

Dan Coughlin

Executive Coach, Business Thought Leader, Best-Selling Author

Dan Coughlin works with senior-level executives and managers to improve their impact as business leaders, focusing on five critical management topics: leadership, teamwork, branding, innovation, and execution. A leading authority on how to lead an organization for sustainable, profitable growth, his client list is a who's who of some of the world's best companies, including McDonald's, Toyota, Marriott, Coca-Cola, GE, Anheuser-Busch, Shell, Subway, Abbott, RE/MAX, Prudential, Boeing, and more than 200 others. Since 1998, Coughlin has invested over 3,000 hours on-site as a management consultant observing and advising executives and managers in a wide variety of business functions and in more than 50 industries. As an executive coach, he has provided more than 2,100 coaching sessions for presidents, vice-presidents, and senior directors in Fortune 500 companies, major privately-owned firms, and small businesses. Coughlin and his clients constantly work to hone simple processes that will improve performance throughout their organizations.

Dan Coughlin is one of America's most practical business teachers. He delivers penetrating insights that attendees can use immediately to achieve sustainable improvement in their business performance and results. Audiences consistently say they appreciate the usefulness of his ideas, the way he customizes his remarks for their group, and the simple, down-to-earth, and humorous way in which he delivers them. In fact, he has provided hundreds of customized presentations on business acceleration across the United States. His keynote topics include leadership, teamwork, branding, and innovation.

Customization. Dan Coughlin is an extremely detailed, organized, and articulate speaker. He believes that every keynote speech, seminar, and executive coaching relationship has to be built around an understanding of the client's desired business outcomes and his or her unique work situation. He gains an understanding of customers through extensive research – a combination of in-depth interviews with employees, on-site visits, acting as a client of the organization, and studying the organization's materials, website, and customers.

Acclaimed Author. As a business thought leader on generating sustainable, profitable growth, Dan Coughlin has written six management books, including: *The Business Leader's Impact: Five Critical Drivers of Sustainable Profitable Growth* (2013), *Beat Yesterday: A Business Novel* (2012); *Find a Way to Win: Management Insights from Terry Michler, America's All-Time Winningest Soccer Coach* (2010, foreword by Marshall Goldsmith); *The Management 500: A High-Octane Formula for Business Success* (2009, foreword by Jason Jennings); *Accelerate: 20 Practical Lessons to Boost Business Momentum* (2007), which made it to No.4 on Barnes & Noble's business best-seller list; and *Corporate Catalysts: How to Make Your Company More Successful, Whatever Your Title, Income, or Authority* (2005), which was translated for both China and India. Quoted in *USA Today*, *The New York Times*, *Investor's Business Daily*, *The Journal of the American Management Association*, and myriad other publications, Dan Coughlin has written articles published in more than 150 trade association publications and corporate in-house publications, including a monthly article in *The Ladders*.