

Andy Birol to Kick Off ITLMA 2014

Written by Michael Hoover

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We are excited to announce that business growth expert, author and speaker Andy Birol will kick off ITLMA 2014 on Tuesday morning.

Owners of \$10 million businesses, their families and advisors turn to growth strategist Andy Birol to improve how they run, fix, grow, and prepare to sell their established firms. With Birol Growth Consulting, more than 450 owners have created profitable growth by focusing on their Best and Highest Use®. Andy is a national, weekly columnist for American City Business Journals where he writes about growth issues facing private business owners in 43 Business Journals published in nearly every national city. Birol also presents workshops, keynotes and strategic planning sessions worldwide and is the author of five books, including “The Five Catalysts of Seven Figure Growth.”

After 20 years of corporate sales and marketing leadership and his MBA from Northwestern’s Kellogg School, Andy Birol founded Birol Growth Consulting in 1997 to help driven business owners create profitable growth by focusing on their Best and Highest Use®. He focuses on helping owners and their advisors run, fix, grow and prepare to sell their established firms as well as provides workshops and keynotes on this topic. He has helped more than 450 business owners increase their sales by more than \$500 million and facilitates and presents workshops worldwide on profitable growth for small business owners. Andy has traveled or worked in 46 states, 87 countries and all seven continents.

The media has turned to Andy for his expertise in small business growth. The New York Times, The Wall Street Journal, CNN’s Dollar Signs, Entrepreneur, Business Week, and Inc. Magazine have interviewed Andy. Recently, Andy was named a national, weekly columnist for American City Business Journals where he writes about growth issues facing private business owners in 43 Business Journals published in nearly every national city. Andy is a prolific writer of over 400 articles which are republished internationally and is the author of the following five books, The Five Catalysts of Seven Figure Growth (CareerPress, 2006), Accelerating Your Growth; Growing Your Business During Succession or Transition; Returning Your Business to Growth; and Focus. Accomplish. Grow. Active on his blog www.profitablegrowth.com and website, www.andybirol.com, Andy’s Profitable Growth newsletter is read by thousands of business owners and is in its 196th monthly edition.

Birol Growth Consulting won four Weatherhead 100 Awards as Northeast Ohio’s fastest

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growing single-employee business and 34th fastest growing company of any size and won MSN/StartupNation's Top Ten Home-Based Businesses Award and in 2009 the Cleveland Council of Small Enterprises (America's second largest Chamber of Commerce) awarded Andy its 10 Under 10 Award as one of Cleveland's most successful small businesses. In July 2010, Andy and his family moved to Pittsburgh, PA. Since moving to Pittsburgh, Andy has appeared locally on NBC's Our Region's Business Show, The American Entrepreneur and is regularly published in The Pittsburgh Business Times, Dynamic Business and TEQ Magazine. In June of 2011, Andy graduated from Leadership Pittsburgh. He lives with his wife Joan, Brand Manager with PNC Bank and his daughter Margo in Pittsburgh's cultural district. Andy is proud to introduce his new Run, Fix, Grow, and Sell workshop at www.andybirol.com. Also, Andy teaches the strategic planning course for the Harrisburg Entrepreneurial Fellows program and also has built and delivered Marcellus and Utica Shale consulting, workshops and keynotes to scores of businesses, Chambers and industry groups and most recently is a contributor to the Katz School's/Catalyst Connection's Marcellus Supply Chain Study. His growing body of work in helping non-energy companies enter the shale gas sector can be seen at www.marcellusshaleboom.com. Reach Andy at (412) 973 2080; abirol@andybirol.com.