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About
us...



Linnea J. Blair

Linnea Blair, owner and founder of *Advisors On Target*, provides business coaching and consulting services to business owners who want to grow a profitable and professional business and are ready to take action to become more effective leaders. Linnea's specialties include Business Strategy, Relationship Marketing, Leadership and Financial Management. Having discussed Linnea's efforts with several of her clients, I can testify that in each case, Linnea is given credit with helping create significant turnarounds and typically double digit growth rates (Alan, Agiledge, 2014)



Alan Hoffmanner

For over 25 years, since spending a year with W Edwards Deming in grad school, Alan has been involved with managing and improving processes in operations, marketing and sales. Doing this well is the foundation for a high performing organization, whether small or large. On the other hand, this is also a highly paradoxical arena laden with both myopic, and often inept people blindly following methodologies and often creating more harm than good. Consciously developing processes whether for making something, planning a strategy, hiring, developing a products... requires a team effort, broad knowledge base, tech-savviness and a number of other attributes. In 1996, Alan founded Agiledge, a business services and advisory firm focused on helping businesses optimize their people and processes. After working at *American Express*, *General Dynamics* and *United Technologies*, leading major turnarounds and process improvements, Alan and Agiledge have helped over 120 business owners and executives improve the performance of their people and processes. Alan starts engagements by developing a situation analysis and often by graphically mapping the processes in question. His 25 years of experience in turnarounds, in leadership development and in leading process and quality improvement programs have led to this approach. For more info, www.linkedin.com/in/alanhoffmanner



Alex Szabo

Alex is a business executive with extensive experience and insight across diverse business segments: consumer goods, energy, manufacturing, biotechnology and communications. After Fortune 500 experiences at IBM, Colgate-Palmolive, and Ecolab, he held senior positions, including President & CEO, at several companies: Benckiser USA, Inc.; Screenvision Cinema Network; Whittle Communications (Time/Warner); Petroleum Heat & Power Company; PerLucid Corporation (biotech); and currently at Topsail Group, LLC. Alex uses his strategic, marketing, and operating skills to help increase revenues, strengthen operations, improve employee productivity, and grow profits. He is a results-driven leader with a Fortune 500 disciplined management philosophy who builds high performance teams with strategic vision, entrepreneurial drive, and creativity. Alex received his B.A. from Brown University and his M.B.A. from Columbia University.



Dr. Jon Warner

Jon is known globally for his expertise in Business Optimization, Leadership and Organizational strategy and team motivation and empowerment. As a management consultant Jon has conducted or led consulting teams projects ranging from business optimization audits, organizational reviews, leadership and change strategy development exercises, major change programs, setting up new learning systems, culture reviews...

As an executive coach Jon has mainly worked with a range individuals in the "C-suite" and functional heads across industries. He has published several books on best practice management topics including leadership, process improvement, sales and marketing excellence, benchmarking, and performance measurement. His latest book on "Business Optimization" has just been published (August 2014). Jon has a double degree in philosophy and politics, an MBA (with a finance specialism), and a Ph.D. in organizational Psychology.



Peter White

Peter is a Strategic Business Consultant with cutting edge operating, accounting and financial strategy knowhow. Over 30 years as a CPA/CEO/CFO/ Entrepreneur with experience at public and private clients. His expertise is in helping organizational leaders to identify and optimize strengths enabling growth in revenue and earnings. He has a track record of helping the leadership team in managing and leveraging resources, developing and implementing accounting, control, management systems and staffing that fit their organizational needs. He understands the key enablers which optimize strengths a for start-up, emerging, growth and mature public and private organizations. Pete starts his engagements by understanding his 6 critical questions for understanding a business's performance, a lesson from his over 30 years as a CPA/CEO/CFO, For more information, see <https://www.linkedin.com/in/pvwhite>