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MARK BRYAN

EXECUTIVE SUMMARY

Mark is a business strategist, writer, inspirational speaker, consultant, and a business and executive coach. His broad base of experience enables him to help diverse businesses and people in their efforts to solve problems, improve performance, and capitalize on opportunities. Over the last 30 years, he has worked with clients to develop leaders who actually lead, create initiatives that work, increase sales, triple profits, implement a performance ethic, and build sustainable businesses.

PROFILE

In 1990, Mark founded Focused Results to help businesses achieve the unachievable.

As a serial entrepreneur, Mark started his first business at the age of 11 and his second at 12. Since 1990, he has served as the founder and CRO of Focused Results, Inc. His experience includes retail management, managing partner of two law firms, director of several corporations, and founder/owner of a gymnastics school, marketing firm, a chain of dinner theaters, and Focused Results. He has been a talk radio show guest, college instructor, guest lecturer at Stetson University College of Law, and a keynote speaker for civic and business organizations.

His clients are diverse including healthcare, distribution, hospitality, construction, not-for-profits, and professional services.

As a certified business sustainability consultant, senior facilitator, and coach, he is adamant that the real solution to any business issue must begin with root cause analysis. Without it, the real issue will not be found and profits will be wasted treating symptoms.

His clients refer to him as “the hired assassin” because he kills off the things that keep people and businesses from maximizing their potential.

Mark’s focus is to help you create your future.

INDUSTRY EXPERTISE

- Healthcare – strategic planning, sales, employee retention.
- Automotive – leadership development, customer loyalty, profitability.
- Faith based – leadership, sales, communications and strategies.
- Law firms – business development, leadership, personal growth.

DEVELOPMENTAL COACHING EXPERTISE

- Executives – communication, strategy execution, personal growth.
- Attorney – time management, profitability.
- Business development – putting the puzzle together.

EXPERTISE HIGHLIGHTS

- Sales strategies and execution
- Leading rather than managing people
- Leadership drives performance, productivity, and profitability

CURRENT AFFILIATIONS

- Trusted Advisors LLC
- Executive Board
- Florida Bar Association

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PAST AFFILIATIONS

- Chambers of Commerce
- Business Assistance Council
- Tampa Bay Quality Network
- National Contract Management Association

EDUCATION

- Indiana University – BA in economics
- Valparaiso University School of Law – JD
- Numerous courses, seminars and workshops