



success@trustedadvisorsnetworkllc.com
877-858-0092
trustedadvisorsnetworkllc.com

LARRY ALLEN

EXECUTIVE SUMMARY

Enterprise Power (EP), a results oriented firm focuses on enhancing individual, team, and organizational growth and performance. EP's consulting and coaching services include development of leadership, strategy, structure, processes, rewards, and people to achieve personal and organizational goals.

An enterprise is any undertaking, particularly one of some difficulty, complexity or risk. Representative challenges are: Bringing new and improved products/services/processes from concept through planning, development, implementation, introduction, and improvement; and aligning entities/functions by synchronizing efforts and overcoming polarization.

PROFILE

Following graduation from Speed Scientific Engineering School Larry spent 26 years working to help Cummins Engine Company grow from \$150 M to \$3 B. During this time Larry grew individually while moving through various leadership and managerial positions and developing personal and organizational cutting edge skills and capabilities. Following that developmental experience Larry founded Global Consultants Inc. (dba Enterprise Power) to continue developing and implementing his vision of being an "Enterprise Power" trusted advisor to help small, medium, and large enterprises to enhance ability and capacity to grow and improve performance as a person and as an organization.

Enterprise Power, being a coaching and consulting firm, works with individuals and organizations to enhance client enterprise abilities and capacity, to continuously succeed doing more valuable work, in least amount of necessary time, using as little energy and resources as possible. EP's focus is to develop people, information, and things to achieve effective and efficient alignment of enterprise leadership, strategy, structure, processes, rewards and people.

INDUSTRY EXPERTISE

- Automotive & Industrial Equipment Manufacturing, Sales and Service
- Information Technology
- Oil and Gas Energy
- Polymer and Chemical

DEVELOPMENTAL COACHING EXPERTISE

- Functional and Cross-functional Team Building; "for-profit" and "non-profit" enterprise-wide development
- Individual job search, position change, and performance enhancement
- Sales & Marketing Executive, Manufacturing Team, and Personal Leadership, Managerial, Sales and Service
- Executive Leadership, Sales & Service Leadership, Small Business Owner Executive Coaching

EXPERTISE HIGHLIGHTS

- New Product, Service, Operations Planning, Development, Implementation, Introduction and Continuous Improvement
- U.S. and International Technical Sales and Technical Service and OEM Account Service
- Industrial Product Planning, Development and Marketing
- U.S. and International professional speaking, articles, and conference leadership
- Distributor Sales and Service Business Planning and Implementation

CURRENT AFFILIATIONS

- Toastmasters International, various district-wide Leadership roles, DTM & Honors
- Tau Beta Pi Honorary Engineering Society, ASME
- CONAN, NCAB, HOP, Go Givers, BIG Business Networks

PAST AFFILIATIONS

- Boy Scouts of America, District Chairman; Youth Hockey Coach
- National Speakers Association, Chapter VP Programs, Honors
- Logistics Network, President and Polymer-Ohio
- Chamber of Commerce, Rotary

EDUCATION

- Bachelor of Science Mechanical Engineering, plus advanced math & Physics
- Berlitz Language School for French Total Immersion
- Studies in Finance, Management, Leadership, Sales, Communications