



Jerry Blais

Blais + Associates, Founder & CEO

Coaching Philosophy:

- ▶ Serve clients to help them achieve their goals and dreams
- ▶ Challenge client to achieve their potential
- ▶ Be vulnerable, trustworthy, good listener and connector
- ▶ Be strategic, prepared and focused
- ▶ Work to create as much value for the client as possible

Experience: 30 + years of practical business and people experience.

Industries: Executive Coaching and Consulting, Manufacturing, Distribution, Department of Defense, Retail, Restaurant, B2B and B2C.

Leadership Positions: CEO, General Manager, SVP Sales and Marketing, Director of Product Marketing, Director of Corporate Marketing, Oracle Implement Lead, Market Research I Training Manager, Territory Sales Manager, Contract Negotiator, Restaurant Manager, Retail Sales, Paperboy.

Change Management: Multiple changes from public to private, several acquisitions, two private equity owners, eight personal moves.

Business Sizes: \$2M, \$18M, \$500M, \$800M, \$2B and \$5B

Core Strengths: Strategic Planning, Leadership Development, Individual and Team Performance, Change Management, Building Teams and Driving Engagement, Organization Alignment, Product and Market Development, Sales Management, Marketing, Market Research, Training, Networking, Coaching and Mentoring.

Education: MBA and Bachelor of Science from Wright State University. Executive Coaching, Assessment Tools and Career Development Certifications

Executive Leadership Programs: Ply Gem's Advanced Leadership Program, Alcoa Foundation for Leadership and USAF Squadron Officers School as a Civilian.

Community Involvement: Certified SCORE Mentor, Goering Center Next Generation Family Guide, Xavier Student Mentor, The First Tee Coach and Mentor

Advisory and Board of Directors: Give-to-Get (Start-up), The First Tee Community Council Member

Personal: Avid golfer, love working in the yard

Residence: Born in Piqua, OH, currently reside in Glendale, OH

Mission:

To make a real and sustainable difference for the people we serve by helping them grow and scale their business team and career.

Vision:

To be a trusted advisor that builds lasting relationships

Core Values:

Excellence, Learning, Authentic, Accountable, Humble