

TERRY SCHAEFER BIOGRAPHY**TERRY
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Terry's career calling is to guide individuals and families in working together in identify and articulate their future. He blends 15 years of line management turnaround experience in marketing, operations and strategic operations planning, with eight years of clinical exposure in the medical and mental health profession. He also has 12 years of experience working with C-level professionals. Terry's goal is to help his clients define and develop their own future with inquisitive-based coaching.

Terry believes deeply that people are our biggest asset and everyone has an innate set of values that when in full alignment, provide great success and contentment in life. When individuals are fully aligned with the organizational core purpose, values, and vision, the team is cohesively focused on a successful future. From this collaboration, new possibilities are formed and expected results are exceeded.

He joined Gravitas Impact Premium Coaches (formerly Gazelles International) in 2007 while running peer advisory groups for business owners. He saw the need for a simple, but comprehensive, set of habits that everyone can understand. His current focus is on developing next generation leaders within family owned/operated companies. The Four Decisions® program provides the foundation for the next generation to flourish, develop their shared vision, and meet the needs of the markets they serve.

Executive Summary

Terry Schaefer is the founder of Profitable Family Business, a coach/advisory program for family-owned and operated businesses. He works with successful owners who have an insatiable appetite to grow, personally, professionally and financially. He believes people are essential in all companies, and when aligned and focused, amazing results occur. He helps his clients remove complexity from their business structure which creates more time, more money (and profits), and greater freedom to spend how they desire.

Industry Specialties

- Family-owned & operated businesses/philanthropy
- Medical and mental health services
- Management turnaround in marketing & operations
- Strategic operations planning

Coaching Specialties

- Leadership coaching for individuals and teams
- Organization accountability and alignment
- Performance development & generational differences

Specific Expertise

- Individual and organizational development
- Strategic thinking and operational excellence
- Succession and generational education
- Family interpersonal communications

Current

- President / CEO: Easy Associates, Inc.
- Four Decisions® Certified Coach and Mentor, Gravitas Impact Premium Coaches
- Exit Planning Exchange Board Member

Past

- Associate - Inner Circle - Peer groups for business owners
- Founding Director - Family Support Foundation
- Corporate Operation Manager - FAO Schwarz
- Partner - The Pierrepont Group

Education

- Professor - Johns Hopkins Carey School of Business
- BSBA Marketing/Finance, Babson College
- MS Applied Behavioral Sciences, Johns Hopkins University
- MSW Child & Adult Development, University of Maryland
- Graduate Certificate in Substance Abuse Counseling, Loyola University