



An entrepreneur since the age of 13, Michael is an accomplished professional with a track record of restoring profitability to under-producing businesses and increasing revenues for successful operations.

Michael has had an outstanding career as a motivated leader and organizational problem solver. He has a strong strategic focus, and an excellent ability to build high-performance teams with a talent for producing dramatic revenue and market share growth.

## Areas of Expertise:

**Trusted Business Advisor**

**Entrepreneurial Coach**

**Performance Improvement**

## Significant Accomplishments:

## Professional Experience:

### Earns the trust and respect of his clients:

- Builds strong relationships through delivering on commitments
- Works with his clients to anticipate and plan opportunities for success
- Establishes an open and candid communication environment

### Provides ongoing executive level coaching for his clients

- Leverages his knowledge of all facets of the business to include sales, business growth, finances, strategic partnerships and employees
- Facilitates the communication and cooperation between all parties involved resulting in a balanced outcome

### Provides processes, tools and analysis to drive results

- Implements processes to improve both top and bottom line results
- Conducts analysis of financials to enhance decision making
- Prepare and manages budgets and forecast to actual results
- Created \$72 million automotive chain from a financially troubled small dealership with about \$3 million in sales
- Participated with multiple legal teams to reach compromise in litigation, successfully ending 4 years in litigation in 4 months
- Created multi-state foodservice management company from fragmented assets of Service America Corporation

### Organization

### Title

- |  |                                    |
|--|------------------------------------|
| • Experience on Demand                   | Senior Partner                     |
| • Franchised Automobile Dealership Chain | President                          |
| • Automobile Holdings Company            | Executive Member                   |
| • Food Service Management Company        | Owner / President / Vice President |