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steve clute

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Success and Leadership Expert

steve clute Quick Facts

Main Areas: Success, Leadership, Small Business Start Up and Management, Health, Human Performance, Assessment, Marketing and Sales

Best Sellers: Leadergized

Career Focus: Consultant - Business Owner

Early Stage

Small Business Executive Management

Mentor Coach Strategic Assessment

Planning Entrepreneur Operations

Highly experienced, profit-driven, visionary executive with domestic experience in operations, P & L management, strategic positioning, health and wellness administration, human resources management and training, technology development, hospitality services, multi-channel product

development and distribution, venture funding, acquisitions, and strategic planning with both startup and early stage companies. Results oriented innovator, decisive leader with high professional integrity, proven success in market identification, strategic thinking, and problem solving.

Track record of building sales and profitability for companies. Proven to excel in dynamic and fluid environments while remaining pragmatic and focused.

Core Competencies

- Visionary Leadership
- Strategic Business Planning
- Strategic Alliances
- P & L Management
- Market Identification
- Acquisitions and Mergers
- Operations Management
- Mentoring and Coaching
- Change Management
- Disaster Management
- Technology Development
- Accomplished Spokesperson
- Entrepreneur
- Real Estate Development
- Published Author
- Performance Improvement
- Build Winning Teams
- Turnaround Situations
- Interpersonal Skills
- Sales Management
- Customer Relations

Industry Experience

- Health
- Finance
- Research
- Real Estate
- Technology
- Manufacturing
- Communications
- Software
- Publishing
- IT
- Banking
- Hospitality
- Consulting
- Events Promotion
- Coaching

Professional Experience**Leadergized Consulting, LLC President**

At LEADERGIZED Consulting offers a broad range of development, management and advisory services to businesses and executives seeking new perspective, energy and direction. We blend business knowledge, common sense, and real world experience to create effective business solutions. The services are as follows:

Business Development**Management Training/Development****Research and Data Analysis****Benchmarking Analysis****Implementation Services****Support Services**

Compete on the basis of Integrity, Quality, and Value. Bring value-added consulting services for small and medium-sized businesses to the Upper Midwest.

Portfolio Clients Include: .

HND, Inc. – Banking and Mortgage Brokerage – Business planning, strategic assessment, human resources development, and executive support services. Assisted in business design, acquisition of an existing mortgage company, and a business plan for acquisition of a bank and holding company.

JB, Inc. – Inventor of three products – Strategic assessment, business planning, product development consulting, and marketing of inventions to a Fortune 500 manufacturing company and direct marketing of products via eBay.

Plains Technology Ventures, LLC –Assisted in developing a secure, wireless, handheld medical records management system. Conducted market analysis of practical expectations of the business plan. Reviewed and made recommendations for the business and financial plan. Raised \$700,000 in startup funding. Built the technology team to do the software development, testing, implementation and support. Assisted in design and implementation of the marketing and sales

process. Served as executive managers for the company through the first implementation. The company took the technology in house and has been actively growing the business within their target market.

D, T, & J, Inc. – Supervised IT team to build an ecommerce solution for manufacture and sale of a medical services product. Planned, developed and built the web portal and IT phone system to rapidly grow this startup business to a point of national recognition in little more than 8 months. We assisted with the business plan and financial pro formas for the business to raise \$750,000 in startup funding. The company is distributing its product through the strategic plan that was developed.

Global Franchise Concepts – Worked closely with an international franchising group to provide a sound business plan and financial model to fund and grow their business. Acquired the \$1,750,000 in startup financing. Assisted negotiating merger agreements with four companies that fit the requirements for the franchise family. Assisted in building the operating systems.

Bygland Machine Works, Inc. –Raised \$200,000 in financing to take a three-year-old manufacturer from doing small contract project work to defense contract work for such companies as Raytheon. Did planning, operating systems, business development and finance to

accomplish the same abilities as a large middle market competitor.

Real Radio, Inc. - Determine marketability and operations protocols needed to move from a struggling business position into a growth and development position. Research showed that there were problems that would not allow this business to move forward. Recommended sale of

the company.

Stratacom, Inc. – Technology Services Company – Contracted for financial management, strategic planning, development of marketing programs, sales strategies, and oversight of finance and operations. The company works with Fortune 1000 clients. Procured \$385,000 working

capital and contract funding to fuel the ompany's growth strategy.

Cybergrowth Solutions – Technology Franchise Company Startup – Contracted for financial and operations management. The company builds Website and eBusiness applications for small and medium enterprises as well as working with customized a plications for Fortune 1000 clients. Procured \$420,000 in startup financing.

Noventis, Inc. –Instrumental in rebuilding biotech company. Assisted with market analysis, concept and strategy development and comprehensive business planning. We established the operating systems, business development strategies and the human resources necessary to grow

the company.

HiSpirit, LLC –Medical data User Interface Software and Services Company – Contracted to direct technology development and standards as well as participate in strategic planning. Also responsible for establishing key relationships with larger software publishers and establishing distribution channels.

High Energy, Inc. President 88 to 02

Responsible for all creation, design and implementation,marketing and sales of programs, facilities, staff and services. Lead health, wellness and sports product and service creation and selection, strategic planning, marketing, sales, budgeting, staff selection and training and customer relations. Team builder and lead decision maker in all of the programs run by the company. Startup grew to serve 2000 unique clients annually.

Health Industries, Inc. President 83 to 02

Created and built the first full service, coed health and wellness center in the Upper Midwest. Lead every aspect of the organization during the 18 years. Lead team of +200 people to be creative, energized and innovative in developing and delivering programs, products, services and attitudes that would keep the community excited about actively managing their health and well being. The team built, and marketed products and services to add profitability, build brand

image, and serve clients exceptionally. Team leader for business development, marketing and sales, finance and operations. Marketed and closed projects and partnerships with such companies as Microsoft Great Plains, Blue Cross Blue Shield, Excel Energy, Banner Health Systems and The City of Fargo. The business was ended by a wind storm, water damage and a slow moving property insurance company. Managed all of the challenges related to insurance negotiation and settlement, sale of assets and closure of the business. Startup grew to serve more than 6000 clients annually.

Education**Bachelor of Arts - Commuications/Journalism -**

Concordia College .

Graduate Study - MBA/JD -

University of North Dakota

Continuing Education.

UND - Grant Writing **UND** - Seed Investing As A Team Sport

Professional Associations and Memberships

Meritcare Health System Advisory Board

Partners in Progress Board of Directors

PocketMD Board of Directors

Olivet Lutheran Church Council

Who's Who in Executives and Professionals

Chairman American Diabetes Bike Ride-Walk

Chamber of Commerce Business Person of The Year Finalist

ND Health Care Reform Representative

IHRSA Small Business Leadership Award

Diabetic Athletic Assoc. Athletic Achievement Award

Concordia College C400

National Merit Scholar

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Favorite Quotes & Thoughts from steve clute

I use a seven step approach to answer the challenges resulting in times of sudden and necessary change: 1) Stay positive. 2) Look for ways to gain...honor, respect and position. 3) Never give up. 4) Remain aggressive. 5) Get what you believe is right—not what others tell you is. 6) Plan for the future, think for the future and act for the future. 7) When answers are not obvious—don't answer ... take time to think and pray. This is the prayer that I use:

"Dear Lord, please bless me with the insight and leadership to know the answers, to deliver them properly and to find and recognize the steps (when I am presented with them) that will lead me to where you want me to go."

Change is difficult and requires a good plan and the confidence to adapt the plan to the circumstance.

Getting Started With steve clute

The sure way to miss a home run is by not swinging. You need to take the first step toward your dreams today. Can you actually afford to do it? Do you actually have the energy to do it? Can you actually create a plan, a mission, a purpose, and a philosophy to lead to achievement of your dream? Take action, do it now, don't wait. If you can see those things happening and you've thought about them, gauged all of the possibilities of your dreams and you realize that it is a real possibility, do it. Don't wait! Do it now! The sure key to failure is not taking the first step.

Please visit http://www.bookhabit.com/book_details.php?book_id=1079# to view my eBook or go to <http://leaderqizedconsulting.com> to learn about my consulting firm.

Contacting steve clute

Steve Clute

steve.clute@Leadergized.com

Recommended Experts and Friends

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Stanley F.
Bronstein / ...



Sayahda
"Sayahda"



Al Link and Pala
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Elizabeth
Bohorquez, RN, ...



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