILT A SUCCESS BUSINESS AROUND SOMETHING I LOVE SO MUCH."**

# THE NATURAL

A lifelong dog lover with a knack for working with "man's best friend," **Stephen Haynes trains his clients' pets for any kind of situation at Fidelio Dog Works.**

By: [LAUREN P. HALPERN]

**Fidelio Dog Works founder** and owner Stephen Haynes loves the summer months. Warm weather, green grass and blue skies remind him of growing up on a farm outside of Mayfield, Ky.

There, he trained and raised several dog breeds, including cattle dogs, huskies and a pack of Miniature Schnauzers that his grandfather used as barn

dogs. He never realized his connection with the dogs was unconventional. For Haynes, dog training was something that came easily. "I've been a dog lover since childhood and trained dogs for fun as a kid," he notes.

However, the path to owning and operating a dog training business was not a straight shot. Life took its normal path after college, and Haynes started

his own software sales company. After selling the business, an opportunity to manage a high-tech sales team brought him to Austin.

He eventually transitioned his career into a consulting role with clients, including Microsoft, Federal Express and Cisco. Feeling like "there must be more to life," he took some time off to determine his next business move.

Haynes filled his downtime by training a neighbor's puppy. The joy and tranquility that came from the experience made everything click. Fidelio Dog Works was born. "The natural talent that I had as a kid was still there. I still loved working with animals, and dogs still responded to me," Haynes says as he remembers his career shift in the year 2000.

While based in Austin, Fidelio Dog Works helps clients all over the United States. Haynes achieves incredible results for his clients by being able to train all kinds of dogs for any kind of situation. No client request is too outrageous.

Word-of-mouth referrals have delivered a roster of executive-level clients who have fabulous, jet-setting lifestyles. "Their dogs need to be able to do things that normal dogs don't do," he says.

Standard requests include doggy potty training to withstand the eight-hour flight over to Europe aboard a private jet. Some pooches need to be trained to sit through Fashion Week and runway shows.

Others need house training for city living in high-rise residential condominiums. Elevator manners are also extremely important for city-dwelling clients. No one wants their dog barking at the children of high-profile neighbors. With downtown Austin's recent high-rise building boom, Haynes is seeing more of those unique training requests at home, as well.

Another of his unconventional services is navigating the legal requirements for getting dogs through Customs in hard-to-enter locations including Hawaii, England and Japan.

He also has trained dogs to stay out of the way of presidential guard dogs. Other dogs have needed to "make nice" with lap dogs.

Moreover, Haynes is a genuinely nice guy to work with. Clients sing his praises and the results he achieves. In one client's words: "Daisy is the perfect barn dog that I wanted all along! She hops out of the car when I get to the barn, plays where I can see her while I tack up my horse and waits patiently outside the arena while I ride. She and Riley (my horse) get along and play with each other. She is really smart around the animals. Thank you!"

As Haynes is a software guy through-and-through, the business runs smoothly and efficiently thanks to back-end software that manages Fidelio's database and appointments. Haynes' corporate experience lets him bring a level of sophistication to an industry that was not used to it. His clients notice and appreciate that difference.

In his spare time, Haynes is active in charitable endeavors involving animals. He trains companion dogs to help recovering patients in rehab facilities. In addition, he works with dogs in rescue groups to correct their behavior and thereby increases the likelihood that those pets will find forever homes.

In the end, all dog owners want the same thing: a loving, well-behaved pup that is a true member of the family. Haynes' mission is to help dog owners nurture that loving relationship and help every dog be its best.

"I feel incredibly lucky to have built a successful business around something that I love so much," he says. "I go to work each day happy and content." In the end, isn't that what we all desire from our careers?

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 For more information about Fidelio Dog Works' customized in-home dog training and many other services, contact them at 512-231-8095 or visit [www.fidelidogs.com](http://www.fidelidogs.com).