



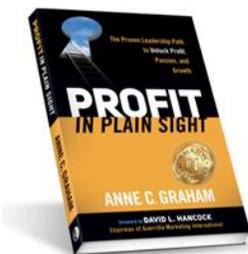
SPEAKER BIO

Anne C. Graham has inspired business leaders across North America to put the profit, passion, and growth back into their business. Known as the #1 Best Selling Author of *Profit in Plain Sight* and a sought-after speaker, she vividly illustrates every big idea and AHA! Moment to ensure that participants never see their business challenges in the same way again, and that participants leave with steps they can take immediately to see impact.

After 25 years as a corporate turnaround expert working in very diverse industries from the Fortune 50 to small and mid-size companies, Anne developed ProfitU™, the innovative online learn-by-doing system for leaders and their teams who are serious about profitability. She loves sharing the practical roadmap for take-it-to-the-bank results that she wishes she'd had during her many years as an executive.

Anne believes in paying it forward and has served as a Director for the Association for Manufacturing Excellence plus she has held leadership roles in several other industry associations and non-profits. She delivers provocative workshops annually at the world's largest Lean Conference.

When not mentoring leaders to achieve higher goals than they ever thought they could, Anne's favorite thinking, writing, and relaxation spot is on the back deck of her boat, anchored in a quiet bay on the West Coast of BC.



Get the book industry leaders are talking about

"Profit in Plain Sight is relevant and important as the rate of change increases and economic turbulence becomes the norm. Leaders who follow Anne's advice on a chapter-by-chapter basis will trigger a cascade of tangible benefits by addressing the most persistent challenges faced by business leaders."

David L. Hancock, Chairman, Guerrilla Marketing International

SELECTED TESTIMONIALS FOR

Anne C. Graham
#1 BESTSELLING AUTHOR PROFIT ACCELERATOR



*Within the first 30 days of working through ProfitU™ with no upfront payment, we added enough profit to our bottom line to fund the entire program. Within 3 months our margins were **up 5%** and individual sales were **up 7-13%** year-over-year, enabling us to hit breakeven vs a loss of \$20K/month last year, yet we were still able to reinvest in the business. Within 6 months, we achieved the profitability goal we'd set for the **entire year**.*

Wallace Gillard, CEO



*I recall your session as if it was yesterday. You asked us all to plot our "Return on People" on the chart. Unfortunately, at that stage this indicator was actually **negative \$9,955 per employee**. We immediately set a new goal and implemented the Profit Plan you outlined. For our year ended December 31, 2015, I am pleased to confirm that we achieved **\$31,671 profit per employee** - the highest profitability levels in the organization's history.*

Mikel Rhodes, CFO



*We took our Customer Profitability Ratio (CPR) from 2:1 to **5:1** within 1 year – a huge boost to profitability. When we involved our reps in the process, they got it instantly and committed to take this to 100:1 with our biggest 100 customers. And they did!*

Alain Ouzilleau, President



Anne showed me the holy grail of increasing our profits in a systematic, proven way. This should be a priority for every business

Sean McGuiness, CEO, Tompkins Industries.



I've looked to manufacturing to increase profits. Anne came at the issue from another angle, and delivered results.

David Doepker, Founder & CEO



Anne showed me some easy steps to improve profitability. The best part is that I can get these improved profits without increasing overhead: an infinite ROI.

Kristi Zadderey, CEO



In one very focused question I was provided with specific tools to increase my bottom line by at least 38% immediately, and with discipline, even more.

Richard Wilson, President.



Anne challenges business leaders to attack the myths which prevent businesses from reaching their full profit potential and provides thoughtful guidance on how to deliver outstanding results. This is not flavor of the month. It's practical, relevant, and timeless.

Jim Bogusz, Chief Operating Officer



Finally! A practical approach to a complex problem. Anne's vision on business is unique and effective

Juan Jose Gonzales, Co-founder and COO