

GARY B. MEISNER

ARCHITECT OF BUSINESS SOLUTIONS

If you were to build a building without an architect and a blueprint for design, you'd have little more than a team of highly skilled and highly paid contractors and subcontractors spending lots of your money with little assurance that the end product would come close to achieving your original objectives. Today's business environment is often much the same, as increasing complexity and technology demand solutions that require many skilled specialists. As a result, top management team members often find themselves in a position of not being able to provide the blueprint of design.

It's not enough to just do your best or work hard. You must know what to work on. W. Edwards Deming.

How do you know that your project won't end up costing twice the original estimates and meeting half the original objectives? Who on the team has the breadth of conceptual understandings and depth of business experience to help you avoid the pitfalls that plague so many business initiatives?

If you need someone to serve as the architect in the design of your business solution, I can fill that need by bringing talents and experiences to your initiative that few can offer.

AS THE ARCHITECT - Everyone has different talents and any project requires the right blend of many talents to be successful. Only 1-2% of the population falls into the Myers-Briggs personality profile described as the "Architect," and I am one. By bringing this conceptual style and talent to your team, I can add significant value by providing insights into opportunities and issues that others may not see and by synthesizing the needs of all involved to produce the best solution. I also have training from leading consulting firms in decision analysis and team facilitation techniques.

"You bring exceptionally strong conceptual thinking skills to the executive role. You learn quickly and can grasp beyond broad and complex problems, getting to root causes and generating sound solutions. You enjoy challenging the status quo, and your ability to think divergently to produce multiple solutions and your strong analytical skills form a solid building block for executive success." (From an independent career assessment.)

EXPERIENCE - With over 25 years of business experience with industry leading companies and 20 years in executive management positions as CFO and CIO, including responsibility for operations and human resources, I bring a broad base of experience to any business initiative, including specific experience in startups, business reorganizations, systems conversions, turnarounds, acquisitions, relocations and divestitures. Key areas of strength to add to your bench for short term or interim needs include:

ANALYSIS - A core competency with exceptional skills in presentation, decision analysis and the creative use of technology in delivering the information required for the best decisions.

TECHNOLOGY - Recognized as an innovator with the vision to bridge the gap between business needs and technology providers to assure your investment yields the expected returns.

PLANNING - Experienced in project planning, budgeting and long-range strategic planning to assure your plans are well conceived, organized and communicated.

PRESENTATIONS - With experience in developing and delivering professional presentations to senior executive officers, board members, investors and employees, I can help you to be successful in securing needed approvals or in communicating plans.

EDUCATION - MBA, Finance & Marketing, University of Chicago (GMAT score in 98th percentile). B.S. in Accountancy, University of Illinois (Graduated with high honors.)

AFFORDABLE FEES - Rates vary by project and are very competitive. My goal is always to generate returns that exceed the cost of my services. I am happy to provide free consultation on how that objective can be achieved and case studies of past successes.

"You have developed solid interpersonal skills and a congenial, positive personality that make you approachable and easy to work with. You enjoy being part of a team and excel at taking the role of cooperative team player. You supplement your cognitive skills with a strong achievement orientation that thrives on problem solving. Your strong integrity and obvious desire to do what is best for the organization are yet more elements of your success formula. Your strong experience and effective thought or idea leadership round out that success formula." (From an independent career assessment.)

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