

# Insight on Coaching – Guest Bio

*Gregg Steinberg*

*President, International Profit Associates*

## Introduction

Gregg Steinberg is President and Chief Operating Officer of International Profit Associates. The numerous companies constituting IPA combine to form the largest consulting firm in the world, delivering a broad spectrum of management consulting and other professional services to businesses. Mr. Steinberg is widely quoted and published on issues relative to business in the North America and is seen as an expert resource relative to small business and entrepreneurial issues. He is also a contributing author to *Consulting Leadership Strategies*, *Industry Leaders on the New Benchmarks for Success*, a recently published book through Aspatore Books.

## Experience

The various entities that make up International Profit Associates include IPA Advisory and Intermediary Services, Integrated Business Analysis (USA & Canada), International Tax Advisors, Creative Tax Strategies, IPA Professional Development Services, Accountancy Associates, ITA Implementation Services, and IPA Travel Services. Mr. Steinberg's responsibilities include direct daily oversight of all the operating entities, as well as management of the combined operations in terms of assuring that all companies are meeting short-term financial targets, as well as designing, developing and implementing medium and long-term strategic, operational, financial, and growth objectives. Combined the companies have 2,000+ employees throughout North America. Mr. Steinberg joined the company in 1992 (revenues \$5 million), became its CFO in 1995 (revenues \$24 million), and took over as President in 1997 (revenues \$54 million). 2006 revenues are exceeded \$250,000,000.

## Education

Mr. Steinberg received his B.S. in Business Administration from the University of Arizona. He is also a graduate of Thunderbird, The Garvin School of International Management (formerly the American Graduate School of International Management) and has is Masters in International Management / Masters Business Administration.

## Professional Affiliations, Publications and Recognition

Mr. Steinberg's affiliations and memberships include: Young President's Organization (YPO), American Management Association (AMA), Turnaround Management Association (TMA), Institute of Management Consultants (IMC), Association of Management Consulting Firms (AMCF), National Association of Certified Valuation Analysts (NACVA), Center for Entrepreneurial Management (CEM), Birthing of Giants '99 (Entrepreneurial forum sponsored by INC. magazine, MIT and Young Entrepreneurs Organization (YEO)).

Mr. Steinberg sat on the Board of The Quantum Group, Inc. a publicly traded company trading under the ticker QTUM, and is currently a member of both the US Chamber of Commerce's Small Business Council and International Policy Council. Mr. Steinberg's speaking engagements include the Fortune Small Business "Go for Growth" Conference series and the U.S. Chamber of Commerce through its Business Civic Leadership Council., and presentations to the William E. Simon Graduate School for Business Administration (University of Rochester) and to Thunderbird, The Garvin School of International Management (formerly The American Graduate School for International Management).